



Overland Storage Introduces REO 9000, High-Capacity, High-Performance Disk-Based Backup and Recovery Appliance

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Newest Addition to REO Series Includes Unique ProtectionPAC Software That Optimizes Disk Space, Lowers Total Cost of Ownership

SAN DIEGO, Sep 20, 2004 /PRNewswire-FirstCall via COMTEX/ -- Overland Storage, Inc. (Nasdaq: OVRL), a leading provider of backup and recovery solutions, today announced the introduction of REO 9000(TM), a high-capacity, high-performance disk-based backup and recovery appliance. The newest addition to the REO family, the REO 9000 provides fast backups and near-instantaneous restores for up to 9.6 terabytes of data, making it an ideal choice for larger organizations that need to ensure business continuity.

The REO 9000 combines software intelligence, serial ATA disks, RAID 5 protection, and both iSCSI and Fibre Channel connectivity in a single, easy-to-install unit. Its ability to operate as both disk and virtual tape enables it to work with existing backup applications, providing users with a single backup catalog and a single media management system. This seamless compatibility allows easy deployment and integration into most backup environments, including those with both disk and tape.

"The REO 9000 extends the technology of the field-proven REO family to companies with larger data protection requirements, while introducing a new level of intelligence to the backup and recovery process," said Christopher Calisi, president and chief executive officer, Overland Storage. "With the introduction of the REO 9000, Overland continues to deliver our strategy of providing customers with flexible, reliable and affordable backup and recovery solutions."

The REO 9000 includes Overland's ProtectionPAC(TM), the highly intelligent software that sets the REO family apart from other solutions. Feature-rich and flexible, ProtectionPAC enables RAID technology to deliver enhanced backup and restore functionality. A key feature of ProtectionPAC is Dynamic Virtual Tape (DVT), a patent-pending software capability that optimizes valuable disk space. Unlike most virtual tape devices that allocate a fixed capacity for each virtual cartridge regardless of the size of the corresponding backup, DVT automatically sizes the virtual cartridge to match the individual backup job. This approach eliminates wasted disk capacity, enabling customers to maximize disk storage and achieve a lower total cost of ownership for data protection. In addition, ProtectionPAC includes powerful browser-based management software to streamline monitoring and management of the appliance.

"As backup and recovery requirements become ever more complex, customers are demanding solutions that adapt to changing needs," said John Matze, chief technology officer, Overland Storage. "That's why we've designed both the REO 9000 and our ProtectionPAC software with the utmost flexibility. By doing so, we make it easy for customers to meet their data protection challenges."

"Overland's newest addition to the REO family, the REO 9000, delivers a unique combination of functionality, flexibility and ease-of-use with its ProtectionPAC software," said Dianne McAdam, senior analyst and partner, Data Mobility Group. "The REO 9000 solves end-user challenges while lowering the total cost of ownership for backup and recovery."

About the REO 9000

Building on the proven REO platform, the REO 9000 with ProtectionPAC offers an array of features to improve performance, reliability and flexibility.

- High capacity -- The REO 9000 uses high-capacity SATA drives and scales up to 9.6TB per unit to address high capacity backup applications.
- High-speed performance -- Specialized hardware and software enable the REO 9000 to quickly backup data while providing near-instantaneous restores.
- Flexible connectivity -- Offering dual GbE data ports and dual 2 Gb Fibre Channel ports, the REO 9000 seamlessly integrates with existing storage networks.
- Increased data availability -- With hot-swap disk drives and power supplies, RAID 5 data protection and hot-sparing, the REO 9000 reliably provides a high level of data availability.
- Broad platform support -- Support for Solaris, Windows, and Linux, coupled with major third-party software applications allows the REO 9000 to operate across a broad base of storage environments.

About ProtectionPAC(TM)

As the core software intelligence behind the REO family, ProtectionPAC will become standard on all future REOs. Current REO customers can contact Overland for information about upgrading REO software to ProtectionPAC to take full advantage of its powerful features, including:

- Flexible virtual device support -- Provides the ability for each virtual device to be configured as a disk LUN or virtual tape drive, enabling storage managers to configure the REO to match current and future data protection requirements.
- Dynamic Virtual Tape -- Dynamically sizes virtual tape drives to the size of individual backup jobs, providing higher usable capacity versus fixed length tape devices.

- Browser based management -- Provides proactive monitoring capability, event notification and remote management.

Pricing and Availability

Starting in October 2004, the Overland REO 9000 disk-based backup and recovery appliance will be available. The MSRP for the REO 9000 starts at less than \$43,000. For more information, please visit www.overlandstorage.com.

About Overland Storage

For more than 20 years, Overland Storage has delivered world-class data protection solutions designed to ensure business continuity. Focused on backup and recovery, Overland's data protection solutions are designed for entry-level and midrange computing environments. These include the REO family of disk-based backup and recovery appliances and the award-winning NEO Series of tape libraries. Overland sells its products worldwide through leading OEMs, commercial distributors, storage integrators and value-added resellers. For more information, visit Overland's website at www.overlandstorage.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 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 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, its competitors or its licensees, including the company's new REO and NEO 8000 products, the timing and amount of licensing royalties, general competition and price pressures in the marketplace, the company's ability to control costs and expenses and economic conditions. 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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