



## Overland Automated Backup Solutions Raise Property Values for REVCO

October 18, 2000

SAN DIEGO--(BUSINESS WIRE)--Oct. 18, 2000--Overland Data, Inc. (Nasdaq:OVRL), a technology leader in tape backup products, announced today that San Diego, Calif.-based REVCO has selected Overland for automated tape backup.

Sometimes exactly what a company needs is the power and security of a market leader backing them up. Such was the case for REVCO, whose revolutionary new Web-based real estate appraisal service ROSweb (<http://www.rosweb.com>) has provided valuation information to some of the most prominent financial companies in the world.

Founded in 1994, REVCO is a national real estate valuation company providing third-party unbiased appraisals, appraisal reviews and broker price opinions. REVCO has already established a solid reputation in the financial industry for quick turnaround time, quality and accuracy of information, and the ability to perform in difficult areas.

To continue to offer the utmost in professional service, REVCO looked to Overland for a tape backup solution that met the budget requirements, yet delivered the Overland stamp of power and reliability.

For REVCO, the only challenge faced by IT manager Brenner Dunn in selecting automated backup was to decide which Overland product best met the company's needs. Dunn sought out Irvine, Calif.-based reseller Storage Now for its storage-centric expertise, where Brian McGuire, with the help of Overland technical support supervisor Rod Rockoff, met the challenge.

REVCO chose Overland's DLT1 LoaderXpress(TM), an economical addition to the company's product line with the robustness and reliability of DLT technology, but at a price point significantly lower than other enterprise-class tape options.

REVCO performs a nightly backup of 25 GB generated by four Dell PowerEdge 1400 NT servers, running ARCserveIT 6.61. As a Web-based company, for whom any operational hitch can spell disaster, Dunn's confidence in the Overland product line was evident throughout the process of replacing REVCO's previous 8mm system.

"The DLT1 format with Overland engineering allowed us a level of security we didn't know we could afford," said Dunn. "There was no question that we were looking at Overland solutions from the very beginning. I was very aware of their reputation for being the most reliable and highest in customer satisfaction, and for data protection in a Web environment, a reputation is extremely important."

"REVCO's commitment to excellent service through cutting-edge technology sets a good example for other Internet-based companies," said Steve Richardson, Overland vice president of marketing. "Our DLT1-based products combine remarkable reliability with an unprecedented value for DLT automation."

The DLT1 LoaderXpress is Overland's first automation solution built around affordable DLT1 technology. It combines the unprecedented value of the DLT1 format and the award-winning robotics of the LoaderXpress to create a 400 GB capacity autoloader solution at a breakthrough sub-\$5,000 price point.

DLT1 is backward read-compatible with DLT4000, offering an excellent growth path for current DLT4000 customers. The LoaderXpress established new standards for DLT\* loaders with a convenient cartridge magazine design, five models to address a broad spectrum of storage requirements; and field-proven reliability with mainframe-class robotics technology.

With a 10-cartridge capacity model, the DLT1 LoaderXpress delivers native storage capacity that permits the average PC server to be backed up for two months without any operator intervention. Overland DLT products are backed by the company's innovative Guaranteed Up Time Service (GUTS(TM)) warranty program guaranteeing 99% uptime performance and 100% data recovery, the only guarantee of its kind in the industry.

### About REVCO LLC

REVCO LLC is a national real estate valuation company formed with the objective of providing third-party unbiased appraisals, appraisal reviews and broker price opinions. REVCO provides valuation information to many of the most prominent financial companies in the world.

REVCO's main function is to manage the valuation process for its clients. It has established a solid reputation in the financial industry for quick turnaround time, quality and accuracy of information, and the ability to perform in difficult areas. REVCO's goal is to be the premier provider of valuation services, accomplished by its commitment to excellent service and cutting edge technology.

The result of this commitment will provide clients the most efficient and accurate means of obtaining valuations throughout the nation.

### 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 the standard 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(TM)) data encoding technology, capable of substantially increasing the capacity and throughput of linear tape formats, is being applied by the company to its entry-level tape drive offerings. It has also been licensed to Imation Corp., Seagate Technology, StorageTek and Tandberg Data.

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

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