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LINEAR TAPE-OPEN PROGRAM HITS NEW MILESTONE WITH 2 MILLION TAPE CARTRIDGES SHIPPED TO DATE

Ultrium Format Sees Demand Double in Less Than Six Months

SILICON VALLEY, CALIF. — (March 25, 2002) — Hewlett-Packard Company, IBM Corporation and Seagate Removable Storage Solutions LLC, the three technology provider companies (TPCs) for the Linear Tape-Open (LTO) Program, today announced that as of February 2002, two million Ultrium format tape data cartridges have shipped worldwide since September 2000, when products based on the format first became commercially available.

LTO Ultrium format data cartridges reached the one million-cartridge shipment milestone within 12 months of product availability. In less than six months, Ultrium tape cartridge shipments have doubled, reaching the two million-shipment-mark in recent weeks.

Since September 2000, the first generation Ultrium format, with 200 GB of compressed capacity per cartridge, has shipped nearly 400 Petabytes of storage capacity, more than all printed material produced globally in 1995. In 2003, International Data Corp. (IDC), an industry research firm, estimates organizations worldwide will purchase 1.6 million Terabytes of storage capacity (1,600 Petabytes or 1.6 Exabytes) to manage data storage needs.

“This announcement is significant because it demonstrates what the LTO Program believed all along – that there is pent up demand for an open-standard, high capacity and high speed super tape drive,” said Frank Elliott, Vice President, Storage Systems OEM, Storage Products Division, IBM. “The good news for the enterprise IT community is that today they have multiple manufacturer choices. As the only open standard tape technology in the ‘super drive’ category, the Ultrium format provides storage managers with reliability, scalability, and flexibility due to the multiple vendor option.”

One key driver in the demand for tape data storage has been the need to protect corporate information – backup and 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.

“Corporate information, like other important company assets, must be protected. The Ultrium format is an appealing option because it offers enterprises a safe, reliable solution that is future-protected through LTO’s four-generation roadmap, a key piece of security in an ever-changing business environment,” says Elliott.

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. This pro-competitive environment leads to faster-paced innovation and enhancements, creates a 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 is a powerful, scaleable, open tape format created by technology providers Hewlett-Packard Company, IBM Corporation and Seagate Removable Storage Solutions to meet the growing demands of data protection in the midrange to enterprise-class server environments. This new generation of tape storage products delivers outstanding performance, capacity and reliability combining the advantages of linear multi-channel, bi-directional formats with enhancements in servo technology, data compression, track layout, and error correction.

The LTO Ultrium format storage solution is a single-reel, high-performance tape cartridge ideal for backing up, restoring, and archiving applications. As a 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 – doubling speed and capacity with each new generation, and delivering 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 format tape cartridges. Independent compliance verification is vital to meet the free-interchange objectives that are at the core of the LTO Program. With numerous compliance checkpoints for each LTO technology product, end-users and OEMs can be confident of data interchangeability between LTO products regardless of the manufacturer.

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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