

320 REASONS WHY

60%
More
Capacity

SDLT 320: The Ultimate Backup Machine

Your information is multiplying faster than rabbits. Your backup windows are shrinking, and so are your budgets. Ready for the good news? The SDLT 320 is here: The new tape drive that allows you to do more with less.

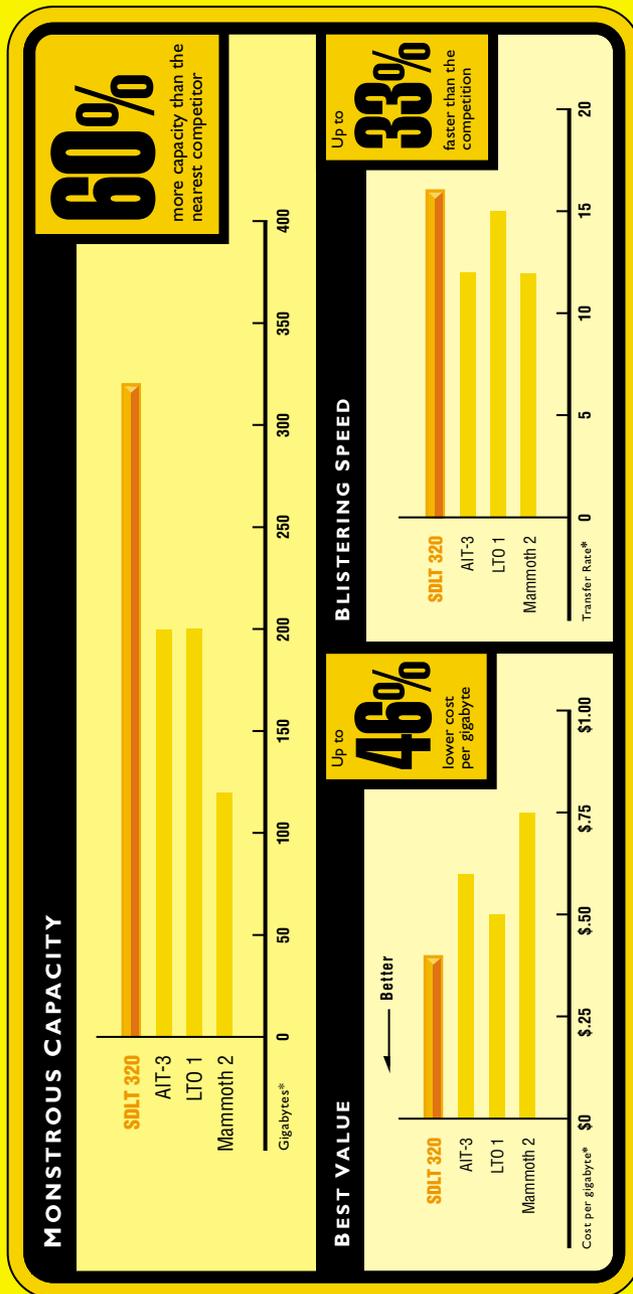
With more capacity, speed and reliability than any other tape drive on the market today, the SDLT 320 is a smart buy. It delivers a monstrous 320 GB compressed per cartridge (160 GB native) at blistering speeds of up to 32 MB/s (16 MB/s native.)

With 60% more capacity than its nearest competitor, the SDLT 320 delivers the most cost-effective way to handle your toughest backup challenges. Plus, it can read and write to Super DLTape™ I cartridges from the SDLT 220 drive and read DLTape™ IV cartridges from any DLT 8000, DLT 7000, DLT 4000, VS80 or DLT1 drive, enabling you to leverage your previous investments in DLTape technology. And, to keep things easy, the SDLT 320 uses the same Super DLTape I media cartridge as the SDLT 220.



The Best Buy in Town

Built on the rich tradition of DLTtape, Super DLTtape leads the pack in performance and value, thanks to a long history of expertise in developing durable drives and media technology for the midrange tape storage market. The capacity and transfer rate of the SDLT 320 are higher than any other drive in the category. That means faster backups, restores, less media handling, and the lowest cost per gigabyte around.



