



Storage Solutions, Inc.

Wayne Augsburger

Vice President Marketing

Cygnet Storage Solutions, Inc

2560 Junction Ave

San Jose CA 95134-1902

P: +1-408-383-2199; F:+1-408-954-9017

waynea@cygnet.com

A NEW PARTNERSHIP EMERGES

Cygnnet Storage Solutions, Inc.

- The leader in open platform 12-in. optical storage solutions
- Sales/market presence in America's, Europe, Pacific Rim
- Partnered with leading integrators, distributors

+

DynaTek Automation Systems, Inc.

- High-performance storage systems for desktops, networks
- Product engineering, integration expertise
- \$100 million run rate

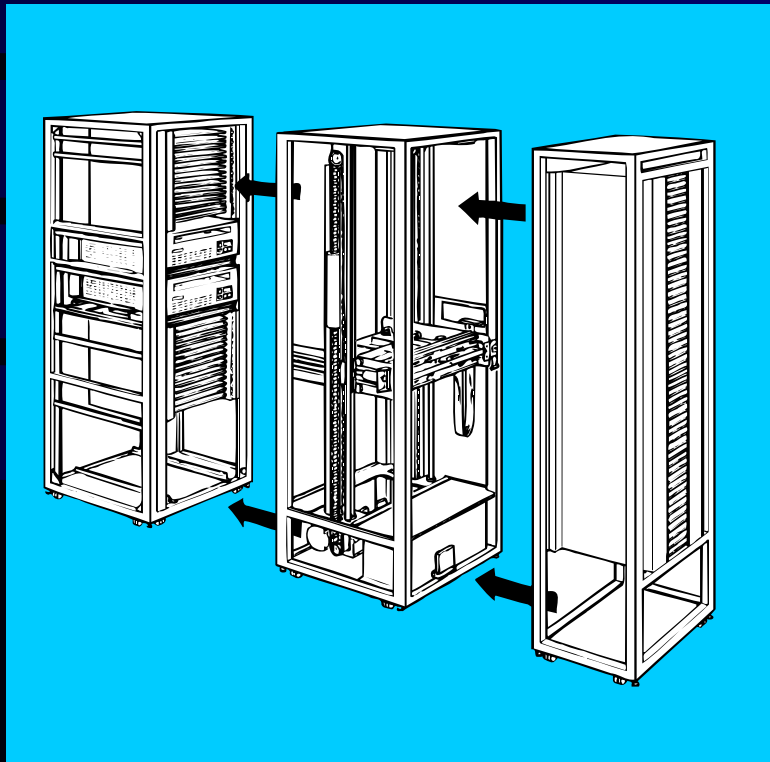
=

A WORLD LEADER IN STORAGE SOLUTIONS

GROWING PRODUCT FAMILY

- Series 1800 Expandable Jukebox™
 - More installs than any large-format optical library
- Infinidisc™
 - Modular, cost-effective CD library
- Crossfire™
 - Versatile CD-mastering, duplication
- Replicator™
 - Automated CD-production system

SERIES 1800 EXPANDABLE JUKEBOX™



The Industry's Most Experienced Jukebox

- Four Models: From 176 GB to 1.69 GB
 - Total field upgradability: capacity, drives
- Widest Choice of 12-in. Drives and Media
 - WORM, Rewritable
- High Performance
 - 8 second average exchange
- Field-proven reliability
 - Tested to 520,000 Exchanges
 - 1,600 installed systems worldwide

Why Compact Disc

❖ Growth of Compact Disc Technology

- Production Costs have fallen
- Adoption of the CD Format Standards
 - Data accessible by Unix, DOS, OS/2, MAC, NT, Novell
- Durability of Media
- Capacity

CD-ROM Growth

❖ Factors for Growth

- CD Rom Drive Prices Plummeting
- Boom in New CD-ROM Titles
- CD-R Packet Recording
- Reliability
- Portability

