



## Overland Data Appoints John Boyken Director of North American Sales

May 10, 1999

SAN DIEGO--(BUSINESS WIRE)--May 10, 1999--Overland Data Inc. (Nasdaq/NMS:OVRL), a technology leader in data storage and backup products, Monday announced the appointment of John Boyken as director of North American Sales.

Boyken has been with Overland for the past 11 years, lastly serving as Product Marketing manager, spearheading the successful launch of Overland's VR2 technology and several of the company's award-winning DLT(a) automated storage solutions.

Prior to his last U.S. post at Overland, Boyken was European Sales manager, responsible for setting up all European operations. During his tenure, which began in 1991, annual European revenue grew from \$200,000 to \$17 million, and distribution grew from a base of six partners covering five countries to 30 key partners throughout Europe.

Boyken began his career with Overland in 1988 as a customer- support representative and played a key role in the initial development of a customer- support program at Overland, which continues to set the standard in the tape industry.

In 1990, he became a regional sales representative and helped launch the company's TapePro(TM) family of tape products. In 1991, he was promoted to major accounts representative, where he established strategic partnerships with Visa International, Compaq, CCH Computax and Bank of America before moving to Europe.

Boyken will be based at the Overland headquarters in San Diego and will report directly to Vice President of Sales Frank R. Kirchhoff.

According to Kirchhoff: "John has excelled in every position held at Overland over the last 11 years. He has been an integral part of Overland's consistent growth and success, and will add greatly to our sales effort. More importantly, he will execute Overland's strategic support plan that our distribution, storage specialty VARs and resellers have come to expect from Overland."

### 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, which establishes new standards for intelligent automated storage and scalability, and the patented (No. 5,815,514) Variable Rate Randomizer (VR2(TM)) data encoding technology, which 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, which 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) DLTtape is a registered trademark of Quantum Corp.

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