



## FOR IMMEDIATE RELEASE

# Lan 1 appointed as official Authorised Service Provider for Overland Storage

**Sydney, July 3rd, 2009** – Lan 1, value-added distributor of a range of IP Storage, IP Networking, IP Security and IP Surveillance products, today announced it has been appointed as an official Authorised Service Provider for Overland Storage in Australia. The agreement enables Lan 1 to act as the authorised service agent for Overland Storage's Snap Server range of products.

End users with an Overland Storage will benefit from the new arrangement through localised warranty claims and stocking of spare parts. Nationally, Lan 1 has trained service technicians who can assist with in-country, in-time zone problem resolution and local people who can escalate issues to Overland Storage through a specialised support channel.

"Resellers will not only benefit from localised services, support and spares, but may now also purchase 24x7x365 onsite rapid replacement, down to a 4 hour response time on the Snap Server range. The benefits are also enhanced through local training, pre-sales design and specification, proof-of-concept and onsite installation services that will be resold by resellers to their customers at an extra margin" said Matthew Brand, Business Manager of IP Storage at Lan 1.

Colin Baker, Technical Services Manager at Lan 1 says "Lan 1 has recently moved to strengthen its services department. Our lines of business compliment each other and the storage component underpins two of these. When Overland Storage offered the opportunity to train us to better support the strong base deployed here it was something we saw as advantageous to our distributorship and a way to provide our customers with the confidence that the products would be well supported."

"Overland Storage has identified Lan 1 as fully committed to selling and servicing our end-users, ensuring further development of the solid reputation that we have in Australia. With a technical team in Sydney, Melbourne and Perth backed by around the clock services and support plus an already existing business relationship selling Snap appliances, we are very excited about the future of this relationship" said Mark Bath, Director of Global Service Business at Overland Storage.

For further details on available service options or to determine your Overland Snap Server registration, warranty or service contract then please contact Lan 1 immediately on 1300 301 053 or email [enquiry@Lan1.com.au](mailto:enquiry@Lan1.com.au).

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### About Lan 1

Lan 1 is a value-added distributor of IP Storage, IP Networking, IP Security and IP Surveillance products and solutions for entry-level applications through to mission-critical enterprise networks. With a major focus on partner relationship development, Lan 1 aims to provide partners with the essential skills to design, configure, deploy and service a complete range of IP products and solutions. Through personalised pre/post sales support, vendor certified training seminars and an enterprise-level support team, Lan 1 empowers its partners to offer scalable, practical and cost-effective solutions to the end user. [www.Lan1.com.au](http://www.Lan1.com.au)

### About Overland Storage

Overland Storage provides affordable end-to-end data protection solutions that are engineered to store smarter, protect faster and extend anywhere — across networked storage, media types and multi-site environments. Overland Storage products include award-winning NEO SERIES® and ARCVault™ tape libraries, REO SERIES® disk-based backup and recovery appliances with VTL capabilities, Snap Server® NAS appliances, and ULTAMUS™ RAID high-performance, high-density storage. Overland sells its products through leading OEMs, commercial distributors, storage integrators and value-added resellers. For more information, visit Overland's web site at [www.overlandstorage.com](http://www.overlandstorage.com)

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