



Overland Data Opens New Office in Germany; Reinforces Central Europe Team

November 1, 1999

SAN DIEGO--(BUSINESS WIRE)--Nov. 1, 1999--Overland Data Inc. (Nasdaq:OVRL), a technology leader in scalable storage and backup products, Monday announced that it has opened a sales and support facility in Germany to better serve and support its customers in Central Europe.

Overland has appointed Andreas Hellriegel as the Regional Manager for the new international office. Joining Hellriegel is Field Application Engineer Volker Kruger.

"Storage solutions are in great demand as corporations are facing an explosion in data and require reliable automated backup solutions," said Andreas Hellriegel, Overland's Regional Manager for the new Central Europe office, located in Dornach. "The trend toward Storage Area Networks, which is hitting Central Europe also, is driving Overland's business now as it is in other parts of the world."

"The addition of the new Central Europe location and additional management team there, will help us to meet the growing needs of our customers and partners in that region," said Vice President of Marketing Steve Richardson. "Overland libraries are recognized around the world for their performance and design, particularly the LibraryXpress(TM), which has been embraced by more than 15,000 users worldwide."

In addition to the new Dornach, Germany office, which opened November 1, Overland has European offices in Wokingham, England and Evry, France.

Overland products are available in Germany through Andante Computer Vertriebs GmbH of Martinsried (near Munich), Intercom Computer Systems of Munich and MainStor in Niedernberg; in Switzerland from Adcomp MST AG and Cope AG; and in Austria from Cope Handels GesmbH.

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(TM) SmartScale Storage(R) architecture (patent No. 5,285,333) that establishes new standards for intelligent automated storage and scalability.

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.

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 "believe," "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.

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