Overland Signs Distribution Agreement With Bell Microproducts Canada

January 31, 2000

SAN DIEGO--(BUSINESS WIRE)--Jan. 31, 2000--Overland Data Inc. (Nasdaq:OVRL), a technology leader in data storage and backup products, today announced that it has signed a distribution agreement with Bell Microproducts Canada Inc., a leading distributor of storage technology and computer products, expanding Overland's presence in the North American market for DLTtape(1) automation products.

Under terms of this agreement, Bell Micro is distributing Overland's AIT LibraryPro(TM), DLT(1) EnterpriseXpress, DLT LibraryXpress(TM), DLT MinilibraryXpress(TM), DLT LoaderXpress(TM), tabletop DLT4000 and DLT7000 drives, and Web TLC(TM) to industrial and commercial OEMs, VARs, systems integrators and resellers throughout Canada.

"Overland's dedication to quality and reliability is exceptional and we are delighted to be able to offer its award-winning storage systems to our customers," said Peter Diniz, Vice President and General Manager of Bell Microproducts Canada Inc. "Overland extends the value of its products with industry-leading warranties, thorough quality processes and robust product designs. We are happy to stand behind this line."

"With its strong focus on storage, the technical expertise of its sales force and its in-depth knowledge of the Canadian marketplace, Bell Micro is a great fit for Overland," said Frank Kirchhoff, Overland's Vice President of Sales. "We look forward to a successful relationship with Bell Micro."

Bell Micro will carry the following Overland products:

Web TLC (Total Library Control), built around a thin Web server, allows administrators to remotely monitor and control Overland libraries throughout the enterprise from anywhere in the world.

AIT LibraryPro, the industry's first Advanced Intelligent Tape(TM) library that can be customized and scaled according to individual needs for capacity and performance, offering the highest data transfer rate, cartridge capacity and the longest headlife of all mid-range backup systems in their price class.

EnterpriseXpress, a high-end, enterprise-level automated DLTtape library. A pre-configured, scalable system for servers or networks with 910 GB to 7 TB of storage requirements.

LibraryXpress, designed for entry-level automation applications starting at 50 GB, is the first scalable automated library solution that eliminates the physical limitations of conventional tape library designs. The flexible SmartScale Storage(R) architecture of the LibraryXpress allows customers to start with an LXB Base Module, then scale upward based on individual customer requirements to create an ultimate multi-terabyte automated storage solution.

LoaderXpress, an affordable desktop automated DLTtape solution, permits the average PC server to be backed up for up to two months without any operator intervention at a price point that is close to standalone DLTtape subsystems.

MinilibraryXpress, a compact mini library, provides the performance and reliability of Overland's award-winning robotics design with a breakthrough in price/performance to offer unparalleled value. MinilibraryXpress provides an affordable dual-drive-ready solution for customers who need performance beyond single-drive loaders, but do not require the scalability of a more expensive DLTtape library.

DLT 4000/7000/8000 single cartridge drives, provide Overland's proven reliability and value for servers with 20 GB to 40 GB of storage requirements.

Overland products are covered by its Guaranteed Up Time Service (GUTS(TM)) program that guarantees its DLTtape loaders and libraries will deliver a minimum of 99 percent up time reliability with 100 percent data restore for the first three years of ownership.

About Bell Microproducts

Bell Microproducts Inc., is a distributor of high technology products serving the industrial and commercial markets. The company markets and distributes the products of more than 70 manufacturers of semiconductors, disk drives, optical drives, computers, enhancement products and peripherals primarily to original equipment manufacturers (OEMs), value-added resellers (VARs) and system integrators nationwide.

The company adds value to its products through a broad range of services including testing, kitting, mass storage subsystem assembly and the integration of complete computer systems. Bell Microproducts, through its Quadrus division, operates an advanced contract manufacturing facility for printed circuit board assemblies and custom systems assembly.

More information on the company is available from the company's SEC filings or by contacting the company directly. Bell Microproducts news and product/service information are available at www.bellmicro.com.

About Overland

Overland Data Inc. (Nasdaq:OVRL) is a global supplier of innovative data storage and storage automation solutions for computer networks. The Company's award-winning DLT LibraryXpress(TM) SmartScale Storage(R) architecture has set new standards for intelligent automated storage and scalability and established Overland as a leader in the mid-range tape storage market.

Today, Overland is broadening its product line and technology offerings to address additional segments of the storage market, including the entry-level

small-business market, as well as the higher-end enterprise environment. Overland's patented Variable Rate Randomizer (VR2) data encoding technology, capable of substantially increasing the capacity and throughput of linear tape formats, is being applied by the Company to Travan tape drives, and has been licensed to Seagate Technology, Tandberg Data and Imation Corp. for inclusion in next-generation tape drives.

Overland products, acclaimed for their quality and reliability, are sold worldwide through leading OEMs, including Compaq, IBM, Fujitsu Siemens Computers and Groupe Bull, commercial distributors such as Ingram Micro, Tech Data Corp. and Bell Microproducts, as well as storage integrators and value-added resellers.

(1) DLT and DLTtape are registered trademarks of Quantum Corp. worldwide.

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