



Make the Switch from DLT to VXA!



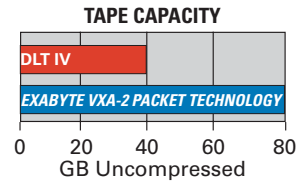
Greater Capacity, Faster and More Reliable Backups

DLT2000, 4000, 7000, 8000 and VS80 users migrating to VXA-2 Packet Technology realize numerous benefits, all contributing to increased data protection. With similar drive pricing and less expensive tape cartridges, and support for most all backup software applications, the VXA-2 Packet Tape drive is the logical choice.



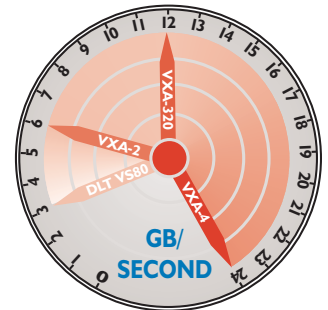
1 VXA Protects Much More Data

Exabyte's VXA-2 Packet Tape cartridges offer twice the capacity of DLT IV tapes. Greater capacity accommodates larger disk drives, or allows multiple servers to be backed up to a single tape.



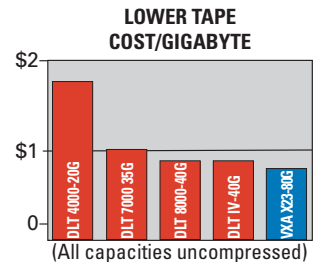
2 VXA Backups are Faster

As the storage volumes grow, the speed of the tape drive becomes critical to ensure that backups complete on time. VXA-2 Packet Tape drives transfer data twice as fast as DLT VS80 drives, allowing for the protection of twice the amount of data in the same period of time. Future VXA formats will operate at four and eight times the speed of DLT VS80.



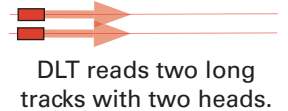
3 VXA Packet Technology is Affordable

VXA Packet Technology is designed to be affordable and cost effective for DLT users. Your new VXA-2 Packet Tape Drive will likely cost less than you spent on your DLT drive, yet offers greater capacity, and faster and more reliable backups. VXA X10 40 gigabyte tape cartridges are just over half the cost of DLT IV tapes. For larger backups, VXA X23 tapes (80 gigabytes) offer significantly improved data protection for a similar cost per gigabyte of DLT IV tapes. (All capacities are uncompressed.)

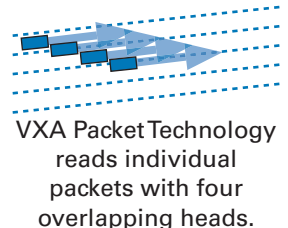


4 VXA Backups are the Most Reliable

DLT tape drives read and write data in a long tracks spanning the length of the tape, requiring precise alignment throughout the read or write operation. DLT drives read two tracks at a time, with one head responsible for each track.



VXA Packet Technology reads and writes small, individually addressed packets with four overlapping heads, eliminating track alignment errors. When all packets have been read, they are re-assembled into data blocks. The resulting block is then checked and corrected with a four-level Reed-Solomon ECC. VXA Packet Technology is 180 times more likely to correct errors from a damaged tape than DLT.





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VXA Tapes Experience Less Wear

VXA Packet Technology features Variable Speed Operation (VSO), allowing the drive to slow down the tape speed to match the rate that data is arriving from the server. DLT tape drives must stop, rewind, and restart whenever the server cannot keep up with the tape drive. This restarting, called backhitching, causes a multi-fold increase in tape wear, reducing the life of the tape, and increasing the risk of tape errors.

VXA tapes are self-contained within a rugged tape cartridge. DLT tapes contain one reel of tape, with a hook and leader system whereby the tape drive pulls the tape out of the cartridge and winds it onto a take-up reel within the drive. Any breakage renders both the drive and the tape unusable.

A DLT tape is rendered unusable (and data lost) if:



The tape cartridge leader has been rewound into the cartridge,



The tape cartridge leader has broken, or



The tape is loosely wound.

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VXA Tapes Cost Less

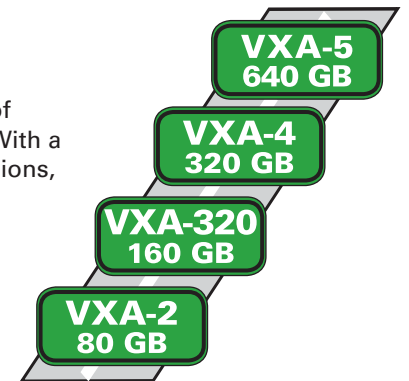
VXA-2 Packet Tape cartridges provide a dramatically lower total cost of ownership (TCO) than DLT tapes. Their long life and ability to be used in the next generation VXA-320 drives dramatically reduces total tape purchases over three and five years. A selection of three tape capacities including 20/40 GB, 40/80 GB and 80/160 GB (uncompressed/compressed) allows the optimal purchase of only the capacity required.



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VXA Offers a Future Growth Path

The VXA Packet Technology "road map" incorporates a decade of planned enhancements to increase capacity and transfer rates. With a planned increase of over ten times the original capacity specifications, and eight times the original transfer speeds, future Exabyte products will accommodate your upcoming storage growth and data protection requirements. Furthermore, users upgrading from VXA-2 to VXA-320 may use their existing tapes in their new drive, with twice the capacity.



Improve your Data Protection...

Make the Switch from DLT to VXA Today!