

## Overland Storage/Tandberg Data Tape Automation: End of Service Life Notice (EOSL)

In August 2009 Overland Storage announced that our customers had transitioned from the legacy NEO 2000 and NEO 4000 tape libraries to the enhanced versions of those products – NEO 2000e and NEO 4000e - which were introduced in January 2009. That end of life (EOL) notice was followed in August 2010 with a similar notice announcing EOL of the NEO 8000, as customers transitioned to the new NEO 8000e. In both notices, we indicated we would continue to support spare parts availability, repair functions and service contracts on the legacy NEO 2000 and NEO 4000 products until August 2014, and on the legacy NEO 8000 until August 2015.

Because of customer requests and our goal to provide our customers with world-class support, we continued our support obligations past the August 2014/2015 deadlines in order to help customers extend the life of their legacy NEO libraries and minimize the impact to their budgets.

However, we find it necessary to now terminate support activity on legacy NEO 2000, NEO 4000 and NEO 8000 libraries. Customers who hold valid support contracts as of November 16, 2015 will of course continue to receive support through the term of their contract. However, as of November 16, 2015 we are no longer able to provide parts, repair or warranty extensions to customers not currently holding a valid service contract.

The part numbers affected by this EOSL are as follows:

OV-LXN101020	0 DRV LTO ULTRIUM LVD 30 SLOT	OV-LXN101567	1 NEO2000,2 X LTO-3FC,30SLT,RM
OV-LXN101023	1 SDLT 320 DRIVE,1X26 TT	OV-LXN101569	1 NEO4100,1 X LTO-3FC,60SLT,RM
OV-LXN101025	2 SDLT 320 DRIVES,2X26 TT	OV-LXN101571	1 NEO4200,2X LTO-3FC,120SLT,RM
OV-LXN101055	0 LTO LVD/SE 60 SLOT RM	OV-LXN101573	1 NEO2000,1 X IBMLTO2,30SLT,TT
OV-LXN101082	1 EXPANSION,60SLT,LTO,RM,4100	OV-LXN101575	1 NEO2000,2 X IBMLTO2,30SLT,TT
OV-LXN101083	1 EXPANSION,60SLT,LTO,RM	OV-LXN101583	NEO4000,LTO3 F/C,60 SLOTS,RM
OV-LXN101086	1 EXPANSION,30SLT,LTO,RM,4100	OV-LXN101584	1 NEO2000,1 X LTO-4,30 SLOT,RM
OV-LXN101087	1 EXPANSION,30SLT,LTO,RM	OV-LXN101585	1 NEO2000,2 X LTO-4,30 SLOT,RM
OV-LXN101125	1 X SDLT 600 NEO 2000, TT	OV-LXN101586	1 NEO2000,1 X LTO-4FC,30SLT,RM
OV-LXN101127	2 X SDLT 600 NEO 2000, TT	OV-LXN101587	1 NEO2000,2 X LTO-4FC,30SLT,RM
OV-LXN101551	1 NEO2000,1 X LTO-3,30 SLOT,RM	OV-LXN101588	1 NEO4100,1 X LTO-4,60 SLOT,RM
OV-LXN101552	1 NEO2000,2 X LTO-3,30 SLOT,RM	OV-LXN101589	1 NEO4100,1 X LTO-4FC,60SLT,RM
OV-LXN101553	1 NEO4100,1 X LTO-3,60 SLOT,RM	OV-LXN101590	1 NEO4200,2 X LTO-4,120SLOT,RM
OV-LXN101554	1 NEO4200,2 X LTO-3,120SLOT,RM	OV-LXN101591	1 NEO4200,2X LTO-4FC,120SLT,RM
OV-LXN101561	1 NEO2000,1 X LTO-3,30 SLOT,TT	OV-LXN101594	NEO 8000, 0-drives, 100 slots, LTO FC
OV-LXN101562	1 NEO2000,2 X LTO-3,30 SLOT,TT	OV-LXN101510	NEO 8000, 0-drives, 100 slots, LTO
OV-LXN101566	1 NEO2000,1 X LTO-3FC,30SLT,RM	OV-LXN101534	NEO 8000 additional frame, LTO, 100 slots, 0 drives

NOTE: This EOSL notice affects only legacy NEO products and does not impact NEO E-Series tape libraries (NEO 2000e, NEO 4000e or NEO 8000e) or current NEO S-Series or NEO XL-Series tape libraries.

If you are a valued Overland Storage customer still using your legacy NEO 2000, NEO 4000 or NEO 8000 tape library, congratulations! You have been able to take advantage of the extremely high reliability of the NEO Series platform for over 10 years now.