❖ Estimated 100% Annual Growth in Drives and Jukeboxes

CD-ROM Server Types

❖ Tower

- CDs are Mounted in Dedicated CD ROM Drives

◆ Advantages

- Speed

◆ Disadvantages

- Cost per CD

CD-ROM Server Types

❖ Jukebox

- ◆ CDs Are Stored in a Carousel or Shelves and are Mounted to CD Drive as Data is Requested
- ◆ CDs are Mounted via Robotic Arm
- Advantages
 - ◆ Low Cost per CD
- Disadvantages
 - ◆ Access Time

Tower or Jukebox?

❖ Tower

- On-line applications where many users access a small group of CDs frequently
 - ◆ Where access time is critical

❖ Jukebox

- Near On-line applications
 - ◆ Archival information
 - ◆ Reference material
 - ◆ Large data repositories
- 📁 CD production applications

Replicator

- Unattended CD Duplication or Publication
- Autoload up to 50 CDs
- Records 4 CDs per Minute
- Supports All CD Formats
- Standalone or Server-Controlled Operation



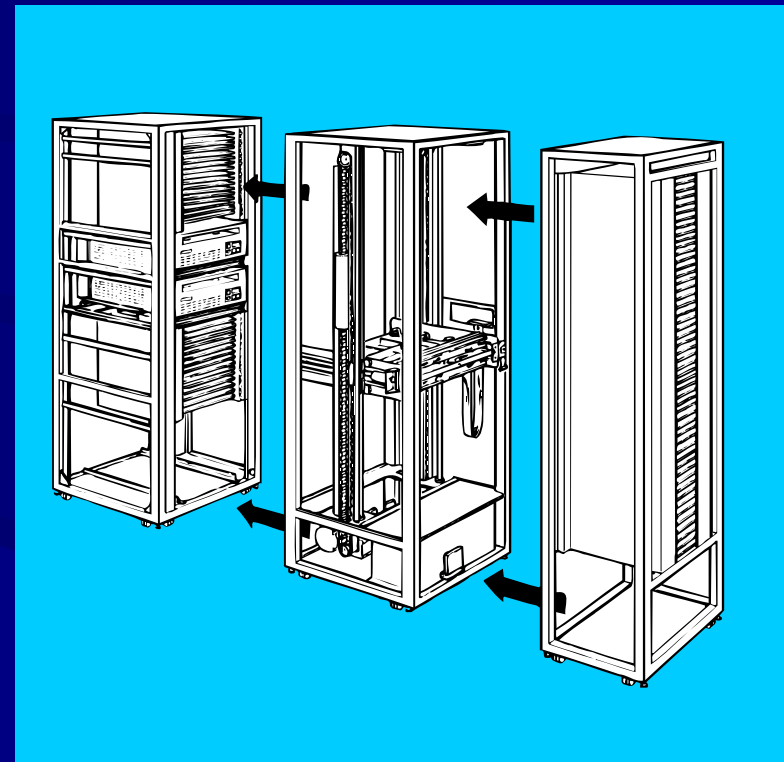
CrossFire

- 4X CD Recording
- On-board Hard Drive
- Compact Desk-top Format
- Plug-in, Replaceable Modules
- Supports All CD Formats
- Standalone or Server-Controlled Recording
- Optional Add-in Device Support



