

# IBM SIGNS AGREEMENT WITH HEWLETT-PACKARD AND SEAGATE TO INTRODUCE TECHNOLOGY AIMED AT SIMPLIFYING THE TAPE INDUSTRY

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Wednesday, 12 November 1997

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IBM has announced an agreement with Hewlett-Packard Company and Seagate Technology, Inc. to introduce a common technology for tape data interchange in the enterprise and midrange network storage environments. This agreement will enable IBM to eventually extend its Magstar product line into this open format specification, which is intended to simplify the complex tape marketplace.

This agreement further allows IBM to more rapidly introduce Magstar storage solutions that will directly address the requirements of the rapidly growing network computing marketplace.

IBM's flagship tape product, the Magstar 3590 currently carries on the legacy of tape technology leadership handed down by its predecessors, which include the 3480, followed by the 3490 and 3490E models.

"Working with such well respected storage companies as Hewlett-Packard and Seagate to define this common approach, lays the foundation for the interchange and compatibility that customers have been asking for," said Kevin Reardon, business line manager, IBM Removable Media Storage Solutions. "The application of this new common technology provides an excellent opportunity for industry participants to develop interchangeable tape products for the fast growing network storage environment. It also assures that IBM customers will have a Magstar roadmap that extends well into the next century."

The new common interchange initiative will allow for industry-wide consistency and compatibility across multiple vendor products. The initial support of three storage

industry leaders is expected to help this new technology to gain broad acceptance among drive, media and software vendors.

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