



Overland Storage Leads Disk-Based Backup Market, Surpasses 1,000 REOs Shipped

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1,000th Unit Purchased by Rover USA to Protect Customers' Mission-Critical Business Data

SAN DIEGO, March 21 /PRNewswire-FirstCall/ -- Responding to growing demand for disk-based backup and recovery, Overland Storage, Inc. (Nasdaq: OVRL), a leading provider of backup and recovery solutions, has shipped more than 1,000 REO(TM) appliances, more disk-based appliances than any other vendor. The REO SERIES of disk-to-disk backup and recovery appliances improve backup reliability, provide near-instant data recovery and significantly reduce backup administration time. As a result, businesses like Rover USA, which purchased the 1,000th REO, can protect growing volumes of data more efficiently and affordably than ever before.

"Our REO product line has been one of the most successful products in the company's history. We have nearly doubled REO unit sales on a sequential quarter basis over the last year," said Christopher Calisi, president and CEO, Overland Storage. "As data grows unhindered and business pressures on IT departments increase, backup and recovery remain a challenge. The REO delivers unparalleled reliability, instantaneous restores and shorter backup windows. Increasingly, customers are taking advantage of the efficiencies REO provides."

For Rover USA, reliable, efficient backup and recovery is a business imperative. The company provides affordable, web-based business and productivity applications for small businesses. Their flagship product, Wherever-Ware(R), includes turn-key email services, instant messaging, scheduling, contact management and secure network drives for file storage, all of which are accessible via the web. These applications and the network infrastructure to support them are hosted and maintained by Rover USA.

To further enhance its disaster recovery and data protection strategies, Rover USA selected the Overland Storage REO 9000 disk-to-disk appliance along with the Overland Storage NEO 2000 tape library. Rover USA deployed the REO 9000 for nearline storage of customer data, and the NEO 2000 for long-term storage. This disk-to-disk-to-tape implementation enables Rover USA to better meet service level agreements and recovery time objectives for its customers. Veristor, an Overland Storage value-added reseller, facilitated the sale.

"Rover USA's success depends solely on storing and protecting our customers' mission-critical business data. As a result, we buy only the very best technology products on the market," said Bryan Kearney, chief executive officer, Rover USA. "That's why we selected the Overland Storage REO 9000 disk-to-disk appliance and the NEO 2000 tape library. With these products, our customers' data is reliably backed up and easy to recover instantly, enabling Rover USA to fulfill the promises we make to our customers, and grow with a product that expands as we do."

"There are 30 million small-to-medium businesses and branch offices that suffer from a lack of IT resources, and the impact of not having sufficient data protection can be devastating," explained Steve Duplessie, founder and senior analyst with Enterprise Strategy Group. "Today, affordable disk as virtual tape offers the dual benefit of accelerating backup and recovery times without introducing risk into the storage environment. This is where the REO excels. Given the REO's success, Overland has emerged as a clear leader in disk-based backup."

The REO SERIES as well as the NEO SERIES of tape libraries and autoloaders are available through Overland partners worldwide.

About Overland Storage

For almost 25 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 include the REO(TM) family of disk-based backup and recovery appliances and the award-winning NEO SERIES(R) 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 delays, unbudgeted expenses, inefficiencies and production problems that may result from the transition of manufacturing to Sanmina-SCI; difficulty of predicting sales to the company's major OEM customer; worldwide information technology spending levels; unexpected shortages of critical components; rescheduling or cancellation of customer orders; loss of a major customer; the market acceptance of the company's REO product line, the timing and market acceptance of new product introductions by the company, including the company's new software PACs, competitors or licensees of the company; 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 general 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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