



## **Overland Shipments of Award-Winning DLT LibraryXpress Tape Libraries Exceed 15,000; Earns Impressive Market Share**

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Business Editors

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Leading Independent Manufacturer in Under 40 Cartridges Category

Overland Data Inc. (NASDAQ:OVRL), a technology leader in data storage and backup products, announced it has now shipped more than 15,000 DLTtape automated tape libraries and loaders based on the company's LibraryXpress(TM) platform.

Numbers supplied by Santa Barbara, Calif.-based analysts, Freeman Associates, verify the success of these products, showing Overland as the leading independent manufacturer of tape libraries in the under 40 cartridges category, with more than 26 percent of the market (actuals 1996 through 1998).

Examples of the LibraryXpress momentum are: Sybase (NASDAQ:SYBS), one of the world's largest software companies, selected the LibraryXpress as its global corporate standard backup platform, and Aurora Health Care has also standardized on the LibraryXpress for all of its regional health care facilities. Tech Data (NASDAQ:TCD), Ingram Micro (NYSE:IM), and Bell Microproducts (NASDAQ:BELM), leading national distributors, are carrying the product, and Compaq (NYSE:CPQ) has selected the LibraryXpress as an integral part of its ProLiant(a) server line offerings.

"The LibraryXpress products combine high reliability, tremendous scalability, investment protection and ease-of-use. This, coupled with the almost universal software compatibility, has enabled Overland to win over 15 major editorial awards and fueled this tremendous success," said Steve Richardson, Overland's vice president of Marketing.

All LibraryXpress products come with a unique customer service and protection program, Overland's GUTS(TM) warranty. Under this program, Overland warrants that the LibraryXpress will deliver a minimum of 99 percent uptime reliability with 100 percent restore functionality for the first three years of ownership. If the unit fails to meet the standard of up and running 99 percent of the time, Overland will extend the warranty for an additional year. If a tape written on the unit cannot be restored, Overland will offer to take back the library for a full refund.

Overland President and Chief Executive Officer Scott McClendon noted that Overland has strategically evolved its business and product mix to focus on unbeatable automated storage solutions from entry level to enterprise solutions. "The architectural approach taken in the LibraryXpress product line, with its scalable and reliable design, has resulted in storage solutions that not only have won editorial awards, but have received exceptional worldwide acceptance by users, Overland reseller partners and the most discriminating OEMs," said McClendon.

### 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) 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, uncertainties and assumptions that are difficult to predict. Words and expressions reflecting optimism and satisfaction with current prospects, as well as words such as "believe," "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 DLTtape are registered trademarks of Quantum Corp.

(a) A trademark or tradename of an entity other than Overland Data.

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