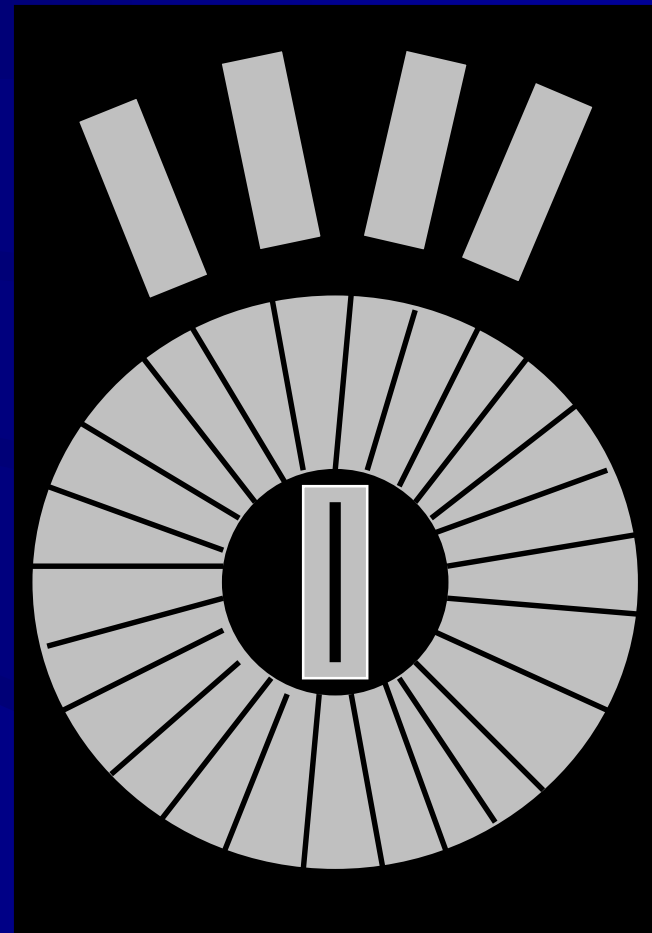
Traditional Jukebox Concept

- X-Y Motion
- Vertical Stacks of Disks or CDs
- Requires Customized Drives
- Vertical Expansion Limit of 7 CDs/inch
- Horizontal Expansion = Major Mechanical Changes
- CDs in Trays or Caddies
- No Field Expansion



The Carousel Jukebox Concept

- Single Rotating Shelf
- Vertical Mount Drives
- Requires Customized Drives
- Simple, Low Cost Mechanisms
- No Vertical Expansion
- No Horizontal Expansion
- Limited Drive Expansion





Jukebox Concept

- Vertical Changer/Rotating Shelves
- Simple, Low Cost Mechanism
- Standard Trayload Drives
- Vertical Growth = 28 CDs per inch
- Field Expansion
- Supports Future Device Types - Printers, DVD





Structured for Growth



Standard Specifications

- 250 or 500 CDs
- 2, 4, 6, or 8 CD Readers or Recorders
- 12X Readers, 4X Recorders
- I/O; Single Disc or 50 Disc Bulk Load
- Daisy Chaining Controllers
- RS-232 or SCSI 2 Interface
- Change Time 11 sec
- Cost \$28 - \$40 per Slot; or \$.07/MB





Modularly Structured for OEM Customization

- Flexible rack mount
 - short or tall racks
 - add custom components
- Up to 44 drives
- Up to 2500 CDs
- CD Printers

The Breakthrough

- 19" Rack Dimension = Vertical Upgrade Growth
- Changer - Simple "Inside Hub" Gripper
- Vertical Arm - Simple Belt Motion
- Carousel - Compact CD Shelf Storage
- Standard Tray Load Drives; Drive Upgrade Flexibility - DVD
- Future Trayload Devices: e.g. Printers
- Carousel CD Ejector/I/O Slot



The Cygnet CD Family

Enabling Industry Applications

Marketing

- Asset Management
- Multimedia Marketing Communications

Banking

- Statement Distribution
- Check Image Archival & Distribution
- Document Archival

Healthcare

- Diagnostic Image Interchange and Archival
- Patient Records/Document Archival

Computer Software

- Software Distribution
- Archival

Entertainment

- Animation & Multimedia Archival
- Broadcasting Spot Generation
- Video Game Distribution



Government

- Document Exchange & Distribution
- Records Archival
- Document Management

Legal

- Litigation Support
- Document Exchange & Distribution