



Overland Data Signs Distribution Agreement With Ingram Micro

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Business Editors

SAN DIEGO, Calif.--(BUSINESS WIRE)--July 6, 1999--Overland Data Inc. (Nasdaq NMS: OVRL), a technology leader in data storage and backup products, Tuesday announced that it has signed a distribution agreement with Ingram Micro Inc. (NYSE: IM), the world's largest wholesale provider of technology products and services, significantly expanding Overland's presence in the market for desktop DLTape(a) automation products.

Under terms of this agreement, Ingram Micro will distribute Overland's DLT(a) LoaderXpress(tm) autoloader, DLT MinilibraryXpress(tm) and table top DLT4000 and DLT7000 drives to resellers nationwide.

In the 15 to 350 gigabyte disk capacity range the choice of a LoaderXpress brings the reliability and productivity benefits of unattended DLTape backup at a price close to a DLTape standalone drive.

According to Steve Richardson, Vice President of Marketing at Overland, the automated DLTape storage solutions from Overland are available at an unbeatable price point for anyone considering storage automation.

The Overland products are appropriate for Ingram Micro because of their fit with the company's strategic focus on storage and supplying VARs and integrators with both value and reliability.

"The NetWare(a) and NT(a)-class server market is embracing products with these qualifications," said Richardson. "With the distribution power of a partner such as Ingram Micro and the products and support provided by Overland, this is a 'win-win' partnership.

"Overland has created a series of appealing products that not only deliver value in the form of performance, reliability and warranties to end users, but significant profit opportunities for resellers, which our partnering with Ingram Micro clearly demonstrates."

Ingram Micro's Vice President and General Manager of Storage and Components, Product Management Division Tim Jeffries agrees that automating the storage process is a common desire of the typical NetWare and NT customer.

"Overland's solutions for this market segment have a high level of throughput and dependability, which our VARs and integrators would like," said Jeffries. "These products align with Ingram Micro's strategic focus on high-end storage."

The LoaderXpress and MinilibraryXpress carry the most comprehensive warranties in the industry. In addition to a three-year warranty, Overland's Guaranteed Up Time Service (GUTS(tm)) program raises the level in warranty coverage, guaranteeing that its DLTape loaders and libraries will deliver a minimum of 99 percent up time reliability with 100 percent data restore for the first three years of ownership.

LoaderXpress, an affordable desktop automated DLTape solution that makes loading single tapes a thing of the past, delivers native storage capacity that permits the average PC server to be backed up for up to two months without any operator intervention at a price point that is close to standalone DLTape subsystems.

The LoaderXpress is available in three models to address the capacity and performance needs of the full range of workgroup, departmental and small enterprise computing environments with native disk capacity from 15 gigabytes up to 100 gigabytes. The LoaderXpress pricing starts at \$4,995, \$1,000 less than competitive products.

Overland's MinilibraryXpress is a compact mini library designed to back up systems with storage capacities ranging from 50 to 350 gigabytes of native capacity. The MinilibraryXpress is a one- or two-drive 15-cartridge DLTape library designed for department and small enterprise computing environments.

The MinilibraryXpress is an affordable alternative for customers who do not need the extensive scalability and capacity of the high-end LibraryXpress DLT library products. Pricing starts at \$10,495. The LoaderXpress and MinilibraryXpress are currently available at Ingram Micro distribution facilities supporting U.S. resellers.

About Ingram Micro

Ingram Micro (NYSE: IM), with headquarters in Santa Ana, Calif., is the world's largest wholesale provider of technology products and services, and is a leader in assembly and integration services with sales of \$23.6 billion for the past four reported quarters. The company and its subsidiaries operate in 33 countries and distribute more than 225,000 products to more than 140,000 resellers in 130 countries.

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.

(a) DLT and DLTape are registered trademarks of Quantum Corp. worldwide. All others are trademarks or trade names of their respective owners.

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.

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