



Overland Storage Unveils REO 9500D All-in-One Deduplicating VTL Appliance to Slash Data Backup, Recovery & Long-Term Retention Costs

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Girl Scouts of the USA Merits Overland's Integrated Deduplicating VTL, Disk-Based Backup and Tape-Based Solutions for Ideal Mix of Tiered Data Protection Solutions

SAN DIEGO, Nov. 5 /PRNewswire-FirstCall/ -- Overland Storage, Inc. (Nasdaq: OVRL) today unveiled the REO(R) 9500D deduplicating VTL appliance that extends the company's evolving tiered data protection strategy by adding data deduplication for easier access, faster restores and longer-term, near-line retention of backup data. The new REO 9500D leverages Overland's proven REO SERIES(R) disk-based VTL platform and enterprise-class deduplicating software powered by Diligent(TM) Technologies to retain typically up to 25 times more data on disk.

The combination of Overland's REO disk-based VTL and Diligent's ProtecTIER(TM) deduplicating solution provides an all-in-one appliance that can be integrated seamlessly into existing backup environments. Ideally suited for small to medium-sized enterprises (SMEs) and distributed organizations, the REO 9500D includes an easy-to-use configuration wizard to streamline deployments in less than an hour, without requiring any modifications to application or backup servers.

The robust 9500D augments the market momentum of Overland's REO VTLs while complementing the company's ARCVault(TM), NEO SERIES(R) and ULTAMUS(TM) RAID products to meet a wide range of data protection requirements. To date, more than 5,000 REOs have been deployed worldwide, representing more than 25 petabytes of vital data. When coupled with Diligent's HyperFactor(TM), highly efficient in-line data deduplicating technology that is embedded in ProtecTIER, this latest REO model can store months of data on disk to optimize storage capacity while dramatically lowering data protection costs. The REO 9500D also features advanced functionality, including:

- Up to 187 TBs of usable capacity in a 5u chassis;
- Dual 4 Gb/second Fibre Channel host connectivity;
- User-definable VTL with up to 12 library partitions, 64 virtual tape drives and 3,000 virtual cartridges;
- Quad hot-swap power supplies; and
- A compact, environmentally friendly form factor that conserves power, cooling and rack space.

According to Vern LoForti, president and CEO of Overland Storage, the REO 9500D is the latest milestone in the company's tiered data protection strategy, which focuses on helping customers determine the most appropriate combination of disk- and tape-based appliances to solve their data protection problems, depending on performance requirements, business continuity objectives and desired cost per terabyte. "Our goal is to offer our customers the broadest and most capable portfolio of data protection appliances available from any single company," he says. We understand that one size does not fit all, so Overland offers customizable solutions that solve specific problems based on defined criteria. The new REO 9500D adds yet another level of protection for customers seeking simplified, affordable long-term data retention on disk. We have a full roadmap of products to further our overarching goal of adding best-of-class data protection tools that reduce backup windows, improve recovery speeds and simplify both short- and long-term data retention requirements."

For Girl Scouts of the USA (GSUSA), an influx of publishing and activity-related data caused storage to surge by 50 percent to 5 TBs over the past year. This dramatic increase overtaxed the organization's existing tape-based data protection system, which led to an evaluation of disk-to-disk-to-tape (D2D2T) solutions and ultimate deployment of Overland's REO 9000 D2D VTL appliance and NEO 2000 tape library to boost backup and recovery reliability while also reducing backup windows and accelerating restores.

Additionally, GSUSA wanted to increase its storage capacity by adding deduplication to lower the cost of backing up redundant data, primarily similar system information for 100 Microsoft Windows 2003 file servers, a mission-critical SQL database that contains four years of historical and one year of current membership data as well as an ever-growing data warehouse. According to Bob O'Connor, CTO for Girl Scouts of the USA, Overland's REO 9500D can lower cost and implementation barriers by providing an integrated, tiered backup solution. "Overland's REO 9500D blends a powerful VTL with additional intelligence for identifying and reducing redundant data," he says. "The single-appliance approach is greatly appreciated as it alleviates the time and effort required by our sole backup administrator. Moreover, Overland's data deduplicating VTL integrates with our existing D2D2T solutions to accommodate all our data protection tiers. We expect to achieve faster backups and restores on the REO 9000, a much longer window of disk-based data retention on the REO 9500D and highly reliable, data archival on the NEO 2000."

"Data deduplication is a game-changing technology with easy-to-quantify benefits in terms of lower disk costs, longer retention periods as well as improved RTOs and reliability," says Heidi Biggar, analyst at Enterprise Strategy Group. "There is strong market validation that purpose-built D2D backup appliances, such as Overland's 9500D, offer a level of transparency as a total solution that further drives operational efficiencies and lowers costs both within the data center and at remote and branch offices."

Availability and Pricing

Overland's REO 9500D will be available this month from Overland partners with a starting MSRP of \$65,400.

About Overland Storage

Now in its 27th year, Overland Storage is a market leader and innovative provider of smart, affordable data protection appliances that help midrange and distributed enterprises ensure business-critical data is constantly protected, readily available and always there. Overland's award-winning products include NEO SERIES(R) and ARCvault(TM) tape libraries, REO SERIES(R) disk-based appliances with Virtual Tape Library (VTL) capabilities and ULTAMUS(TM) RAID high-performance, high-density storage. Overland sells its products through leading OEMs, commercial distributors, storage integrators and value-added resellers. For more information, visit Overland's web site at <http://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," "hopes," "intends," "estimates," "expects," "projects," "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 possible delays in new product introductions and shipments by the company including the new ULTAMUS and ARCvault product lines; possible delays in enhancements and new offerings in the company's REO line; market acceptance of the company's other new product offerings; the performance of the company's newly restructured management team; the timing and market acceptance of new product introductions by competitors; unexpected charges resulting from the termination of the relationship with the company's former outsourced manufacturing partner; inefficiencies and excessive manufacturing costs in the company's San Diego facility; worldwide information technology spending levels; unexpected shortages of critical components; rescheduling or cancellation of customer orders; loss of a major customer; 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 periodic reports currently on file with the SEC. These forward-looking statements speak only as of the date of this release and the company undertakes no obligation to update publicly any forward-looking statements to reflect new information, events or circumstances after the date of this release.

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CONTACT: Sue Hetzel of HetzelMeade Communications, +1-760-434-9927, sue@hetzelmeade.com, for Overland Storage

Web site: <http://www.overlandstorage.com>

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