



Overland Storage Vice President Recognized by Everything Channel's CRN Magazine as a 2011 CRN Channel Chief

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Jillian Mansolf Recognized Among Top Channel Executives

SAN DIEGO, CA, Mar 15, 2011 (MARKETWIRE via COMTEX) --

Overland Storage (NASDAQ: OVRL), the trusted global provider of effortless data management and data protection solutions across the data lifecycle, today announced that Jillian Mansolf, vice president of global sales and marketing, has been named a 2011 CRN Channel Chief. As leaders in creating effective channel programs for solution providers, Channel Chiefs consistently defend, promote and execute effective channel partner programs and strategies.

With more than twenty years of experience successfully leading sales and marketing initiatives at technology companies including Dell, Maxtor, Snap Appliance and Data Robotics, among others, Mansolf manages Overland's worldwide sales and marketing teams, overseeing global sales and all aspects of corporate and channel marketing. Since joining in 2009, Jillian has been responsible for spearheading the company's initiative to sell branded data management and data protection solutions through its worldwide channel. In addition to overseeing the launch of four new products sold exclusively through the channel, Mansolf also launched the company's first cohesive and comprehensive global partner portal, FastTrack, which features an integrated deal registration system, including automated notifications and approvals. She also spearheaded direct marketing campaigns that assisted the channel in doubling Overland's SnapServer business in 2010.

This year's Channel Chiefs were chosen based by Everything Channel editorial on criteria including policy and program innovations made during the past year, the amount of revenue their company generates through partners, their willingness to speak out publicly on behalf of the channel and the number of years they have dedicated to channel activities.

"Being named a Channel Chief is one of the most prestigious honors in the IT industry. This year's Channel Chiefs offer tremendous insight into the who's who of the Channel," said Kelley Damore, VP, Editorial Director, Everything Channel. "Top channel executives consistently ensure that the Channel's voice is heard when strategic decisions are being made and continually nurture mutually profitable relationships. We applaud this year's Channel Chiefs for their successful partner programs and strategies."

"I'm honored to be recognized as a 2011 Channel Chief by Everything Channel and CRN. It is particularly rewarding given Overland's channel-only model since the company's inception," said Jillian Mansolf, VP of global sales and marketing, Overland Storage. "We value and always seek to strengthen our partner relationships. For the past several years we have been focused on making significant strides to better support our partners, helping them increase revenue opportunities and profitability. Beyond innovating solutions that truly speak to market needs, Overland will continue to develop programs and resources that enable partners to rapidly grow their businesses with us."

For additional information on the CRN Channel Chief list, visit www.channelweb.com. The Channel Chief list was published in the February 21, 2011 issue.

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. Whether distributed data is across the hall or across the globe, Overland enables companies to focus on building their business instead of worrying about data growth. Overland SnapServer(R), SnapSAN(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.

About Everything Channel Everything Channel is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, Everything Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. Everything Channel is a UBM company. To learn more about Everything Channel, visit us at <http://www.everythingchannel.com>.

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