



## CRN selects Overland Storage Vice President of Sales and Marketing as a 2012 Channel Chief

February 21, 2012

*Jillian Mansolf Recognized Among the Top Influential Leaders in the IT Channel*

San Diego, CA --February 21, 2012-- [Overland Storage](#) (NASDAQ: OVRL), the trusted global provider of [effortless data management](#) and [data protection solutions](#) across the [data lifecycle](#), announced today that Jillian Mansolf has been named one of CRN's 2012 Channel Chiefs. This prestigious list of influential leaders in the IT channel recognizes those executives directly responsible for driving channel sales and growth within their organization, while evangelizing and defending the importance of the channel throughout the entire IT Industry.

Mansolf is an industry veteran with a strong track record of success leading sales and marketing organizations at technology companies including Dell, Maxtor, Snap Appliance and Drobo. Since joining Overland Storage in 2009, she has been responsible for spearheading the company's initiative to sell branded data management and data protection solutions exclusively through the worldwide channel. Under her leadership last year, the number of registered partners grew from 290 to more than 1,500 worldwide.

"The 2012 Channel Chiefs list recognizes vendor executives dedicated to driving channel programs in the IT marketplace," said Kelley Damore, VP, Editorial Director, UBM Channel. "We congratulate this year's Channel Chiefs for their stellar record of business innovation and applaud them for their continued dedication to the partner community."

For the ninth consecutive year, Channel Chiefs were selected by the CRN editorial team based on channel experience, program innovations, channel-driven revenue and public support for the importance of IT channel sales.

"It is an honor to be named a 2012 Channel Chief by Everything Channel and CRN," said Jillian Mansolf, vice president of sales and marketing, Overland Storage. "This recognition highlights Overland's commitment to delivering innovative storage solutions that our partners can trust to meet the needs of their customers, while providing our channel partners with resources and guaranteed protected margins that maximize their sales opportunities and profits."

### **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. For more information, visit [www.overlandstorage.com](http://www.overlandstorage.com).

### **About UBM Channel: ([www.ubmchannel.com](http://www.ubmchannel.com))**

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