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LINEAR TAPE-OPEN PROGRAM SHIPS ONE MILLION ULTRIUM TAPES IN FIRST 12 MONTHS OF AVAILABILITY

Open Tape Standards, Multiple Suppliers, Lower Cost Cited as Reasons for Rapid Adoption

SILICON VALLEY, CALIF. — (November 5, 2001) — Hewlett-Packard Company (NYSE: HWP), IBM Corporation (NYSE: IBM) and Seagate Removable Storage Solutions LLC, technology provider companies (TPCs) for the Linear Tape-Open (LTO) Program today announced that more than a million Ultrium format tapes have shipped worldwide since September 2000, when products based on the format first became commercially available. The Ultrium format, with 200 GB of compressed capacity per cartridge, has shipped nearly 180 Petabytes of storage capacity. By way of comparison, 200 Petabytes is equivalent to all printed material produced globally in 1995.

“Beginning with our first licensee product shipments in September 2000, we felt strongly that the Ultrium format would be enthusiastically embraced by IT managers and storage administrators, but an adoption rate of over one million shipped cartridges in the first 12 months certainly exceeded our expectations,” said Neville Pawsey, general manager of HP Networked Storage Solutions – Bristol. “This demand indicates to us that end-users are hungry for choice and eager to adopt this technology.”

One key driver in the demand for data storage has been the need to protect data – archiving to protect data in the event of disasters, human error or computer viruses. Another key driver is the rising deployment of data-intensive rich media including video, Web content, images, audio and business applications. According to the University of California, Berkeley, more data will be created over the next three years than in the past 40,000 years. In 2003, International Data Corp. (IDC), an industry research firm, estimates organizations worldwide will purchase 1.6 million Terabytes (1,600 Petabytes or 1.6 Exabytes) to manage data storage needs.

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As for the rapid adoption of the LTO Ultrium format, several key drivers are influencing corporate IT departments' decision to purchase its drives and cartridges. "It's clear to us that end users have embraced the LTO Ultrium format because it is the only tape storage platform on the market that provides users with the flexibility, low cost, and product selection which are all associated with an open format," said Pawsey.

LTO has an extensive and prestigious licensee roster, which gives users access to multiple sources of tape drive products and tape cartridges, as well as common tape specifications for data interchange. Additionally, this pro-competitive environment leads to faster-paced innovation and enhancements, creates dynamically competitive market, and provides for data compatibility.

The first generation LTO Ultrium format features 200GB compressed (2:1 compression), and 100GB native storage capacity, with native transfer rates reaching up to 20MB per second.

Storage and media manufacturers interested in licensing LTO technology may obtain information by contacting the Law Offices of Ladas & Parry at (323) 934-2300, or by e-mail at LTO_INFO@ladasparry.com.

About Linear Tape-Open (LTO) Technology

LTO technology, a powerful, open tape architecture, is setting the stage for a new generation of tape storage products that is expected to surpass current tape capacity and performance benchmarks, while maintaining the highest data integrity. It combines the advantages of linear multi-channel, bi-directional formats, with enhancements in servo technology, data compression, track layout, and error correction code, to maximize capacity, performance and reliability.

The LTO Ultrium format storage solution is a single-reel, high-performance tape cartridge ideal for backing up, restoring, and archiving applications. As the next market-leading tape technology for ultra-high capacity storage, the LTO Ultrium format is the only tape storage technology with a well-defined four-generation roadmap for growth and scalability, and offers significant data integrity improvements over current tape storage formats.

While the LTO program gives licensees wide latitude in implementing mechanical and electrical designs, strict adherence is required to format specifications impacting the ability to read and write Ultrium cartridges. Independent compliance verification is vital to meet the free-interchange objectives that are at the core of the LTO program.

Ultrium tape mechanism and tape cartridge interchange specifications are available on a licensee basis. For additional information on LTO Ultrium technology, visit the Ultrium Web site at <http://www.ultrium.com>.

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