



Overland Begins Shipping Automated Storage Solutions With Quantum DLT 8000 Drives

October 12, 1999

SAN DIEGO--(BUSINESS WIRE)--Oct. 12, 1999--Overland Data, Inc. (Nasdaq:OVRL), a technology leader in data storage and backup products, today announced that it has begun shipping automation solutions with Quantum (Nasdaq:QNTM) DLT 8000 drives.

Overland's award-winning automation products are designed for applications ranging from entry-level network to the enterprise, and include the LoaderXpress(tm), MinilibraryXpress(tm), LibraryXpress(tm) and EnterpriseXpress(tm). All Overland units are SAN-ready and are compatible with the widest selection of storage management software.

"Being among the first to offer automated storage products with DLT 8000 technology demonstrates Overland's position as an industry leader," said Steve Richardson, Vice President of Marketing at Overland.

"We are committed to providing our customers with the latest in technology advances. With the increased capacity and performance of the DLT 8000 in our systems, we have definitely given our customers a significantly enhanced product choice. With the DLT 8000 technology, end users can shorten backup and restore cycles by as much as 20%, a real savings in terms of time."

Quantum's DLT 8000 drives provide a native capacity of 40 GB, with data transfer rates at 6 MB/sec compared to 35 GB and 5 MB/sec for DLT 7000. Head life increases to 50,000 hours vs. 30,000 hours on the DLT 7000 drives. DLT 8000 drives are backward read-and-write compatible with DLT 4000 and 7000 formats and use the same DLT IV cartridge as DLT 7000 drives.

MSRP pricing for Overland DLTape units with DLT 8000 drives is as follows: LoaderXpress \$12,095, MinilibraryXpress \$17,045, LibraryXpress \$19,641 and EnterpriseXpress \$41,140.

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 (patent No. 5,285,333).

Overland pioneered the scalable library concept with the introduction of the LibraryXpress, and the modular scalability of this innovative design has been embraced by more than 15,000 users worldwide, making the LibraryXpress not only the most versatile tape library platform available today, but also one of the most successful.

Overland's patented (No. 5,815,514) Variable Rate Randomizer (VR2) 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.

Note to Editors: DLT and DLTape are registered trademarks of Quantum Corp.

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 "believes," "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.