



Overland Storage Sets Standards of Excellence in Tiered Data Protection for World's Leading CEO Organization

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Vistage International Deploys Overland's REO VTLs and NEO Library for Faster Backups and Restores, Longer Data Retention on Disk and Scalable Archival on Tape

SAN DIEGO, Nov. 13 /PRNewswire-FirstCall/ -- Overland Storage, Inc. (Nasdaq: OVRL) today announced that Vistage International, the world's leading chief executive organization with 14,000 members in 16 countries, has deployed the REO(R) 9100c VTL with hardware compression, the REO 9500d deduplicating VTL and the NEO(TM) 4100 scalable tape library. Overland's triad of tiered data protection solutions are the key components of a fortified disaster recovery strategy that enables Vistage to safeguard twice as much data on half as much media while lowering costs and reducing administrative overhead by 25 percent.

Over the past half-century, Vistage International has helped chief executives take their careers -- and their companies -- to the highest levels of success by creating a unique environment of collaboration, learning and mentorship. The San Diego-based organization provides access to an extensive network of experts, CEO peers and executive learning workshops, as well as vast online resources delivered through a massive member web portal.

According to Carlo Saggese, vice president of application development at Vistage International, a plan to strengthen the organization's disaster recovery plan led to the replacement of an aging tape library. "We couldn't meet our recovery time objective (RTO) of 20 minutes with our existing backup and recovery infrastructure," he says. "Moreover, we needed multiple layers of data protection to safeguard 18 TBs of vital data while also accommodating an expected surge of 50 TBs of data resulting from a large-scale conversion to high-definition video."

In bolstering its disaster recovery foundation, Vistage first upgraded to a disk-to-disk-to-tape (D2D2T) solution comprising Overland's REO 9100c disk-based VTL and NEO 4100 tape library. Impressed with the REO's overall backup and restore speed, as well as ease of use, Vistage was able to protect twice as much data in half the time it took previously. Additionally, the capacity improvements and remote management capabilities on the NEO 4100 enabled the organization to complete a full D2D2T backup on a Sunday when wildfires broke out throughout Southern California and threatened to impact the organization's headquarters.

Next, Vistage deployed Overland's recently announced REO 9500d deduplicating VTL to retain months of data on disk, primarily to optimize the use of storage capacity while reducing the costs of protecting streaming media content. "We were able to deploy the REO 9500d appliance in less than an hour and immediately start reaping the benefits of data deduplication," says Saggese. "So far, we're achieving data deduplication ratios of 10-to-1 and better, and we're confident that ratio will increase as we perform more backups. The end result is we'll be able to meet our retention objectives, reduce our reliance on offsite tapes and improve overall customer service levels."

According to Jeff Graham, senior product manager for Overland's REO SERIES appliances, the REO 9500d deduplicating VTL offers a compelling value proposition for companies seeking a simple, affordable method of identifying and eliminating redundant backup data. "Overland's REO 9500D appliance can be dropped into existing environments easily and economically, without requiring complex integration or modifications," he says. "All of our REO and NEO products are designed to decrease costs, extend operational efficiencies and improve business continuity across all tiers of data."

For Vistage, Overland's line of REO disk VTLs with compression and data deduplication as well as its scalable NEO tape library form a solid foundation for protecting different tiers of valuable data. "Overland's best-of-class REO VTLs and NEO library are the cornerstone of our disaster recovery strategy," concludes Saggese. "We can accelerate backups and restores on the REO 9100c, retain months of disk-based data on the REO 9500d with data deduplication and simplify long-term archival on the NEO 4100."

About Vistage International

Vistage International and its affiliates have 14,000 members in 16 countries. Vistage members generate nearly \$300 billion in annual revenue and have more than 2.1 million employees around the world. Vistage is dedicated to increasing the effectiveness and enhancing the lives of chief executives. Member companies are better run and grow their revenues, on average, at twice the percentage growth rate after joining Vistage.

Vistage International includes operations in the United States, the United Kingdom, Ireland, China, Mexico, Argentina and the Netherlands. Vistage affiliates include TEC, The Executive Committee and The Executive Connection in the following areas: Florida, Michigan, Wisconsin, Australia, Brazil, Canada, Chile, Germany, Malaysia, New Zealand, Singapore, and South Africa.

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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