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FREEMAN REPORTS VERIFIES RAPID ADOPTION AND OVERWHELMING DEMAND OF LINEAR TAPE-OPEN FORMAT

Industry Analysts Continue to Confirm LTO Ultrium Success over SuperDLT in 2001

SILICON VALLEY, CALIF. — (August 6, 2002) — Tape drive products built using the Linear Tape-Open (LTO) Ultrium format technology held a commanding position in the super tape drive category in 2001, according to a July study by analyst firm Freeman Reports.

The report, "*Compact Tape Outlook 2002*," cited that the LTO Ultrium format – developed by HP, IBM and Seagate – out-shipped Quantum's Super DLT tape format by a 2:1 ratio.

"In the network storage category, the LTO Technology was certainly the biggest success story in 2001. The Ultrium format experienced rapid adoption in the IT community throughout the year, and I expect it will continue to perform very well through 2002," said Robert C. Abraham, Principal Analyst, Freeman Reports. "The success of the LTO Ultrium format technology can be attributed to several factors: it was the first super tape drive format to market, and it was the first open-standards technology among tape storage formats in the mid-range market, which provides customers with multiple vendor and feature choices and long-term investment protection."

Built using open-standards architecture, the LTO Ultrium format technology provides unique benefits unseen in other formats, including true choice in vendors and features, data interchangeability, high-speed capacity and data transfer rates, outstanding performance and reliability, and scalability for growth.

In March of this year, Freeman Reports released similar data on the state of tape storage libraries, in the firm's study "*Tape Library Outlook 2002*." Numbers from this report show that demand for LTO Ultrium libraries grew more than 1,500 percent – from 800 units shipped in 2000 to more than 13,000 units shipped by the end of 2001.

"Studies like Freeman Reports' 'Compact Tape Outlook 2002' continue to point to the LTO Ultrium format as the market leader in the super tape drive segment of the midrange tape drive market," said Howard Matthews, general manager of Seagate Removable Storage Solutions. "Prior to the LTO Ultrium format, storage administrators were locked into proprietary formats and had few product or feature choices. The LTO Technology delivered on its promises of speed, capacity and a fair price, and the market responded as we had hoped. Now, with the availability of Ultrium format Generation 2 licenses, the LTO Program can continue to deliver on its trusted four-generation roadmap, performance benchmarks, and forward-looking innovation."

LTO Ultrium format Features

According to the LTO Program roadmap, the first generation Ultrium format features 200GB compressed (2:1 compression), with transfer rates reaching up to 40MB per second compressed (2:1 compression). Ultrium format Generation 2 licenses are now available, and products based on this next generation are expected to hit the market in 2003 providing 400GB compressed capacity and up to 80 MB per second compressed transfer rates (assuming a 2:1 compression ratio).

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 HP, 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>.

Freeman Reports can be contacted at www.freemanreports.com.

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