



Tape Storage Continues Upward Growth Trend as the Favored Solution for Data Archiving and Long Term Data Retention

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Overland Storage Offers New NEO 600s and NEO 800s Tape Libraries to Meet Growing Demand for Tape Solutions

SAN DIEGO, CA, Nov 10, 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 the availability of NEO 600s and NEO 800s, two new additions to its popular line of automated tape libraries aimed at offering more choices for tape deployments in the growing tape storage market. Fueling the current expansion of the tape storage market is an increased demand for flexible solutions designed to address rapid business data growth combined with the increasing acknowledgment of tape's cost-effectiveness over de-duplicated disk.

Research from analysts at Enterprise Strategy Group indicates: "Tape is the predominant storage media used for data protection due to its portability and, from an acquisition cost perspective, its price." As tape capacities continue to out-ship disk capacities and "the use of tape now dominates archiving over internal disk, external disk or cloud... tape's lead is expected to grow during the next five years, demonstrating 45 percent annual growth by 2015."

Features of the NEO 600s and NEO 800s from Overland Storage In response to the increasing demand for more long-term data storage and archiving capacity, Overland Storage has added the NEO 600s and NEO 800s to its popular NEO portfolio. NEO 600s and NEO 800s solve the complex data storage protection challenges that businesses face when budgets are limited and users demand more storage capacity. NEO 600s packs up to 216TB of backup and archive capacity into a space-efficient 6U form factor while NEO 800s provides up to 244TB in an 8U form factor, making both solutions ideal for data centers that need large amounts of storage capacity. In addition to high-capacity storage, NEO 600s and NEO 800s feature multi-drive support for increased performance, redundant power for increased data availability and remote management for ease of use and reduced administrative overhead. Utilizing LTO-5 tape drive technology, NEO 600s and NEO 800s allows businesses to leverage the efficiencies of new linear tape file system (LTFS) technology, allowing disk-like "drag & drop" functionality on a tape.

Overland Storage Customers Discuss Tape Usage Overland Storage recently conducted a nationwide survey of its customers in the United States to learn more about how they use Overland tape libraries. The results of the survey indicate that tape storage remains a vital and irreplaceable component of the datacenter:

- Half of respondents said that their business could not manage without tape storage
- 56% of respondents said they keep data on disk for a month or less before moving it to tape
- 74% of respondents are using tape storage for onsite backups and 63% are using tape storage for offsite backups and disaster recovery
- 80% of respondents do not believe that archiving to the cloud will replace tape storage

"Industry analyst research, Overland Storage customer survey data and the overall growth in the tape storage marketplace confirm that tape-based storage remains a critical part of any data protection strategy due to its cost of ownership, portability, lower energy consumption, long shelf life, robust design and compact footprint advantages," said Peri Grover, director of marketing for tape solutions at Overland Storage. "In response to the increasing IT demand for Overland Storage's tape-based solutions, we've added NEO 600s and NEO 800s to our NEO line of automated tape libraries to provide users with additional choices in capacity, performance, features and affordability to address their data storage challenges."

Pricing and Availability The new NEO 600s and NEO 800s solutions are available immediately with a starting MSRP of \$14,499 and are included in Overland's "Trade Up and Save" promotion, which offers customers up to \$2,000 in cash rebates for a limited time. For more information, please visit www.overlandstorage.com.

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, near line, 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, SnapSAN, NEO Series and REO Series 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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