



Overland Data Migrates Award-Winning Scalable Library Technology to the Enterprise With New DLT-Based EnterpriseXpress

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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, Monday signaled its entry into the enterprise storage market with the introduction of the EnterpriseXpress(TM).

The EnterpriseXpress product line combines several innovative Overland technologies to deliver a new standard for library scalability and data availability for enterprise storage applications. EnterpriseXpress is based on Overland's award-winning SmartScale Storage(TM) architecture, allowing customers to easily expand the library in modular increments to meet precise capacity or performance needs, and incorporates the same ultra-reliable robotics design that has been customer-proven in more than 10,000 Overland tape automation installations worldwide.

EnterpriseXpress, which is also available in SAN-ready configuration, is the latest product offering from the company that pioneered the modularly scalable library design that has garnered more than 14 editorial awards. It also marks the first Overland product designed with performance and features to support the fundamental changes that are impacting the enterprise storage market, said Steve Richardson, Overland's vice president of marketing.

"Corporate IT environments are undergoing a dramatic transformation from server and mainframe-centric thinking to a new data-centric model that places the highest value on corporate data and then creates a structure to store and distribute this data across the enterprise," said Richardson. "EnterpriseXpress was created to support these changes by giving customers scalable solutions with links to the future to protect their storage automation investment."

"Enterprise storage requires a range of technologies that serve to improve disaster tolerance and maintain data availability," said Michael Peterson, president of Strategic Research Corp. and president of the Storage Networking Industry Association. "High-availability, scalable automated storage solutions such as EnterpriseXpress will play a key role in helping IT managers maximize their storage investments as shared resources across the enterprise."

Overland has also equipped the EnterpriseXpress for enterprisewide management, as customers can optionally order the library with the company's recently announced Web TLC(TM) technology, allowing an administrator to remotely configure, monitor and control the library via a web browser from anywhere in the world.

EnterpriseXpress is available in two models tailored to fit individual system requirements and budget considerations. The base configuration provides two DLT7000 tape drives and 26 cartridge slots, supporting customer installations with 150 to 300 GB of disk capacity and generating backup rate of up to 36 GB per hour. This unit can easily be upgraded to 108GB/hour performance and 2.03 TB of total native capacity. The premium model features four DLT7000 drives and 52 cartridge slots, targeting enterprise customers with 300 to 600 GB of data. It can also be upgraded to provide 3.5 TB of native capacity and 180 GB per hour speeds.

Each library can be scaled up modularly in increments as small as one drive and ten cartridge slots, allowing customers to affordably upgrade the EnterpriseXpress based on individual capacity and performance requirements. EnterpriseXpress will also support generations of DLT drive technology from Quantum and Tandberg Data.

Expanding the EnterpriseXpress is a quick and easy process. Expansion modules simply slide into the library cabinet and snap into place. All electronics are integrated in the module so the customer simply needs to make the appropriate SCSI connections to enable the new capabilities. Individual expansion modules can be added or removed without impacting the operation of other library modules or powering down the server in as little as 15 minutes.

The modular design of the EnterpriseXpress results in a redundant hardware architecture that produces unmatched reliability. All key components -- y drives, robotics and bar code readers y are replicated in each module, providing a fault tolerance design that delivers high library availability for critical 24/7 environments. In the unlikely event of the failure of a single robotics mechanism, individual cartridges can still be swapped between modules to enable uninterrupted user access to critical data.

EnterpriseXpress models are compatible with all major backup and data management software applications, including those from Computer Associates, Legato Systems, Seagate and Veritas.

Overland's EnterpriseXpress is covered by the company's unsurpassed warranty programs which includes Overland's Guaranteed Up Time Service (GUTS)(TM) program, which ensures 99 percent up time and 100 percent data recovery for ultimate protection.

Pricing and Availability

Overland's EnterpriseXpress automated libraries are scheduled for availability in June. Manufacturer's suggested retail prices are \$38,290 for the dual DLT7000 drive model and \$75,680 for the four-drive model.

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) 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.

Note to Editors: DLTtape is a registered trademark of Quantum Corp.

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