



GE Access Signs On as Overland Distributor

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SAN DIEGO--(BUSINESS WIRE)--May 24, 2000--Overland Data Inc. (Nasdaq:OVRL), a technology leader in tape backup products, today announced that GE Access has signed up to distribute Overland's entire product range in the Benelux and Southern European countries.

GE Access will distribute Overland's products to resellers throughout the Netherlands, Belgium, France, Spain and Italy, focusing on all business segments.

"We are very pleased to be partnering with GE Access," said Nick Charles, sales director for Overland Europe, Middle East and Africa.

"GE Access is known for providing excellent service to the channel and is a true value-add distributor. This, combined with offering storage solutions based on Overland's hardware and Veritas' software products, is making them an increasingly powerful distributor in the storage market."

"The goal of the GE Access Storage Solution Group is to provide the resources for our Channel Partners to configure, quote and deliver industry-leading storage solutions," said Harry Schonherr, managing director of GE Access Europe.

"Overland Data's products' position in the marketplace and channel strategy form an integral part of the storage solution offering. This new partnership between Overland and GE Access is an excellent example of an alliance between a key technology player and a real channel development specialist."

As an Overland distributor, GE Access will enjoy a number of benefits, including:

- Overland's marketing and sales support programs designed to help distributors drive business opportunities;
- Direct links to Overland's Web site and access to Web-based training;
- Product support and technical training.

GE Access, formerly known as GE IT Distribution Group, is the premier value-added technical distributor of complex computer products, solutions and services in the world and the No. 1 distributor of Sun Microsystems products.

About GE Access

GE Access, with headquarters in Boulder, Colo., is the premier value-added technical distributor of complex computer products, solutions and services, and Sun Microsystems' largest distributor. Its breadth and depth of service and expertise offers its partners industry-leading support as they take complex computer solutions to market.

GE Access provides innovative solutions to increase its partners' profitability and competitive advantage, and focuses on the technology areas of Internet, storage and network management, business intelligence and ERP.

GE Access has service, logistics and sales offices throughout the United States and Canada, and also operates businesses in Europe and Brazil. In Europe, GE Access European operations are based in Amstelveen, Netherlands, and operate 13 local sales offices across Europe. The offices located in France, Germany and the United Kingdom offer sales expertise as well as technical and marketing support.

For additional information, visit the company's Web site at www.europe.access.com.

About Overland

Overland Data is a global supplier of innovative data storage and storage automation solutions for computer networks. The company's award-winning DLT(a) LibraryXpress(TM) SmartScale Storage(R) architecture has set new standards for intelligent automated storage and scalability and established Overland as a leader in the midrange 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(TM)) 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; and commercial distributors such as Ingram Micro, Tech Data Corp. and Bell Microproducts, as well as storage integrators and value-added resellers.

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

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