



Overland Storage Earns CRN 5-Star Rating

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Ranking Recognizes FastTrack Partner Program Among the IT Channel's Most Elite

San Diego, CA – March 27, 2013 – [Overland Storage](#) (NASDAQ: OVRL), the trusted global provider of [effortless data management](#) and [data protection solutions](#) across the [data lifecycle](#), today announced it has been awarded the 5-Star Partner rating in CRN's 2013 Partner Program Guide. The CRN Partner Program Guide is the definitive listing of manufacturers and software publishers that service the IT Channel. Overland Storage earned the coveted 5-star ranking which recognizes solution providers that offer the most compelling channel partner programs.

With over 4,600 partners worldwide, Overland's [FastTrack Partner Program](#) provides channel partners exclusive access to a full range of product, marketing, and sales tools. Sales and marketing tools comprise of personalized offline and online resources including video learning, on-demand training and in-person educational events to help accelerate selling cycles. Established with the objective to grow partner sales and revenue, the FastTrack Program delivers guaranteed margin protection through automated deal registration, along with additional benefits like:

- Business development funds for lead generation and brand awareness
- Exclusive quarterly partner incentives and end-user promotions to maximize pipeline return
- Dedicated field sales, field engineering and inside sales resources

"The companies listed in CRN's 2013 Partner Program Guide represent a comprehensive list of the best channel programs in the market today," said Kelley Damore, Senior Vice President and Editorial Director, for UBM Tech Channel's CRN. "The 5-star award is reserved for vendors that understand that a successful partnership does not rely solely on the technology. By offering their partners tools, education and regular updates, vendors on this list go above and beyond traditional support to ensure a mutually beneficial partnership."

"We are honored that the Overland Storage FastTrack Partner Program has been recognized with the 5-star award from CRN," said Jillian Mansolf, Senior Vice President of Global Sales and Marketing at Overland Storage. "Overland is invested in the success of our partners and we remain committed to continuing to develop new resources that make our partner program one of the best in the industry. This recognition highlights Overland's dedication to providing partners with innovative programs that help them grow their customer base and increase their profits."

The list methodology is based on objective criteria that takes into account each vendor's investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication. The 2013 Partner Program Guide will be featured on CRN.com and the 5-Star Partners listing will be highlighted in the March 2013 issue of CRN.

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 [SnapScale](#), [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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