



IDC Report Confirms Overland Data as the Fastest Growing Supplier of Mid-Range Tape Automation Units

May 1, 2002

SAN DIEGO, May 1, 2002 (BUSINESS WIRE) --

Market Research Firm Releases 2001 Figures for Suppliers of Tape Automation Products Based On SDLT, DLT, LTO and 8mm Drives

Overland Data Inc. (Nasdaq:OVRL), a market leader in mid-range tape automation solutions, today announced it has outperformed all other tape automation companies in terms of percent unit growth in the mid-range automation market during calendar year 2001.

Overland grew its unit shipments from 17 percent in 2000 to 23 percent in 2001, representing more than a 30 percent increase in unit share. This represents the fastest unit growth for any company in the mid-range tape automation market.

These statistics are confirmed by IDC, a Boston-based research firm, which released its 2001 figures for the mid-range automation market (which includes SDLT, DLT, LTO and 8mm tape drives). IDC reports that the more than 24,000 tape automation units shipped by Overland Data represents 23 percent of the mid-range tape automation market.

In so doing, Overland also increased its share of the total unit market for tape automation of all sizes (from 4 to over 1,000 cartridges) based upon mid-range tape drives reaching 17 percent share of IDC's Worldwide Total Automation Unit Share report.

"Overland Data has shown strong growth in the mid-range automation tape library space," said Robert Amatruda, senior analyst with IDC. "They continue to demonstrate focus in this key area of storage products."

Overland's mid-range products are led by its new flagship Neo Series of tape libraries, introduced in March 2001, which is considered by many to be "best-of-breed" in the mid-range tape storage segment based on its true modular field scalability and highly fault-tolerant design. The Neo Series library received the Editor's Choice award by Network Computing Magazine, a five-star rating from PC Magazine, and is a current finalist for the PC Magazine/eWeek i3 Award.

"At a time when other companies have been experiencing flat or declining market share, Overland increased its unit shipments by more than 30 percent from a 17 percent market share in 2000 to 23 percent in 2001," said Christopher Calisi, president and CEO of Overland Data. "We attribute our continued growth to our modular product design which is perfectly suited for this economy, superior product features used to assure 24/7/365 operation and business continuity, and our expanded and focused sales strategy designed to capitalize on our loyal reseller channels."

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 reputation for delivering high availability products, as well as its award-winning SmartScale Storage(R) architecture, which set the standard for intelligent automated storage and scalability, has established Overland as a leader in the mid-range tape automation market. Overland sells its products worldwide through leading OEMs, commercial distributors, storage integrators and value-added resellers. For more information, visit Overland's Web site at www.overlanddata.com.

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 or future 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 economic conditions and technology spending levels, 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.

CONTACT: Overland Data Inc.
Cynthia A. Bond / Vernon LoForti (investor relations)
858/571-5555
cbond@overlanddata.com / vloforti@overlanddata.com
or
Brodeur Worldwide

Jamie Cohen, 310/316-9335 (public relations)
jcohen@brodeur.com
www.brodeur.com

URL: <http://www.businesswire.com>
Today's News On The Net - Business Wire's full file on the Internet
with Hyperlinks to your home page.

Copyright (C) 2002 Business Wire. All rights reserved.