However, you are not only faced with the end of support of these products, but you are also likely faced with ever-increasing storage demands that require you to backup more data, get to it faster and more efficiently and use minimal resources storing and protecting that data. ***That's why it's time for us to talk about how we can help you improve your backup and archive capabilities with a much more cost-effective solution.*** Whether it's our NEO S-Series tape libraries (offering storage capacities ranging from 12TB to 720 TB), our NEO XL-Series (offering storage capacity of up to 1.2PB at speeds of up to 16TB/hr.) or our NEO 8000e Enterprise-Class tape library (offering storage capacity of up to 7.5PB at speeds of up to 32 TB/hr.), Overland Storage tape libraries continue to offer you the very best in capacity, performance, reliability, flexibility and cost of ownership.

Because we are confident you want to continue to benefit from the capabilities a NEO Series tape library can bring your data center, we make it easy to upgrade your legacy Overland Storage backup and archive solutions. Between now and March 31<sup>st</sup>, 2016, ***take advantage of our "Overland Storage Customer Loyalty Program"*** designed especially for legacy platform customers. Or, you can take advantage of our ***"Let Us Lend a Hand" leasing program\****. Either way, ***we offer you attractive incentives to upgrade to latest-generation tape automation platforms that offer increased capability and superior value.***

Over the next few weeks we will be contacting you to discuss how to improve your backup and archive performance and give you back more time in your busy day. In the meantime, if you have any questions, feel free to contact us at one of the numbers below:

United States:	800-729-8725 <a href="mailto:sales@overlandstorage.com">sales@overlandstorage.com</a>
United Kingdom:	+44 (0) 118 989 8000
France:	+33 (0) 1 81 91 73 40
Germany:	+49 2315436 0
Asia Pacific:	+65 6818 9266 <a href="mailto:asia@overlandstorage.com">asia@overlandstorage.com</a>
Japan:	+81 3 5475 2140
Canada:	<a href="mailto:canada@overlandstorage.com">canada@overlandstorage.com</a>
Latin America:	<a href="mailto:latinamerica@overlandstorage.com">latinamerica@overlandstorage.com</a>
Mexico:	<a href="mailto:mexico@overlandstorage.com">mexico@overlandstorage.com</a>

We look forward to speaking with you.

Sincerely,

Overland Storage Product Support

\* currently available only in the United States



## Overland Storage Tape Automation: **Customer Loyalty Upgrade Program**

To show our appreciation to our loyal legacy tape automation customers, and to ensure that upgrading to higher performance systems that better suit your current backup and archive needs is as easy and affordable as

possible, Overland Storage is offering a special upgrade program to Overland Storage NEO Series customers impacted by recent end of life (EOL) and end of service life (EOSL) actions.

Take advantage of the many **benefits of this Customer Loyalty Upgrade Program**, including:

- **Save up to \$10,000** on the purchase of a new NEO Series tape library
- Get up to 400 slots (or **6 PB**) of storage capacity for **FREE**
- Benefit from **FREE upgrades** to OverlandCare On-Site **Warranty** Coverage uplifts\*\*\*
- Get up to 20 **LTO6 data cartridges FREE\*\*\*\***

**Upgrading to a new NEO Series tape library will give you the following benefits** in your backup and archive applications:

Legacy Overland Platform	Existing Storage Capacity*	Existing Data Rate	Existing Cost/GB**	Recommended Product Upgrade	Program MSRP Price Reduction	Upgraded Storage Capacity*	% Increase in Storage Capacity	Upgraded Data Rate*	% Increase in Performance	Upgraded Cost/GB**	% Savings (cost/GB)
Overland Storage LTO5 NEO 2000	90 TB	2.0 TB/hr.	\$ 0.10	NEOs T48 w/LTO6	was \$9999; <b>now \$8999</b>	300 TB	344%	2.9 TB/hr.	45%	\$ 0.03	67%
Overland Storage LTO5 NEO 4000	180 TB	4.0 TB/hr.	\$ 0.12	NEOxl 80 w/LTO6	was \$19,499; <b>now \$14,499</b>	500 TB	178%	5.8 TB/hr.	45%	\$ 0.05	59%
Overland Storage LTO5 NEO 8000	1.5 PB	12 TB/hr.	\$ 0.08	NEO 8000e w/LTO7	was \$49,999; <b>now \$39,999</b>	7.5 PB	400%	32.4 TB/hr.	170%	\$ 0.01	89%

\* Compressed  
 \*\* Est. based on MSRP  
 \*\*\* where available  
 \*\*\*\* media part numbers OV-LTO901605 and OV-LTO901620

Don't get caught with inadequate storage capacity, performance or warranty coverage. Upgrade now to one of the feature-rich, cost-effective NEO Series backup and archive solutions. Contact your Overland Storage representative (or you can reach us at [sales@overlandstorage.com](mailto:sales@overlandstorage.com)) for more details.