



Overland's Full Line of Automated Storage Solutions Now Available With Quantum's DLT 8000

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Business Editors & High-Tech Writers

SAN DIEGO--(BUSINESS WIRE)--Aug. 17, 1999--Overland Data Inc. (Nasdaq:OVRL), a technology leader in data storage and backup products, Tuesday announced that after extensive and successful testing and integration, its full line of tape automation solutions is now available with Quantum's (Nasdaq:QNTM) new DLT 8000(tm) drive technology.

Overland's comprehensive line of automation solutions ranges from the affordable automation enabled by the LoaderXpress(tm) to its new multi-terabyte EnterpriseXpress(tm) DLTape library.

Steve Richardson, vice president of marketing at Overland, said that DLT 8000 is an attractive option to Overland customers because of the performance and capacity gains achieved when used in an automated storage system. In a fully loaded EnterpriseXpress, for example, capacity is increased by 480 GB and the transfer rate is increased by 20 percent.

"We are pleased to be one of the first storage automation vendors to ship DLT 8000 solutions to meet our customers' requirements for increased performance and storage capacity," said Richardson.

Richardson also noted, "The DLT 8000 is the latest in a long line of successful compatible tape drives that assures Quantum DLTape's continued dominance in the network server backup marketplace."

"Quantum's automation partners, including Overland, will play a pivotal role in the migration from current DLTape systems to the new DLT 8000 platform we're shipping today to OEMs," said Bill Boles, vice president, marketing, Quantum DLTape division. "Overland's strength and heritage in the DLTape library market will be an asset in rolling the new platform extension out to the end user, and ultimately, in garnering wide market acceptance."

Quantum's DLT 8000 drives provide a native capacity of 40 GB, with data transfer rates at 6 MB/sec compared to 35 GB and 5 MB/sec for DLT 7000. Head life increases to 50,000 hours vs. 30,000 hours on the DLT 7000 drives. DLT 8000 drives are backward read-and-write compatible with DLT 4000 and DLT 7000 formats and use the same DLT IV cartridge as DLT 7000 drives.

MSRP pricing for Overland DLTape units with DLT 8000 drives is as follows: LoaderXpress - \$12,095, MinilibraryXpress(tm) - \$17,045, LibraryXpress(tm) - \$19,641 and EnterpriseXpress - \$41,140.

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(R) 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.

The following statement by Quantum Corp. is attached to this news release at its request:

The foregoing statements regarding the roles played by Quantum and its tape library associates, and the wide application anticipated for its products, constitute forward-looking statements, and actual results could vary. Factors that could affect results include the performance of Quantum's and their associates' products; the market acceptance of those products; and Quantum's and its associates' ability to develop this market and sell their products in a competitive environment.

The following is a statement by Overland:

Except for the factual statements made herein, the information contained in this news release consists of forward-looking statements that involve risks, uncertainties and assumptions that are difficult to predict. Words and expressions reflecting optimism and satisfaction with current prospects, as well as words such as "believes," "intends," "expects," "plans," "anticipates," and variations thereof, identify forward-looking statements, but their absence does not mean that a statement is not forward looking. Such forward-looking statements are not guarantees of performance, and 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; loss of a major customer; the timing and market acceptance of new product introductions by the company and its competitors; general competition and price pressures in the marketplace; and the company's ability to control costs and expenses. 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. These forward-looking statements speak only as of the date of this release, and the company undertakes no obligation to publicly update any forward-looking statements to reflect new information, events or circumstances after the date of this release.

Note to Editors: DLT and DLTape are registered trademarks of Quantum Corp.

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