



Overland Storage, Inc

Company Overview

A company focused on data protection delivering hardware & software solutions to meet the need.



- Founded 1980, public 1997
- Headquartered in San Diego
- Annual revenue (FY04) \$238M
- Revenue & Earnings growth Y/Y
- Very seasoned management team
- A company with a Vision



Only 50% of those surveyed believe they can hit their recovery time objectives (AmeriVault)



- Data volume has grown an average of 60% in the past 5 years (IDC)
- Backup windows are shrinking and impinging on business operations & compliance regulations
- Human error and media failures are top causes of backup failures/re-runs





NEO™ Automation

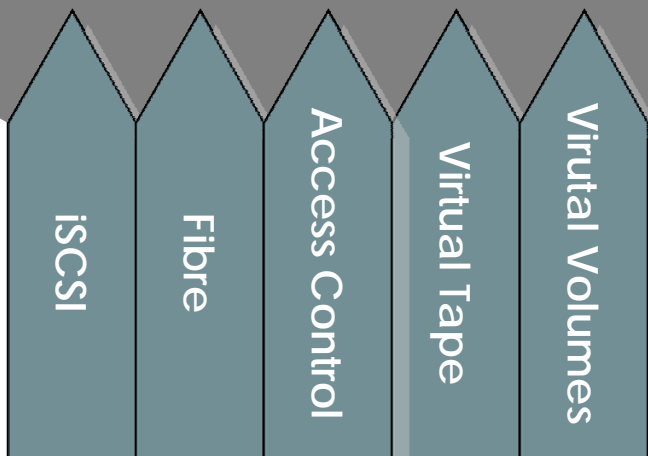


REO™ Disk Backup

Leadership

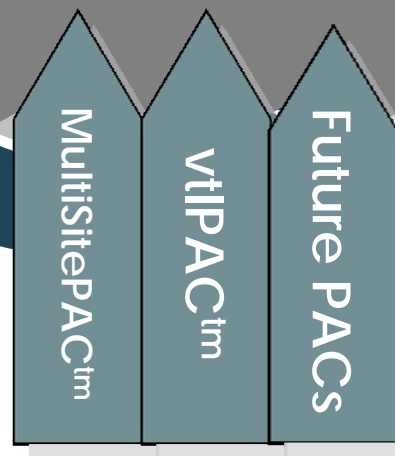
Future & OEM

ProtectionOS™



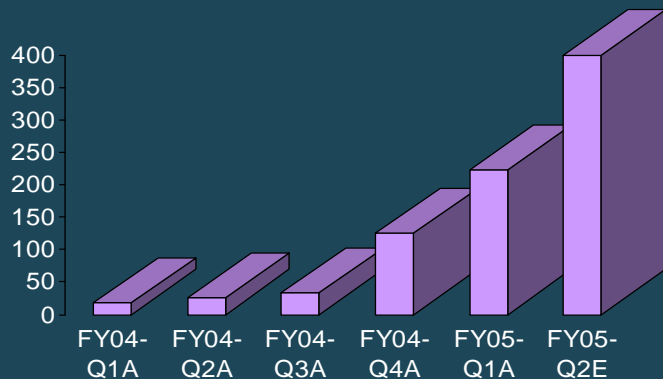
Basic Functionality

Solution

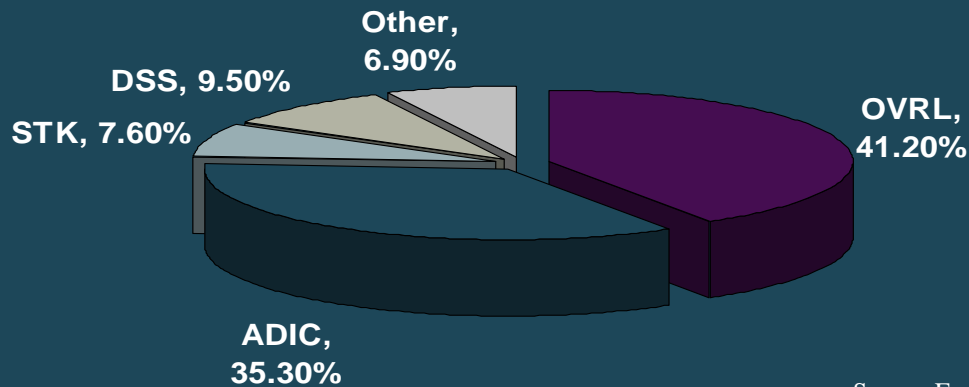


Enhanced Functionality

**REO w/ProtectionPAC
Unit Sales 5 quarters**



**Mid-range Tape Automation Market Share
(In Units)**



Source:Freeman Reports 2004

- Industry: Law Enforcement
- Location: Sacramento, CA
- Installed: REO 4000 + NEO 2000
- Compelling event
 - Exponential storage growth
 - Faulty backups
 - Slow backups (up to 15 hours)



“ Overland's REO and NEO surpassed all others in terms of price and performance, giving us the ideal combination of powerful yet affordable disk-based backup as well as tape automation. ”

Lance Hawkes
Sr. Systems Engineer, Sacramento PD



Thank You

