



**For Immediate Release**

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**LTO-BASED TAPE DRIVE MARKETSHARE REACHES 77% IN 2004,  
ACCORDING TO LEADING ANALYST FIRM**

***LTO Tape Drive Technology Sees 35% Year over Year Growth***

**SILICON VALLEY, CALIF. (June 29, 2005)** – Certance (now owned by Quantum), HP, and IBM – the three technology provider companies (TPCs) for the LTO (Linear Tape-Open) Program – today announced that LTO-based tape drives reached 77 percent market share over SDLT and SAIT in 2004, according to the May 17, 2005 report by Gartner, Inc., “Tape Drive Market Shares, 2004,” by Fara Yale, Research Vice President.

The report notes that more than 350,000 LTO-based drives shipped in 2004, compared to 260,000 LTO-based drives in 2003 – a 35 percent increase year over year, maintaining its pace of growth.

“In our minds, the reason for the tremendous global adoption of the LTO Ultrium format is due to a simple formula: giving customers what they want and need – high capacity, performance, and reliability through multiple suppliers offering unique feature sets while providing data interchangeability among competing LTO drive and media manufacturers,” said Bob Wilson, vice president, Nearline Storage Division, HP. “This approach has enabled the LTO Ultrium format to maintain a competitive edge over other super tape formats.”

With the release of the LTO Ultrium format generation 3, cartridge capacities have increased to 800GB (assuming a 2:1 compression) and drive data rates are up to 160MB per second (assuming a 2:1 compression). With these attributes and LTO Write Once, Read Many (WORM) capability, the LTO Program expects 2005 to be another strong year.

“Based on our research, the WORM functionality in the LTO Ultrium format generation 3 products could play a significant role in addressing end users’ needs for cost-effective long-term data archiving to address regulatory requirements,” added Wilson.

The LTO Program WORM implementation is designed to provide users with a very cost-effective means of storing data in a non-rewriteable format to address compliance regulations. The LTO Ultrium format generation 3 specification includes the ability for WORM-enabled and non-WORM-enabled drives to co-exist.

An extended roadmap also allows end users to plan updates to future LTO Ultrium format generations through to generation 6.

### **Updated LTO Ultrium Roadmap**

#### LTO Ultrium Generation 5

The LTO Ultrium format generation 5 is planned to double physical storage capacity over generation 4, increasing to 3.2 TB compressed (assuming a 2:1 compression). Transfer rates in generation 5 are planned to reach up to 360 MB per second (MB/s) (assuming a 2:1 compression).

#### LTO Ultrium Generation 6

The LTO Ultrium format generation 6 is planned to double physical storage capacity over generation 5, increasing to 6.4 TB (assuming a 2:1 compression). Transfer rates in generation 6 are planned to increase up to 540 MB/s (assuming a 2:1 compression).

The complete roadmap can be found at

[http://www.ultrium.com/newsite/html/format\\_roadmap.html](http://www.ultrium.com/newsite/html/format_roadmap.html).

### **How to License LTO Ultrium Technology**

The LTO program offers several different license packages – from enhanced packages that provide the specifications and licenses to manufacture Ultrium products, to basic packages, providing Ultrium format specifications and guidelines for interchangeability.

Buyers seeking Ultrium format-compliant products should look for the Ultrium format compliance verification trademarks on both tape drives and data cartridges. 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](mailto:LTO_INFO@ladasparry.com).

### **About Linear Tape-Open (LTO) Technology**

LTO technology is a powerful, scaleable, adaptable open tape format created by technology providers Certance (now owned by Quantum), HP, and IBM Corporation to help meet the growing demands of data protection in the midrange to enterprise-class server environments. This ultra-high capacity generation of tape storage products is designed to deliver 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 has a well-defined roadmap for growth and scalability. The roadmap represents intentions and goals only. There is no guarantee that these goals will be achieved. 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 technology, visit the LTO Program Web site at [www.ultrium.com](http://www.ultrium.com).

Note: Linear Tape-Open, LTO, the LTO logo, Ultrium, and the Ultrium logo are trademarks of Certance (now owned by Quantum), HP and IBM in the US and other countries or both.