



Corporate Fact Sheet

At Spectra Logic we define, design and deliver innovative data protection and backup solutions through tape backup and disk-based backup, recovery and archive storage solutions. By igniting innovation we challenge expectations of the data protection market with intelligent, integrated, and simple to use backup and archive technologies. Throughout our 30-plus year history we have delivered high-density, feature rich storage with unmatched service and support to customers worldwide.

Management Team

Nathan C. Thompson; *Chairman and CEO*

Jon Benson; *Vice President of Emerging Markets*

Brian Grainger; *Vice President, WW Sales*

Brett Huston; *Vice President, General Counsel & Secretary*

Andrew Philippou; *Vice President, WW Service & Support*

Molly Rector; *Chief Marketing Officer*

Brian Rome; *Chief Financial Officer*

Matthew T. Starr; *Chief Technology Officer*

Highlights and Recognitions

- Posted record results and 30% year-over-year revenue growth for Fiscal 2011
- Named to CRN's 2011 5-Star Partner Programs Guide for second year in a row
- T-Finity wins Tape-Based Product of the Year at 2011 UK Storage Awards
- Spectra tape libraries swept Storage Magazine's 2010 Quality Awards
- nTier receives high marks in the InfoWorld test lab review, September 2010
- T-Finity library named 'Green Product of The Year' at 2010 U.K. Storage Awards

Product Overview

Tape Libraries

Spectra T-Series tape libraries offer innovative hardware that helps the modern data center overcome the challenges associated with exponential data growth.

- Current Provider of the largest storage system in the world: 3.2 EB
- Support for LTO and TS11XXX tape technologies
- Slots: 10 through 400,160
- Performance/Throughput: 1.8 PB/hr (LTO-6 @ 2.5:1 compression)

BlueScale Management Software

Released in 1994, Spectra's BlueScale® management software has provided an intuitive feature-rich user interface that brings a new level of efficiency into the tape library environment. By staying flexible to meet evolving storage requirements, BlueScale continually improves tape management by supporting new technologies that increase system availability, reliability, and data integrity.

Disk-Appliances

nTier appliances are designed to meet any requirement, providing a complete tiered storage platform for archiving and backing up data to both disk and tape.

- 8 TB to 120 TB of capacity in 4U or less
- RAID-6 protected, high-density SATA disk
- Redundant multicore processors
- Seamless tape library connectivity



Locations and Sales Offices

Corporate headquarters:

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Corporate Milestones

- 1979:** Western Automation founded in 1979 in CEO's University of Colorado dorm.
- 1984:** Business focus is memory boards with disk interfaces.
- 1988:** Western Automation acquires and becomes Spectra Logic Corporation, a data storage company.
- 1992:** Business focus changes to backup software and tape storage.
- 1995:** Adds tape libraries to supplement its software product line.
- 1997:** First to automate Sony AIT tape technology in a library.
- 1999:** First to offer embedded Fibre Channel libraries.
- 2000:** First to offer integrated partitioning with Shared Library Services.
- 2001:** Spectra design exceeds 100 tape slots per square foot.
- 2002:** Spectra and its partners accomplish terabyte-an-hour backup and restore. First to offer customer replaceable robotics.
- 2003:** First to offer all-native iSCSI tape libraries. First tape library that integrates with disk in one frame: Spectra T950 with RXT.
- 2004:** Introduces TeraPacks or storage "chambers" for grouped media management.
- 2005:** First to market with hardware-based Encryption.
- 2006:** First to offer hardware-based, VTL encryption with compression (RXT).
- 2007:** First to offer archive and backup servers (nTier).
- 2008:** Media Lifecycle Management released as the first in-library tool that significantly reduces errors caused by tape media. T-Series Mid-Range line (T200, T380, T680), with unique TranScale™ architecture released. **2009:** Celebrates 30th anniversary with announcement of T-Finity, the market's largest, most scalable and high-performing library.
- 2010:** Sweeps Storage magazine/SearchStorage.com's 2010 Quality Awards for 14 enterprise and midrange tape library categories. Earned highest scores for any tape library and product support in all five years of the awards program. Established the Active Archive Alliance as one of four founding members.
- 2011:** Initiated the first Tape Summit, an industry-wide event on the state of the tape market.

SpectraEDGE Channel Partner Program

- 10% growth in channel partner reseller base in fiscal 2011.
- EDGE partner network exceeds 500 worldwide reseller members.
- Represents 80% of annual revenue.

SpectraGuard Customer Service and Support

Our approach: Straightforward, simple, and results-driven support without any of the hold-ups commonly associated with protocol or policy. Customer satisfaction is our highest priority, and we are focused on ensuring that our service and support interactions exceed our customer's expectations. Our support staff is cross-trained over the entire storage environment, not just hardware, so we are prepared to assist with any data protection issue. We are committed to solving all issues and creating satisfied customers, from when it is opened until it is closed.

Online and Social Media Sites



Corporate Website
www.spectralogic.com



Facebook
www.facebook.com/spectralogic



Twitter
www.twitter.com/spectralogic



Blog
www.spectralogic.com/blog



LinkedIn
www.linkedin.com/spectralogic



YouTube
<http://youtube.com/user/spectralogic>