

Tandberg Data ships 100.000 RDX® QuikStor™ drives

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KPR Global on behalf of Tandberg Data

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Since its launch in 2007, Tandberg Data has shipped over 100.000 RDX drives with more than 300.000 cartridges, protecting 40 petabytes of data

Oslo Norway, (08 December, 2008): Tandberg Data, the global supplier of data protection solutions, today announced it shipped its 100.000th RDX QuikStor unit, its removable disk system, in November 2008, less than 2 years after the introduction of the technology.

The RDX QuikStor is a disk based removable storage system with portable cartridges that offer rugged, reliable and convenient backup, ideal for the SMB market. It combines the benefits of tape -- reliability, portability, archive life, and low cost -- with the performance, speed, random access, and ease of use of hard disk technology.

"Since its introduction, the RDX QuikStor has conquered the removable disk market," says McClain Buggle, product manager for disk and software at Tandberg Data. "With global OEM's and Tandberg Data's world-wide channel embracing the product, we have achieved strong quarter-on-quarter growth, and we are very proud to have reached this milestone. We expect this growth to continue in future."

Global analyst firm IDC expects the removable hard disk market to grow significantly; from just above 100,000 units per year in 2008, to more than 500,000 units per year in 2012 (1). Removable hard disk drives (R-HDD) are a cost-effective and convenient backup solution for SMBs" said Robert Amatruda, research director at IDC "Tandberg Data's shipment of its 100.000th RDX QuikStor drive unit represents a significant milestone for the company, and illustrates the increasing adoption of its RDX technology in the marketplace."

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About the RDX QuikStor

The RDX QuikStor is designed to replace current low-end tape technologies such as Travan, DAT, and AIT, where ease of use and cost are prioritized. Like tape, the RDX QuikStor cartridges are removable and portable for off-site storage, disaster recovery and archival applications. Unlike other low-end tape media that may need to be replaced after 50-100 uses, RDX QuikStor media has been built to endure over 10 years of average use.

As well as offering professional-class reliability, the native 45MB/sec transfer rate reduces the traditional backup window from hours to minutes. For example, it takes the Tandberg RDX QuikStor system less than an hour to backup 160GB of native data and milliseconds to access files. RDX QuikStor cartridges range in capacity from 80GB, 160GB, 320GB and 500GB. They are fully forward and backward compatible without limitation, meaning that future cartridges with ever-increasing capacities and faster data rates will work in legacy systems.

RDX FileKeeper

RDX FileKeeper is an easy-to-use software solution for the RDX QuikStor that provides transparent, "always-on" continuous protection of user data and a complete backup of all system and application data. The RDX FileKeeper's installation provides of 2 easy steps and setup is simple enough that anyone can start protecting their data immediately. The cartridge can be configured for only System Backup, only continuous backup of user files or both. If both are selected, a full system backup is scheduled by default for 11:00pm and the RDX FileKeeper product will immediately start a background copy of all files that are to be protected. Any additional configuration changes can be made through the main interface. RDX FileKeeper is included in any RDX QuikStor Drive kits.

Pricing and Availability

The RDX QuikStor is available through Tandberg Data's established channel of distribution and reseller partners. The prices of the RDX QuikStor start at \$299 for a drive with an 80GB cartridge. Cartridge prices start at \$149 for 80GB.

The manufacturer suggested retail price (MSRP) of the RDX QuikStor with a top of the range 500GB cartridge including all necessary accessories and RDX FileKeeper backup software is \$699. The MSRP of the 500GB cartridge is \$499.

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About Tandberg Data

Tandberg Data is a leading global supplier of data protection technologies. Tandberg Data offers of a complete range of tape libraries, tape autoloaders and tape drives (based on the LTO™, SLR™, and VXA® tape technology platforms), storage software, data media and disk-based storage such as the RDX® QuikStor™. These solutions are marketed exclusively through a channel of qualified resellers and distributors.

These solutions are underpinned by OEM agreements with major server manufacturers including IBM, Hitachi, Fujitsu, Fujitsu-Siemens, Apple, and Dell and supported by all major operating systems and storage software applications to operate in heterogeneous network environments. All solutions are designed to meet the growing storage requirements of small and medium-sized organisations with scalability, reliability, and backward compatibility features that ensure cost effective operation and long-term investment protection.

In addition to corporate offices in Oslo, Norway, TANDBERG DATA ASA has subsidiaries in the USA, France, Germany, the United Kingdom, Japan, and Singapore, as well as branch offices in Italy, and China (PRC) and Brazil. TANDBERG DATA ASA is a publicly held company based in Oslo, Norway and is traded on the Oslo Stock Exchange (ticker=TAD).

For further information, please visit <http://www.tandbergdata.com>

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(1) IDC, Worldwide Removable Hard Disk Drive 2008-2012 Forecast and Analysis: The Quest for a Viable Tape Replacement, Doc # 210169

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