



## **Overland Enters Enterprise Solutions Market; Company Readies New Series of Enterprise and SAN-Capable Solutions**

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Business Editors

SAN DIEGO--(BUSINESS WIRE)--April 21, 1999--Overland Data Inc. (Nasdaq/NM:OVRL), a technology leader in data storage and backup products, Wednesday announced the formation of a new Storage Solutions Group within Overland that will spearhead the company's move into enterprise storage markets.

The role of the Solutions Group is to assist resellers and customers by identifying emerging storage opportunities and develop products and partnerships that will enable Overland to rapidly enter those markets with seamless solutions that have been thoroughly tested and validated.

The move is a continuation of Overland's commitment to deliver comprehensive storage solutions and follows the company's announcement late last year of an open Fibre Channel Connectivity Initiative, designed to speed the development of Storage Area Network-capable solutions built around Overland's award-winning DLT libraries and autoloaders.

As part of that initiative, Overland is testing and qualifying its storage automation hardware, including soon-to-be-announced enterprise tape libraries, with additional hardware and software components from top tier third-party solutions partners. These will include backup and storage management software vendors, storage and archiving software tools and utility vendors, and suppliers of Fibre Channel connectivity hardware for SAN applications.

The SAN market will play a key role in Overland's new enterprise solutions strategy.

"The creation of the Storage Solutions Group launches the next phase of Overland's transformation from a vendor of backup hardware into a developer of comprehensive enterprise storage solutions," said Scott McClendon, president and chief executive officer of Overland Data.

According to McClendon, Overland's move into the solutions arena is based on two trends: the increasing sophistication of network and enterprise storage architectures, and the desire among end-user customers to simply deploy storage solutions rather than having to develop and integrate various technologies.

Overland is approaching the solutions market with a partnership approach, rather than trying to re-create all of the pieces internally, he said.

"Our storage solutions program will combine Overland's expertise in creating world-class scalable automated storage solutions with other market-leading technologies from our selected storage software and hardware partners."

"To eliminate the difficulties involved, cohesive storage solutions are becoming a mandatory requirement particularly in the Storage Area Network market," said Fara Yale, chief analyst at Dataquest.

"It is important that the SAN solution be comprehensive and fully tested to avoid the complexities in meeting the high-end requirements of this emerging environment, thereby ensuring reliable, scalable and flexible solutions."

According to Steve Richardson, vice president, marketing at Overland, "The company's Storage Solutions Group is focusing on three key areas: enterprise-class automated storage products, Storage Area Networks and storage management tools.

"Overland will leverage its expertise in scalable storage automation solutions and incorporate the technology of third-party hardware and software partners to provide customers with a new generation of seamless enterprise storage solutions," said Richardson.

"By working closely with third-party partners, Overland will ensure that its customer base will have the freedom to choose from a range of hardware and software products rather than be locked into proprietary storage architectures," he said.

A key to the Overland solutions strategy is to operate in a truly open system environment, giving customers the freedom to continue to operate on platform of choice, including UNIX(a), NT(a) or Netware(a), and supporting a broad range of ISV backup software, disk storage, and other solutions components. Overland's solutions will add new capabilities that complement the existing choice made by the customer and operate in their environment.

Richardson said Overland will announce the first products to emerge from the Solutions Group next month at Network+Interop, including new enterprise-class library products, and hardware and software partnerships for total SAN solutions.

### 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 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 recently announced 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.

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.

Note to Editors: DLT is a claimed trademark of Quantum Corp. worldwide.

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

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CONTACT: Overland Data, San Diego  
619/571-5555  
World Wide Web: <http://www.overlanddata.com>  
Steve Richardson, Product Information  
e-mail: [srichardson@overlanddata.com](mailto:srichardson@overlanddata.com)  
or  
Scott McClendon, Investors  
e-mail: [smcclendon@overlanddata.com](mailto:smcclendon@overlanddata.com)  
Vernon LoForti, Investors  
e-mail: [vloforti@overlanddata.com](mailto:vloforti@overlanddata.com)  
or  
JPR Communications  
Judy Smith, 818/386-0403  
e-mail: [jprcommun@aol.com](mailto:jprcommun@aol.com)  
Home Page: <http://www.jprcom.com>

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