



**For more information:**

Jim Hughes  
Fleishman-Hillard, Inc.  
213-489-8221  
jim.hughes@fleishman.com

**LTO-BASED TAPE DRIVES OUTSHIP COMPETING FORMATS BY A 5 TO 1 MARGIN  
CAPTURING 82.4% SHIPMENT SHARE, ACCORDING TO LEADING ANALYST FIRM**

***Shipments of LTO Tape Drives Grow 31% Year-Over-Year***

**SILICON VALLEY, CALIF. — (July 25, 2006) —** HP, IBM and Quantum, the three technology provider companies for the Linear Tape-Open (LTO) Program, today announced that LTO-based tape drives attained an 82.4 percent unit shipment share in the midrange tape drive segment according to an IDC research report published in May 2006 entitled "Worldwide Tape Drive 2006-2010 Forecast and Analysis" by Robert Amatruda (IDC #201542).

The report notes that nearly 463,000 LTO-based drives were shipped in 2005, compared to about 353,000 in the previous year – resulting in a 31 percent increase year-over-year.

"Tape storage remains a vital component of many companies' data protection and data retention policies," said Robert Amatruda, research manager at IDC. "LTO Ultrium continues to gain share among other mid-range tape drive formats, and has been embraced by all major server and storage systems suppliers."

"The results of the study are clear: the marketplace has indicated that LTO Ultrium is the tape storage format of choice," said Bob Wilson, vice president, Nearline Storage Division, HP. "Many customers demand high capacity, performance and reliability with data interchangeability among competing drive manufacturers and only LTO Ultrium provides these qualities."

Storage administrators continue to seek more powerful tape performance, new technologies such as WORM (Write Once, Read Many) functionality to address ever-growing business requirements, and a roadmap vision for the future. The LTO Program has

addressed these issues with the LTO Ultrium format generation 3, LTO WORM, and a roadmap extension that includes generations five and six.

### **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 LTO Program at [LTOinquiry@fleishman.com](mailto:LTOinquiry@fleishman.com).

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

LTO technology is a powerful, scalable, adaptable open tape format created by technology providers HP, IBM Corporation and Quantum Corporation (and their predecessors) to help address 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. 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 licensed 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 HP, IBM and Quantum in the US and other countries.

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