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## **QUANTUM STORNEXT FILE SYSTEM SURPASSES 70,000<sup>th</sup> SHIPMENT MILESTONE**

### **Big Data Expertise Addresses Unique Data Management Requirements and Delivers Strong ROI**

**SAN JOSE, Calif., Sept. 5, 2012** – Quantum Corp. (NYSE:QTM), a proven global expert in data protection and big data management, today announced that more than 70,000 StorNext® File System licenses have been sold to date, supporting an increase of almost 20 percent more customer usage in less than nine months. With the addition of new, easy-to-deploy appliances to its StorNext product line since 2011, Quantum has continued to build on its [leadership in big data](#) environments. Providing both software and hardware solutions that enable users to efficiently share, manage and automatically [archive massive files](#), StorNext plays a central role in [big data intensive industries](#) as media & entertainment, life sciences, government, and oil & gas.

StorNext has long delivered significant ROI, as recently reaffirmed in research sponsored by Quantum and written by IDC, a leading industry analyst firm. The resulting IDC white paper, *Demonstrating the Business Value of StorNext (August 2012)*, reports that StorNext customers (per 100 users) experienced a return of \$6.47 for every \$1 invested over three years, with payback in just over four months.

While managing big data places tremendous stress on IT infrastructures, IDC found that over three years StorNext customers saved more than \$423,000 per 100 users, reflecting a:

- 69 percent improvement in IT storage staff productivity,
- 82 percent reduction in service disruptions/outages, and
- 14 percent increase in operations productivity.

StorNext is used in big data environments where only a scale-out file sharing and tiered archive system can efficiently provide the performance, flexibility and cost-effectiveness required to manage massive amounts of data. In environments such as media & entertainment and video surveillance, content must be delivered quickly and support the demands of high-resolution video formats. In life sciences, volumes of scientific data continue to grow as next-gen instruments become less expensive and there is a need for economical and scalable tiered storage to manage the files. In fact, according to the IDC white paper, sponsored by Quantum, StorNext customers interviewed for the white paper each had storage assets on average of 5.2 petabytes (PBs) or 3.3 TBs per employee which is 1,000 times the industry average.

The StorNext File System is a high-performance shared file system that supports access to data over SAN and LAN topologies. It is available as a standalone software license or packaged in a StorNext Metadata appliance. StorNext enables maximum file delivery performance by providing file locking and metadata management that does not take place in the data path. StorNext also supports storage tiering and archiving through its StorNext Storage Manager™ software and StorNext AEL Archive appliances. Policies can be automatically set to migrate files to a secondary disk or tape tier for reduced storage costs or archiving, with user access to such files managed transparently through the StorNext File System. Archived tapes can also be vaulted inside or outside the library for further cost savings and can be monitored for data integrity to ensure that content stored on tape will be accessible again.

To further simplify StorNext implementations, Quantum also offers StorNext Gateway appliances to enable fast and highly available access to shared data over Ethernet, where its proprietary Distributed LAN Client technology performs more than 50 percent faster than traditional NFS or CIFS protocols. Additionally, the StorNext Q-series storage line provides high-speed primary storage that is optimized for a wide range of big data environments.

### **Supporting Quote**

**Janae Stow Lee, senior vice president, Filesystem and Archive, Quantum:**

“Quantum is committed to helping its customers evolve and capitalize on new opportunities. Whether it’s the monetization of media content for broadcasters or ingesting and processing highly detailed video surveillance images, StorNext has long served as the key technology enabling the management of massive data files for organizations of all sizes. Not only do our growing StorNext shipment numbers validate this point, but we now have the ROI metrics to quantify the tremendous value we bring to customers.”

### **Additional Resources**

- Visit Quantum’s booth located in Hall 7, Stand G30 at IBC, Amsterdam, September 7-11. For more details on Quantum news and activities at IBC, go to: <http://www.quantum.com/ibc2012>
- To read the IDC white paper sponsored by Quantum, *Demonstrating the Business Value of StorNext*, visit: <https://iq.quantum.com/exLink.asp?9125871OA32A52I35139128>
- Learn more about StorNext and the StorNext appliance family: [www.quantum.com/products/BigDataManagement/index.aspx](http://www.quantum.com/products/BigDataManagement/index.aspx)
- Participate in the StorNext Community Forum: <http://stornextforum.com>
- Follow the latest StorNext happenings on Twitter: [www.twitter.com/stornext](http://www.twitter.com/stornext)
- Join the StorNext conversation on Facebook: [www.facebook.com/stornext](http://www.facebook.com/stornext)

### **About Quantum**

Quantum is a proven global expert in data protection and big data management, providing specialized storage solutions for physical, virtual and cloud environments. From small businesses to major enterprises, more than 50,000 customers trust Quantum to help maximize the value of their data by protecting and preserving it over its entire lifecycle. With Quantum, customers can Be Certain™ they’re able to adapt in a changing world – keeping more data longer, bridging from today to tomorrow, and reducing costs. See how at [www.quantum.com/BeCertain](http://www.quantum.com/BeCertain).

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“Safe Harbor” Statement: This press release contains “forward-looking” statements. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. Specifically, but without limitation, statements relating to 1) customer benefits and value to customers from using StorNext software and hardware solutions and appliances and 2) customer demand for and Quantum’s future revenue from such solutions and appliances, are forward-looking statements

within the meaning of the Safe Harbor. All forward-looking statements in this press release are based on information available to Quantum on the date hereof. These statements involve known and unknown risks, uncertainties and other factors that may cause Quantum's actual results to differ materially from those implied by the forward-looking statements. These risks include operational difficulties, unforeseen technical limitations, unexpected changes in market conditions and unanticipated changes in customers' needs or requirements, as well as the risks set forth in Quantum's periodic filings with the Securities and Exchange Commission, including, but not limited to, those risks and uncertainties listed in the section entitled "Risk Factors," in Quantum's Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 9, 2012 and Quantum's Annual Report on Form 10-K filed with the Securities and Exchange Commission on June 14, 2012. Quantum expressly disclaims any obligation to update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.