



## **ADN® will be Value-Added Distributor for Overland Storage®**

February 29, 2012

**Bochum, DE. 7 February 2012** - ADN - Advanced Digital Network Distribution, the value added distributor for central Europe today announced that it agreed to become Overland Storage's distribution partner. With Overland's storage portfolio, that includes SnapServer network attached storage (NAS), SnapSAN and NEO Series solutions for the SMB market, ADN enhances its storage offerings.

Overland has a wide array of products ranging from modern tape drives and auto-loaders, very flexible SAN disk-storage, virtual tape libraries to NAS-storage solutions with the revolutionary DynamicRAID feature. With capacities up to 288TB for disk storage and up to 1.5PB for tape storage, the products support a wide array of applications including; Microsoft Exchange, SharePoint, SQL databases, digital imaging, web services or data security applications with high performance storage. Offering a range of integrated features for enterprises like snapshots, replication and remote management, the products make storage management comfortable, safe and ensure to scale the storage environment without downtime.

Overland's products are known for secure backups, smooth data recovery and long-term data storage. They satisfy with flexible scalability, reliability, low cost of operation, high data availability and ease of management.

Apart from distributing Overland's portfolio, ADN is more than a competent Partner, but a full service provider in all phases of a project with a wide range of services. These include specific training in ADNs own training facilities, a proof of concept advice, full assistance in all phases of a project, marketing support and service and product support.

Hermann Ramacher, Managing Director at ADN, sees a real benefit for all involved: "Overland's excellent products complement our storage portfolio and strengthen our positioning in the storage infrastructure environment. We are now able to meet the requests of our partners for modern storage solutions from small amounts of memory up to complex infrastructures with innovative technologies at very attractive prices. Additionally, they are loyal to the channel, which is not self-evident for many storage vendors. This gives us the opportunity to plan in the long term and to invest into this segment."

"We are pleased to partner with ADN, who will provide their storage expertise and service offerings to resellers throughout the region. With our exclusive commitment to sell through the channel and our growing portfolio of solutions specifically for SMEs, we are happy to have found a strong partner to work with," said Andy Walsky, VP EMEA Sales, Overland Storage.

### **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 [SnapSan](#), [SnapServer](#), [NEO Series](#) and [REO Series](#) solutions are available through a select network of [value added resellers](#) and system integrators. For more information, visit [Overland Storage](#). For more information see [www.adn.de](http://www.adn.de)

### **About ADN**

Advanced Digital Network Distribution is a value added distributor of IT infrastructure and professional services for central Europe, with headquarters in Bochum. For more information see [www.adn.de](http://www.adn.de)