The best everything in town.

Yes, it's true – The SDLT 320 leads the pack in capacity, value and speed. But that's not all...

Investment Protection: Backward compatible to DLTtape™ IV media

Ideal for Automation: Best combination of storage density, performance and durability

Broadest Platform Acceptance: Over 2 million drives and 80 million cartridges sold

Industry-Leading Roadmap: First with a path to over one terabyte native capacity and 100 MB/s transfer rate

See for yourself why the SDLT 320 is the highest performing drive on the road today! Go to 320reasons.com.

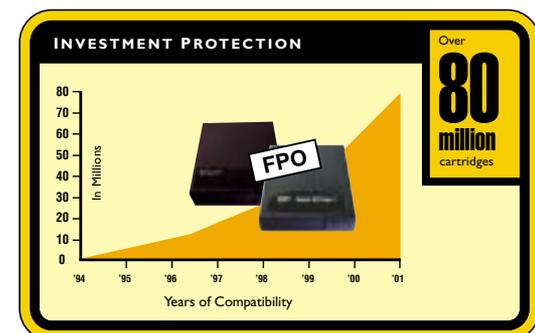
Tape: The most efficient and cost-effective way to recover priceless data.

Most companies use tape to back up their data. And DLTtape technology remains the top choice for total cost of ownership among companies of all sizes. Reason being: it's the most efficient means of protecting priceless data. Another big plus? The ability to conveniently store tapes in a secure offsite facility. It's a key part of any business continuity strategy.



SDLT 320: Always bending over backwards to add value for customers.

That's right. The SDLT 320 is backward compatible. Not only can it read cartridges written on DLT 8000, DLT 7000, DLT 4000, VS80 and DLT1 drives, it also is backward read and write compatible to the SDLT 220. This allows you to use the same Super DLTtape I media for both drives. Just another reason why the SDLT 320 is a great buy with great investment protection.



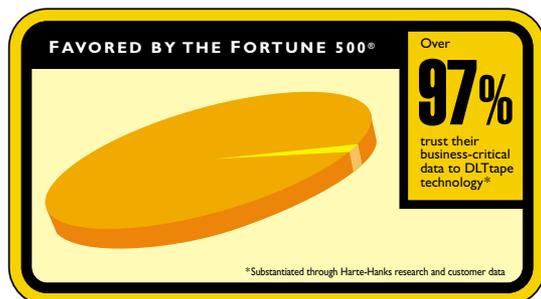
FULL COVERAGE
Tape is the only backup technology that protects against all primary causes of data loss.



The One to Trust

DLTape technology is the most trusted and compatible platform out there (not to mention widely available), and is the choice of leading brands worldwide, including:

ADIC	HP	Overland Storage
Compaq	IBM	Quantum
Computer Associates	Legato	StorageTek
Dell	Maxell	Sun Microsystems
Exabyte	Network Appliance	Tandberg
Fuji		VERITAS Software



If anyone asks you if the SDLT 320 will gel with their existing software and hardware infrastructure, the answer is yes. And it's compatible with the largest installed base of tape in the midrange market. There are no "do overs" when it comes to data backup.

Do it right the first time.



Ultra-powerful Super DLTape products are available as stand-alone, autoloader, library, array and SAN solutions. When failure is just simply not an option, rely on DLTape technology: the most dependable data backup solution.

DESIGNED FOR AUTOMATION

Density, performance and durability make the SDLT 320 the ideal drive for tape automation. In fact, its 320 gigabyte capacity exceeds the nearest competitor by 60%, allowing library automation vendors to offer customers the lowest cost per GB and the highest storage density around.

