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For more information, contact:

Keith R. Pillow

Fleishman-Hillard, Inc.

(213) 489-8211

pillowk@fleishman.com

**LTO PROGRAM "OPENS FOR BUSINESS" WITH TAPE STORAGE INTERCHANGEABILITY
SHOWCASE AND FORUM AT COMDEX/FALL 2000 IN LAS VEGAS**

*Global Technology Leaders HP, IBM, Seagate Technology and Others Demonstrate
Products, Features and Benefits Of Industry's Open Format For Linear Tape Storage*

LAS VEGAS, NEV. — (November 13, 2000) — Reaffirming their joint commitment to further advance open formats for tape storage, Hewlett-Packard Company (NYSE: [HWP](#)), IBM Corporation (NYSE: [IBM](#)) and Seagate Technology (NYSE: [SEG](#)), the technology providing companies for the Linear Tape-Open program, today unveiled the first generation of interchangeable products for the LTO platform at COMDEX/Fall 2000 in Las Vegas, Nev. The Ultrium™ product showcase, which carries the theme "Open for Business," includes offerings from LTO Ultrium licensees EMTEC Magnetics GmbH, Fuji Photo Film Company, Ltd., Imation Corporation, Overland Data, Inc., and Verbatim Corporation, as well as technology exhibits from LTO Technology Provider Companies HP, IBM, and Seagate.

The Ultrium interchangeability forum marks the debut of the Ultrium format storage solution, a single-reel, high-performance tape cartridge ideal for backing up, restoring, and archiving applications. Positioned to become the next market-leading tape technology for ultra-high capacity storage, the 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.

"The interchangeability of media, combined with its widespread availability and multiple product offerings, make Ultrium products the storage solution of choice for complex networking computing environments," said Jack Trautman, general manager of Hewlett-Packard's Data Protection Organization. "HP, IBM, Seagate and the licensees of the LTO program are delivering value, variety, and flexibility to customers seeking the highest-quality, most cost effective tape storage solution — all at price and performance levels to meet the diverse needs of different enterprises."

"Recent introductions of Ultrium products from many different vendors have ushered in a new and exciting era in tape storage solutions — not only of options and affordability, but also of innovation, collaboration, and competition," said David Walling, director of the Ultrium business for IBM's Storage Technology Division. "IBM, in conjunction with HP and Seagate, is pleased to be at the forefront of this convergence, especially as the Ultrium format gains momentum, acceptance, and adoption within the IT and business communities."

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The end-user customer and original equipment manufacturers (OEMs) benefit from this open tape format specification approach through the availability of multiple sources of product, multiple sources of tape cartridges, and common tape format specifications for interchange. The pro-competitive environment fostered by multiple sources of product leads to faster paced innovation and enhancements, generally means lower prices and provides for data compatibility. For OEMs, open tape format specifications shorten their qualification cycles and reduce complexities in system configuration.

The LTO Program booth at COMDEX/Fall 2000 is located in the North Hall of the Las Vegas Convention Center in space L2343.

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 Ultrium format is one of two formats based on LTO technology. It uses a single-reel media, with capacities of up to 100GB native/200GB compressed and data-transfer rates of up to 20MB/s native and 40MB/s compressed (assuming a 2:1 compression ratio).

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 and Accelis tape mechanism and tape cartridge interchange specifications are available on a licensee basis. Licensing information is available by contacting the Law Offices of Ladas & Parry at (323) 934-2300, or by e-mail LTO_INFO@ladasparry.com. For additional information on LTO technology, visit the LTO Web site at <http://www.ltotechnology.com>.

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