



## Overland Storage and Zycko Sign Strategic Distribution Agreement

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*Effortless data management and data protection expert expands northern European channel distribution*

LONDON--(BUSINESS WIRE)--Jan. 19, 2012-- [Overland Storage](#) (NASDAQ:OVRL), the trusted global provider of [effortless data management](#) and [data protection solutions](#) across the [data lifecycle](#), today announced a new strategic agreement with pan-European value-added distributor of leading edge IT solutions [Zycko](#), to distribute its award-winning storage solutions to the Northern European market.

Under this agreement, Zycko will drive Overland's channel expansion in the region and build on the strong customer demand across various vertical markets. With a network of specialist resellers, systems integrators and service providers, Zycko will meet the growing need of SMEs that are looking for affordable storage products that include enterprise class features.

Overland Storage enables businesses to anticipate and respond to change with effortless data management and data protection solutions across the data lifecycle. Zycko will place a particular emphasis on the recently launched SnapServer DX Series.

Darren Sheppard, manager of vendor solutions division, Zycko commented, "We are delighted to be able to provide Overland Storage solutions to our clients, we see this as an excellent opportunity to establish new partners within the SME sector. Many of our existing EMEA partners have been asking for cost effective storage solutions to complement many of the enterprise solutions we already offer. For example the SnapServer DX Series gives Zycko a credible and flexible NAS solution for partners, but without compromising performance or reliability."

Andy Walsky, VP EMEA sales, Overland Storage, says, "We are pleased to partner with such an established distributor. One of Zycko's biggest strengths is the range of professional services they offer to each individual customer, including full technical, marketing and business development support." Walsky continues, "Expanding our presence in the SME market is key to our business development strategy. We are confident that Zycko's technical competence and deep understanding and knowledge of its customers in this marketplace will enable us to accomplish this."

### About Zycko

[Zycko](#) is an international value-add distributor of leading-edge IT solutions, covering technology areas for every part of the business IT infrastructure, including: data networking, data storage, virtualisation and data centre infrastructure. For more information visit: [www.zycko.com](http://www.zycko.com)

### About Overland Storage

Overland Storage is a 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. For more information, visit [www.overlandstorage.com](http://www.overlandstorage.com).

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