



Quebecor World Acme Printing Begins a New Chapter With Overland's MinilibraryXpress

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SAN DIEGO--(BUSINESS WIRE)--Jan. 3, 2001--Overland Data Inc. (Nasdaq:OVRL), a technology leader in tape backup products, today announced that Quebecor World Acme Printing, a division of Quebecor World, one of the world's communication leaders, has selected Overland's DLT MinilibraryXpress(TM) automated data storage solution to reliably backup and allow quick access to their archived graphic image files.

Quebecor World Acme Printing provides high-quality commercial printing projects, including annual reports, specialty catalogs and brochures for corporate clients such as ExxonMobil, Reebok and Tiffany. The need for high-capacity and high-availability for large file image data stored over a long-term basis meant that a storage and backup solution had to be fully scalable, reliable and easy to use.

To find the best solution for their data storage needs, Acme Manager of Technical Services Chris Eckelkamp contacted Stephen Shinnick of All Systems Integration Inc., Woburn, Mass., to review the challenges of Acme's environment and develop a set of criteria for choosing the equipment to build Acme's new system.

"One of our main objectives was to establish a better long-term archiving solution," said Eckelkamp. "We need to archive a great quantity of images -- all large files -- on a long-term basis. We'd already spent considerable money on several solutions that had each run its course, so I didn't want a system that we'd have to replace in five years. And I wanted one from a company that I know will be here to support us in the future."

Acme's needs included accessibility to all users in the company, high reliability, the ability to accommodate future growth easily, a reasonable cost per megabyte, migration without interruption of Acme's daily production processes and a disaster recovery system that would be easy to use and simple to manage. In addition, Acme wanted to move away from the kind of proprietary systems used in the past in favor of a more open solution.

Shinnick assembled a system recommendation that met all of Acme Printing's requirements. Mediabank software from Wave Corp. of Longwood, Fla., was chosen for digital asset management; Adaptec SCSI controllers were selected for the DEC Alpha; and Legato provided software for enterprise backup.

The solution centerpiece was the award-winning DLT MinilibraryXpress Model 4115 storage architecture, a large capacity library designed for servers and networks. With a native performance of 10.8 GB per hour and a 300 GB storage capacity using DLT4000, and 79 GB/hour and 1.65 TB capacity with Super DLT, the MinilibraryXpress is an ideal and cost-effective solution for workgroup storage needs. The MinilibraryXpress also offers either one or two tape drives and a removable 15-cartridge magazine.

The system has substantially cut Acme's support costs, according to Eckelkamp: "The system is so user-friendly that we've been able to reduce our support team to one full-time database manager. By redirecting the other support team members to other tasks, there has been a more economical use of our manpower. Since the system's been up, it's paid for itself."

"After 15 years in the industry, we at All Systems Integration have been through many trials of hardware and software, and have been providing this type of solution for six years. It continues to be our experience that Overland produces a very reliable, price/performance-based product," said Shinnick.

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.

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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CONTACT: Overland Data Inc.

Steve Richardson, 858/571-5555

srichardson@overlanddata.com

Scott McClendon, 858/571-5555 (Investor Relations)

smcclendon@overlanddata.com

Vernon LoForti, 858/571-5555 (Investor Relations)

vloforti@overlanddata.com

Homepage: <http://www.overlanddata.com>

or

JPR Communications

Judy Smith, 818/386-0403

jprcommun@aol.com

Home Page: <http://www.jprcom.com>