



## Overland Provides SAN-Ready Capabilities On Full Product Line of Automated Storage Solutions

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SAN DIEGO--(BUSINESS WIRE)--April 27, 1999--Overland Data Inc. (Nasdaq/NMS:OVRL), a technology leader in data storage and backup products, Tuesday announced that it has certified its full product line of tape automation solutions for Storage Area Network (SAN) compatibility.

Overland said it has completed testing on its LibraryXpress(TM), MinilibraryXpress(TM), LoaderXpress(TM) and soon-to-be-announced enterprise storage solution to verify that all products are Fibre-Channel capable to operate in SAN environments with selected third-party hardware and software solutions. These solutions will be demonstrated for the first time at Networld+Interop, Booth No. 6707.

The announcement of full product line support for SAN operations completes the first phase in Overland's Fibre Channel Connectivity Initiative announced late last year, committing the company to an open connectivity model that would allow customers to use their current Overland library investment with their choice of approved third-party Fibre Channel product to create SAN-capable libraries.

According to Steve Richardson, vice president of Marketing at Overland, the company's decision to provide SAN support across the full product line, instead of limiting Fibre Channel connectivity to a few new models as other library vendors have, is consistent with Overland's ground-breaking efforts in delivering scalable library solutions based on the award-winning SmartScale Storage(TM) architecture.

Extending the scalable solutions paradigm to library connectivity is a logical step in maximizing the customer's value of their investment in Overland solutions, he said.

Supporting an open SAN platform provides additional customer value by providing access to a variety of third-party SAN hardware and software options, instead of locking customers into the limitations of proprietary SAN solutions that are now being marketed.

Richardson acknowledged the SAN market is still in an evolutionary phase, but said that with the efforts of organizations such as the Storage Networking Industry Association, the industry has coalesced around a core group of vendors and a maturation of standards -- such as the SCSI copy command, the Network Data Management Protocol software support -- the timing is right for Overland to move forward with open-standard SAN solutions.

"At this early stage of development, the flux and volatility that characterize the SAN market can only be mitigated by a strict adherence to standardization," said Richardson.

"Overland's support for an open SAN architecture allows our customers to keep pace with the evolution of standardized products from multiple vendors to ensure they have access to the latest technology in competitive pricing environments."

"The SAN market has reached critical mass with wide acceptance of de-facto standards proposed by the SNIA," said Michael Peterson, president of market research firm Strategic Research and founder of the Storage Networking Industry Association.

"This is a crucial period for companies to develop strategic partnerships that will strengthen the support for standardization and speed the development of interoperable multivendor SAN solutions."

A Storage Area Network is a separate computer network, typically based on high-speed Fibre Channel connections that link storage devices, including RAID storage and automated tape libraries, to a heterogeneous set of servers on a nondedicated basis, meaning that any server can access any storage device on the SAN.

A SAN can also enable direct storage-to-storage connectivity. In addition to the performance and availability advantages of SANs, the architecture also streamlines the administration of storage resources, addressing perhaps the most critical issue facing IT managers -- how to control storage management costs.

A study by market research firm International Data Corp. estimates that a single storage administrator can manage 7.5 times more data on a SAN than on a decentralized storage system.

Overland is working with the top tier of vendors to ensure that all the critical pieces are in place to operate with a total open solution.

For example, Overland is participating as part of Veritas' Intelligent Network Attached Storage Device program, allowing Overland libraries to be deployed on a SAN and leveraging Veritas' software to enable breakthrough SAN applications such as serverless backup by performing direct disk-to-tape backup.

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(a) 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(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.

(a) DLT is a claimed trademark of Quantum Corp. worldwide

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