



Overland Enables Global Remote Storage Management With New Web TLC Solution

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SAN DIEGO--(BUSINESS WIRE)--May 3, 1999--Overland Data Inc. (Nasdaq/NMS:OVRL), a technology leader in data storage and backup products, today unveiled the next piece in its enterprise storage solutions strategy with the introduction of Web TLC(TM) (Total Library Control), a new technology that enables remote operation and management of its automated tape libraries and autochangers from anywhere in the world via a standard Web browser.

"Web TLC is the first product from Overland's new Storage Solutions Group, and is part of the company's focus on customer requirements for total storage solutions in the increasingly complex enterprise storage arena," said Steve Richardson, Overland Vice President of Marketing.

"Our commitment is to provide the customer with a solution that encompasses storage automation hardware and storage management tools required to centrally administer and control expansive enterprise storage environments," he said. "Web TLC gives administrators a powerful tool to manage sophisticated storage architectures such as the evolving Storage Area Networks."

According to Richardson, Overland's new Storage Solutions Group is chartered with developing technology internally as well as working closely with third-party hardware and software partners to ensure that the company's products work seamlessly with solution components from other industry leaders.

Web TLC (Total Library Control) software technology is built around a thin Web server developed by Overland and is fully compatible with the company's installed customer base of more than 10,000 automated DLTape(a) libraries and loaders. Web TLC can be optionally integrated into Overland's new EnterpriseXpress(TM) library and can be ordered as an add-on for the company's LibraryXpress(TM), MinilibraryXpress(TM) and LoaderXpress(TM).

Overland's Web TLC technology is the first platform-independent solution that allows a central administrator to remotely configure, monitor and control Overland's DLTape-based automated storage solutions. Web TLC supports real-time alerts with TapeAlert(a)-compatible backup software and SNMP(a)-compliant network management consoles. However, Web TLC technology goes beyond those functions by also allowing remote operators to configure, control and diagnose the libraries instead of just supporting activity and receiving error notifications.

Web TLC operates with all the leading Web browsers and does not utilize the host server connected to the tape library, making it universally compatible with a variety of Windows NT(a) and UNIX(a) platforms, and allowing Overland libraries with Web TLC functionality to be deployed throughout an enterprise.

Web TLC is designed to lower the total cost of ownership of storage on several fronts. In addition to the operational cost savings of centralized storage administration, Web TLC can reduce installation costs by facilitating a streamlined library configuration process. With Web TLC capability, an Overland library or loader can be installed at a location where a less-sophisticated operator does not have to be concerned with configuration issues. Once the unit is installed and powered on, all configuration can be done remotely by the centralized administrator, ensuring that all parameters are set correctly to guarantee that backups are completed across a large network of libraries and loaders. Web TLC also enables the ability to perform firmware upgrades to multiple distributed libraries from a centralized workstation, ensuring that all sites throughout the enterprise are operating with the most current revisions.

Richardson also noted that Web TLC offers the potential for Overland's reseller partners to extend their service and support capabilities with a remote on-line option. If a customer cannot resolve a problem with an Overland library or loader, a technician at the reseller's site can be granted access to the Web TLC server and perform an analysis and solve the problem remotely. This type of service benefits the customer with a much faster service response and can dramatically reduce a reseller's service costs by slashing the need for on-site service calls.

Pricing and Availability

Web TLC will be available in June, with manufacturer's suggested retail pricing at \$1,995.

About Overland

Overland is a global supplier of storage automation solutions and related technologies designed to meet and surpass the critical requirements of high-availability network computing environments, from entry level to the enterprise.

The Company is a recognized leader in technology innovation for such achievements as the award-winning DLT LibraryXpress SmartScale Storage(TM) architecture that establishes new standards for intelligent automated storage and scalability, and the patented (No. 5,815,514) Variable Rate Randomizer (VR2(TM)) data encoding technology that can significantly increase the capacity and throughput of linear tape formats.

Overland has also earned a worldwide reputation for unmatched product quality and innovative warranty programs such as the Guaranteed Up Time Service (GUTS(TM)) Program that dramatically reduce the total cost of ownership. The Company's award-winning products meet the critical needs of end users, distributors and OEMs in industries worldwide.

Except for the factual statements made herein, the information contained in this news release consists of forward-looking statements that involve risks and uncertainties. The company's actual results could differ materially from those contained in such statements. Factors that could cause or contribute to such differences include unexpected shortages of critical components, rescheduling or cancellation of customer orders, the timing and market acceptance of new product introductions by the company and its competitors, and general competition and price pressures in the marketplace. Reference is also made to other factors set forth in the company's filings with the Securities and Exchange Commission including the "Risk Factors," "Management's Discussion and Analysis" and other sections of the company's Form 10-K for the most recently completed fiscal year.

(a) DLTape is a registered trademark of Quantum Corp. All others are trademarks or trade names of their respective owners.

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