



## Industry Leaders Take Data Storage Strategies for Success to IT Managers and Resellers Nationwide

March 15, 1999

SAN DIEGO--(BUSINESS WIRE)--March 15, 1999--Overland Data Inc. (Nasdaq NMS:OVRL) will be hosting in partnership with Quantum Corp. and NavStor Inc. a nationwide, seven-city seminar tour designed to give IT Managers and key resellers both the background and the practical tools they need to effectively manage the explosion of data storage and the transition into storage area networks.

Data Storage 2000 - Key Strategies for Success seminars include topics such as:

- The latest information on SANs and how they will give IT Managers ongoing control of one of their company's most valuable assets -- information -- regardless of hardware and geographic boundaries
- The emerging role of Fibre Channel
- Leveraging existing investments to move into the new SAN paradigm
- An understanding of key changes in storage software and Windows 2000
- How to assess disaster preparedness and a comprehensive guide to a corporate business continuity plan
- A practical guide to Y2K data storage tactics
- A working session with industry experts to develop both a current and long-range plan to meet corporate needs

Data Storage 2000 will kick off in Chicago on April 12, followed by New York City April 14, Washington, D.C. April 15, Atlanta April 20, Dallas April 21, Santa Clara, Calif. April 28, and Newport Beach, Calif. April 29. To register, see Overland's home page at <http://www.overlanddata.com>.

According to Steve Richardson, vice president of marketing at Overland, "With the explosion in data storage on networks today and with data being a corporation's greatest asset, Overland felt that it was critical to hold an event such as this to provide the necessary information for IT managers and resellers to stay ahead of the curve." Richardson noted that Overland has worked closely with both IT professionals and resellers to design its automated storage solutions, which have garnered 12 coveted editorial awards. "The timing could not be better with the Y2K issues to share this information with the people who need it the most -- the IT managers and the resellers -- to ensure that they have the necessary information and strategies in place as we approach the 21st century."

Featured speakers will include executives from Microsoft, Veritas and NavStor, the internationally known independent storage and education consultancy.

Marty Foltyn, executive vice president, NavStor, emphasized the importance of attending this event. She noted, "If you are responsible for data storage at your corporation, or if you are selling to people who are, it is imperative that you attend Data Storage 2000. As its name indicates, it will present you with key strategies and ensure your success today and into the new millennium."

Phil Ritti, director of DLTape(tm) Platform Marketing for Quantum Corp., agreed and added that Data Storage 2000 is a "Not to Miss" event in which attendees will get to participate and learn about the latest technologies for data protection. "It ties in perfectly with our 'Prove It' initiative which is designed to give business executives and IT professionals tools to better plan for business continuity. These educational efforts empower professionals to more effectively protect their data in today's shifting enterprise computing environment."

The seminars are scheduled to begin at 2 p.m. and end at 5:30 p.m. in each city. There will be a cocktail reception from 5:30 to 7 p.m., wherein the attendees and the presenters can network and share concerns, issues and solutions.

To register, or for more information, contact Michele Crawford at 800/729-8725, ext. 4183.

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(tm) 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.

NOTE /a: DLT is a claimed trademark of Quantum Corp. worldwide

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