



Overland Storage Forges Sales and Marketing Relationship with Keating Technologies to Increase Market Traction in Canada

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Company Bolsters Channel Penetration of End-to-End Data Protection Offerings by Aligning with Canada's Leading Branch Outsourcing Company

SAN DIEGO, Dec. 17 /PRNewswire-FirstCall/ -- Overland Storage, Inc. (Nasdaq: OVRL) today announced that it has entered into an exclusive sales and marketing relationship with Keating Technologies, a company that provides leading branch outsourcing services to the Canadian marketplace. As Overland's representative in Canada, Keating will deliver integrated sales and marketing services to value-added resellers and distributors of Overland's complete array of end-to-end data protection solutions, including REO SERIES(R) disk-based VTL appliances, NEO SERIES(R) and ARCvault(TM) tape libraries, Snap Server(R) NAS appliances and ULTAMUS(R) RAID high-performance storage.

According to Ravi Pendekanti, vice president of worldwide sales and marketing for Overland Storage, the alliance with Keating Technologies will enable Overland to accelerate its momentum in the Canadian marketplace while ensuring that its customers receive the highest levels of responsive service and support. "We are delighted to partner with Keating Technologies as they are an acknowledged leader with a strong track record of helping U.S.-based technology companies build a strong marketing presence throughout Canada," he says. "Keating's stellar business reputation and in-depth knowledge of the storage industry will prove invaluable in elevating Overland's brand awareness in Canada while enabling us to steadily accelerate our sales growth within the region."

"Overland Storage is a leading innovator of data protection storage appliances for the small, mid-sized and distributed enterprise markets," said Larry J. Keating, president and CEO of Keating Technologies. "With their recent acquisition of the Snap Server product line from Adaptec, Overland has a well rounded family of products consisting of SAN, NAS, Disk and Tape back-up and we are excited to help them grow in the Canadian market."

More than 1.5 exabytes of storage are safeguarded by Overland's family of data protection products, which are deployed by mid-range and distributed organizations worldwide. Many of the world's leaders in the financial services, healthcare, education, oil and gas, law enforcement and manufacturing industries trust Overland to keep their mission-critical data optimized, protected and readily available.

About Keating Technologies

Keating Technologies, headquartered in Markham (northeast Toronto), Ontario, is a three-time winner of Canada's 50 Best Managed Companies Program. As Canada's leading branch outsourcing service to the high technology industry, the company has been responsible for bringing more than \$1 billion in technology products and services to Canadian businesses and consumers. Keating provides Total Market Management(R) services, including sales, marketing and customer support through its offices in Vancouver and Markham. For more information, visit Keating's web site at <http://www.keating.com>

About Overland Storage

Overland Storage provides affordable end-to-end data protection solutions that are engineered to store smarter, protect faster and extend anywhere -- across networked storage, media types, and multi-site environments. Overland Storage products include award-winning NEO SERIES(R) and ARCvault(R) tape libraries, REO SERIES(R) disk-based backup and recovery appliances with VTL capabilities, Snap Server(R) NAS appliances, and ULTAMUS(R) 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, satisfaction or disappointment 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: unexpected delays or costs related to the acquisition and integration of the Snap business; possible delays in new product introductions and shipments; failure to achieve desired benefits from cost-cutting measures; market acceptance of the company's new product offerings; the ability to maintain strong relationships with branded channel partners; the timing and market acceptance of new product introductions by competitors; worldwide information technology spending levels; unexpected shortages of critical components; rescheduling or cancellation of customer orders; loss of a major customer; 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 detailed from time to time in the company's periodic reports filed with the Securities and Exchange Commission. 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.

Keating name and Keating Technologies is a registered trademark of Keating Technologies Inc.

Overland, Overland Storage, REO Series, REO, NEO Series, NEO, ARCvault, ULTAMUS, Snap Server, GuardianOS and Snap Enterprise Data Replicator are trademarks of Overland Storage, Inc.

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CONTACT: Sue Hetzel of HetzelMeade Communications for Overland, +1-760-434-9927, sue@hetzelmeade.com; or Tina Bester, Marketing Communications

Specialist of Keating Technologies Inc., +1-905-305-6519, tbester@keating.com

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

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