



Overland Storage Wins 'Storage Vendor of the Year Award'

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LONDON, Jun 01, 2010 (BUSINESS WIRE) --Overland Storage (NASDAQ:OVRL) has won the 'Storage Vendor of the Year' category at the 2010 MicroScope ACEs channel award ceremony held at the Lancaster Hotel, London. Overland Storage is a global provider of effortless data management and data protection solutions across the data lifecycle. The MicroScope ACEs awards are hosted by the UK's leading weekly channel magazine, MicroScope.

Paul Briggs, publisher of Microscope, said: "Congratulations to Overland for winning Storage Vendor of the Year at this year's Microscope ACEs Awards. The awards are designed to recognize resellers, distributors and vendors who deliver excellence in IT products and services. This year's winners should be extremely proud of their achievements and efforts to maintain the gold standard of service in one of the worst recessions in recent memory."

"We've spent the past 12 months reconnecting with our channel partners and delivering better programmes, more competitive solutions and improved margins", said Andy Walsky, vice president of sales EMEA at Overland Storage. "This award reflects our commitment to the execution of our plan to deliver new technology to the market and to our channel partners who are remain loyal and committed in helping us take the Overland Storage brand to the next level."

Overland Storage recently expanded its partner program to increase revenue opportunities and profitability for channel partners. The Overland FastTrack program gives channel partners access to dedicated Overland sales and marketing support, personalized offline and online resources, and an integrated deal registration program that provides margin protection for specific end user opportunities. Overland is enabling channel partners to create revenue stability and become trusted advisors to their customers.

About Overland Storage

Overland Storage is the trusted global provider of effortless [data management](#) and [data protection solutions](#) across the [data lifecycle](#). By providing an integrated range of technologies and services for primary, nearline, offline, archival, and cloud data storage, Overland makes it easy and cost effective to manage different tiers of information over time. Overland SnapServer(R), NEO(R), and REO(R) solutions are available through a select network of [value added resellers](#) and system integrators. For more information, visit www.overlandstorage.com.

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