If that's not enough to make you giddy, here's a few more reasons why the SDLT 320 is the perfect complement to any tape automation solution:

Higher Storage Density

- Fewer cartridges, lower cost/GB
- Less exchange time
- Faster throughput

Automation-Ready Design

- Continuous operation at 100% duty cycle
- Extremely durable media cartridge
- Extended testing in automation environments
- Soft load & eject

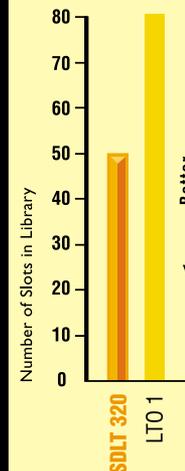
Compatible

- With existing DLTape library hardware
- Uses same media as SDLT 220

HIGHEST LIBRARY DENSITY

8TB

capacity in fewer slots



DRIVES SHIPPED



Source: IDC, Quantum estimates

AHEAD OF ITS TIME

Magnetic recording combined with optical servo makes this the most advanced and most scalable tape technology ever.



Scalable & Extendable

From desktop to data center, the SDLT tape platform offers a complete and scalable range of drive and automation products. Density, performance and durability make it particularly well-suited for today's demanding automated tape environments. Take a peek at the following extendable technology enablers. They allow SDLT to easily expand into future generations and go beyond the defined roadmap:

Pivoting Optical Servo (POS)

Precise tracking on back of media enables high capacity and more efficient use of media

Magneto-Resistive Cluster (MRC) Heads

Enables maximum position accuracy for higher transfer rates and capacities

Advanced Metal Particle (AMP) Media

Enables higher storage density

Partial Response Maximum Likelihood (PRML)

Enables higher capacity and performance

Positive Engagement Leader Buckle

Increases cartridge life and supports heavy duty-cycle environments

Advanced Rugged Media Cartridge

Increases reliability and durability

MORE REASONS WHY

COMPETITIVE FACTS

How Super DLTtape stands up to the competition:

In 2001, tape drives based on DLTtape technology outshipped their nearest competitor by 4:1, according to Gartner Dataquest

The SDLT 320 has a 60% higher capacity than any other midrange tape technology on the market today

SDLT PRODUCT HIGHLIGHTS

Reliability: DLTtape is the most trusted, industrial-strength backup medium available

High-octane capacity: Super DLTtape holds more data per cartridge than any other midrange storage media

Scalability: Super DLTtape scales extremely well, using scalable libraries to handle any quantity of data

Longevity: Super DLTtape cartridges have a 30-year shelf life

Best storage value: Tape is the most cost-effective storage medium out there and the SDLT 320 continues the tradition

Excellent efficiency: Increased transfer rates keep pace with today's demanding backup and recovery time requirements

BIGGER, FASTER, BETTER.	SDLT 320	SDLT 220
Capacity		
Compressed	320 GB	220 GB
Uncompressed	160 GB	110 GB
Transfer Rate		
Compressed	32 MB/s	22 MB/s
Uncompressed	16 MB/s	11 MB/s
Reliability		
MTBF	250,000 hours @ 100% tape motion	250,000 hours @ 100% tape motion
Media Durability	1,000,000 passes	1,000,000 passes
Warranty	3 years	3 years
Media Compatibility	Super DLTtape I DLTtape IV (back read)	Super DLTtape I DLTtape IV (back read)
Interfaces Available	LVD, Ultra 2 SCSI HVD, Ultra SCSI	LVD, Ultra 2 SCSI HVD, Ultra SCSI

SDLT 320: Do the Math

97%

The percent of FORTUNE 500® companies that rely on DLTtape technology to back up their business-critical data

60%

More capacity than the nearest competitor

32

The megabytes per second (compressed) at which the SDLT 320 can back up your data

100%

The duty-cycle percent at which the SDLT 320 performs

1

First with a clear path to over a terabyte capacity on a single cartridge

30

Super DLTtape cartridge shelf life in years

320 Reasons!

Thanks for reading. Now how about some PRIZES?

320reasons.com

Not only is the site cool, you also have a chance to WIN some very cool stuff. Visit now to learn more about our sweepstakes and prizes and to see a copy of our sweepstakes rules.



NO PURCHASE NECESSARY. Void where prohibited. Sweepstakes begins August 22, 2002 and new sweepstakes occur every six months. To remove your name from future sweepstakes/contest mailings, send name and address to: Quantum Corporation, P.O. Box 203070, Austin, TX 78720-9712.

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