



## Financial Services Companies Report Significant Cost Savings and Improved Storage Reliability With Deployment of SnapServer Network Attached Storage Solutions

January 13, 2012

**San Diego, CA – January 13, 2012** – [Overland Storage](#) (NASDAQ: OVRL), the trusted global provider of [effortless data management](#) and [data protection solutions](#) across the [data lifecycle](#), today released the results of an independent, third-party research indicating that financial services customers who deploy [Overland Storage SnapServer NAS](#) solutions gain significant cost-savings as well as improved storage performance and flexibility. TechValidate, an independent research organization, conducted a questionnaire to collect quantitative and qualitative data on user experience, product efficiency and business benefits from Overland Storage financial services customers that are utilizing the SnapServer line of network-attached storage.

As data growth remains IT's biggest challenge, TechValidate found that financial services companies estimated that their yearly data growth rate was 20-30%. (TVID: 6EF-A8E-AE1) Utilizing Overland Storage's [SnapServer NAS](#), financial companies were able to succeed in simplifying data management and addressing growing storage needs cost-effectively.

### Financial Services Companies Utilizing SnapServer NAS Solutions

#### Aiding In The Assistance of Asset Recovery

- A large debt collection agency based in Dallas, Texas required a cost effective storage solution that provided multi-protocol support and the ability to expand shared storage data pools in order to support the agency's file sharing, backup and off-site replication needs. (TVID: 1F7-FD3-C0B)
- The agency is currently storing 2–4TB of data on the SnapServer and has reported saving over \$4,000 – \$5,000 in total cost of ownership compared to a traditional storage alternative. (TVID: 1F7-FD3-C0B)

"When we implemented the first SnapServer in 2003, the TCO for maintaining the traditional Windows Servers went down to 10%. We were sold. Since then, not until VMware came into production, we implemented another Windows Server. With the advent of iSCSI, we now use SnapServers to nearline backup of VM images/snapshots and the price point of a SAN over the NAS solutions is the decision maker for us. We are too small for a SAN, yet hold enough data to merit a NAS of the size we have. In few words: SnapServers are the way to go for our business model." (TVID: 1F7-FD3-C0B)

#### Supporting Data Growth Needs of Healthcare Billing Agency

- The largest billing company in Wisconsin, specializing in anesthesia and pain management billing, deployed the SnapServer to support the company's filesharing and data growth needs. (TVID: 44C-DC1-002)
- The agency is currently storing close to 1TB of data on the SnapServer and has reported saving \$4,000 – \$5,000 in total cost of ownership compared to traditional storage alternatives (TVID: 44C-DC1-002)

"The Overland Storage SnapServer NAS is extremely reliable. We have had our SnapServer running for years without having to re-boot even once." (TVID: 44C-DC1-002)

"Our SnapServer NAS solutions are ideal for financial services companies that have mission critical data requirements that demand high performance, reliability and flexibility within the same storage solution," said Jeremy Zuber, product marketing manager, SnapServer Division at Overland Storage. "As one of the most simple and reliable NAS solution lines available on the market, the Overland SnapServer's also feature solid reliability and enterprise features necessary for financial service companies with storage needs are that continuously growing."

#### 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®, 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](http://www.overlandstorage.com).

#### Connect with Overland Storage:

Follow Overland on Twitter: [www.twitter.com/OverlandStorage](http://www.twitter.com/OverlandStorage)

Visit Overland on Facebook: [www.facebook.com/OverlandStorage](http://www.facebook.com/OverlandStorage)

*Overland Storage, SnapServer, SnapSAN, NEO, REO and the Overland logo are trademarks Overland Storage, Inc., that may be registered in some jurisdictions. All other trademarks used are owned by their respective owners.*

**Media Contact:**

Elizabeth Zaborowska  
Bhava Communications  
overland@bhavacom.com  
510-219-8127