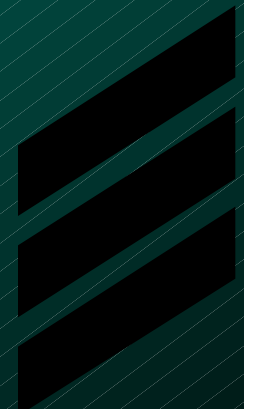


**Minicartridge
Tape Drives from...**



**EAGLE[™]
EXABYTE[®]**



The Exabyte Reputation

from a Gigabyte to a Terabyte



- World's largest manufacturer committed solely to Tape
- Designed for reliability
- Award winning toll-free Technical Support

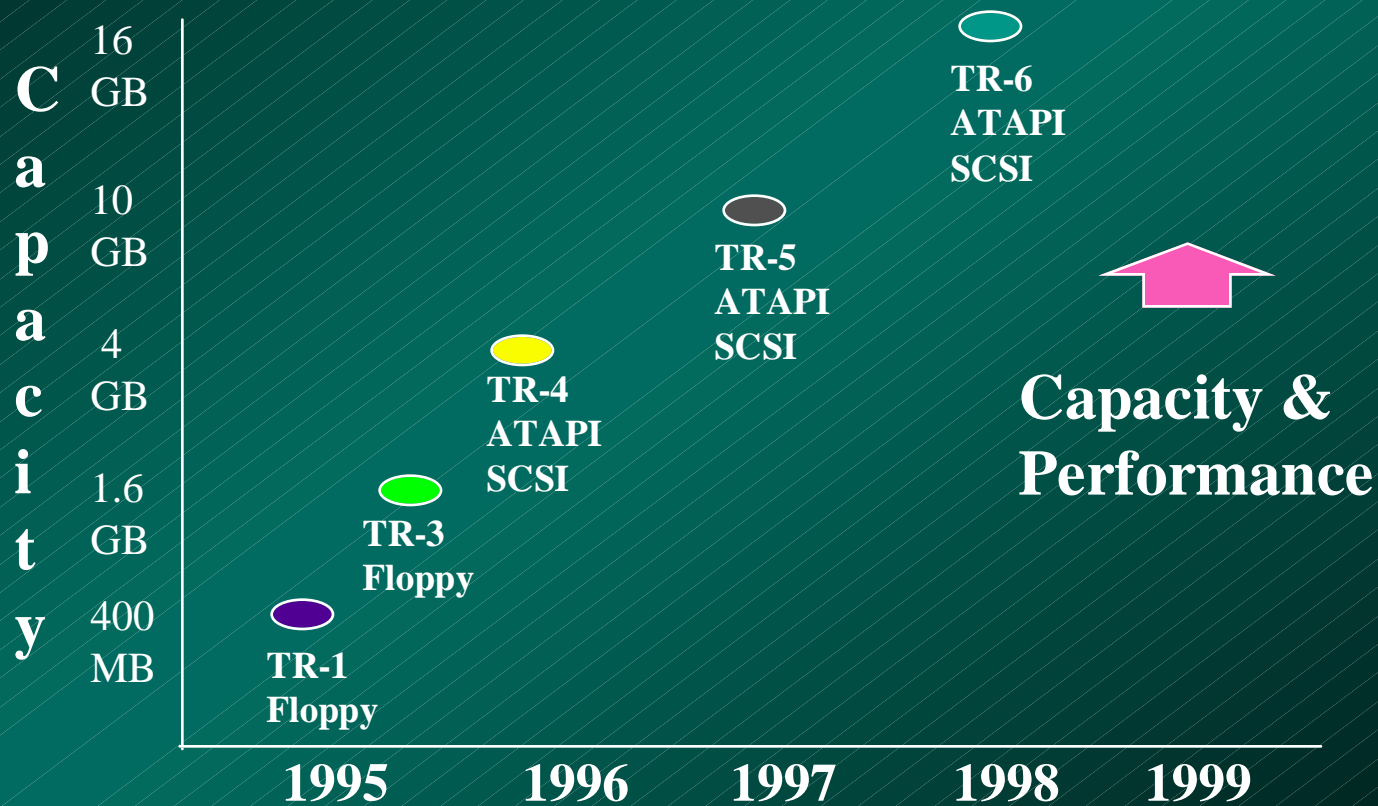
Eagle Division

- Opened in late spring, 1995
- Commitment to Travan Technology
- Bob LiVolsi appointed General Manager
- Minicartridge brain-trust
 - Mass storage division of Everex
 - HP/CMS
- Addresses the low end of the market.

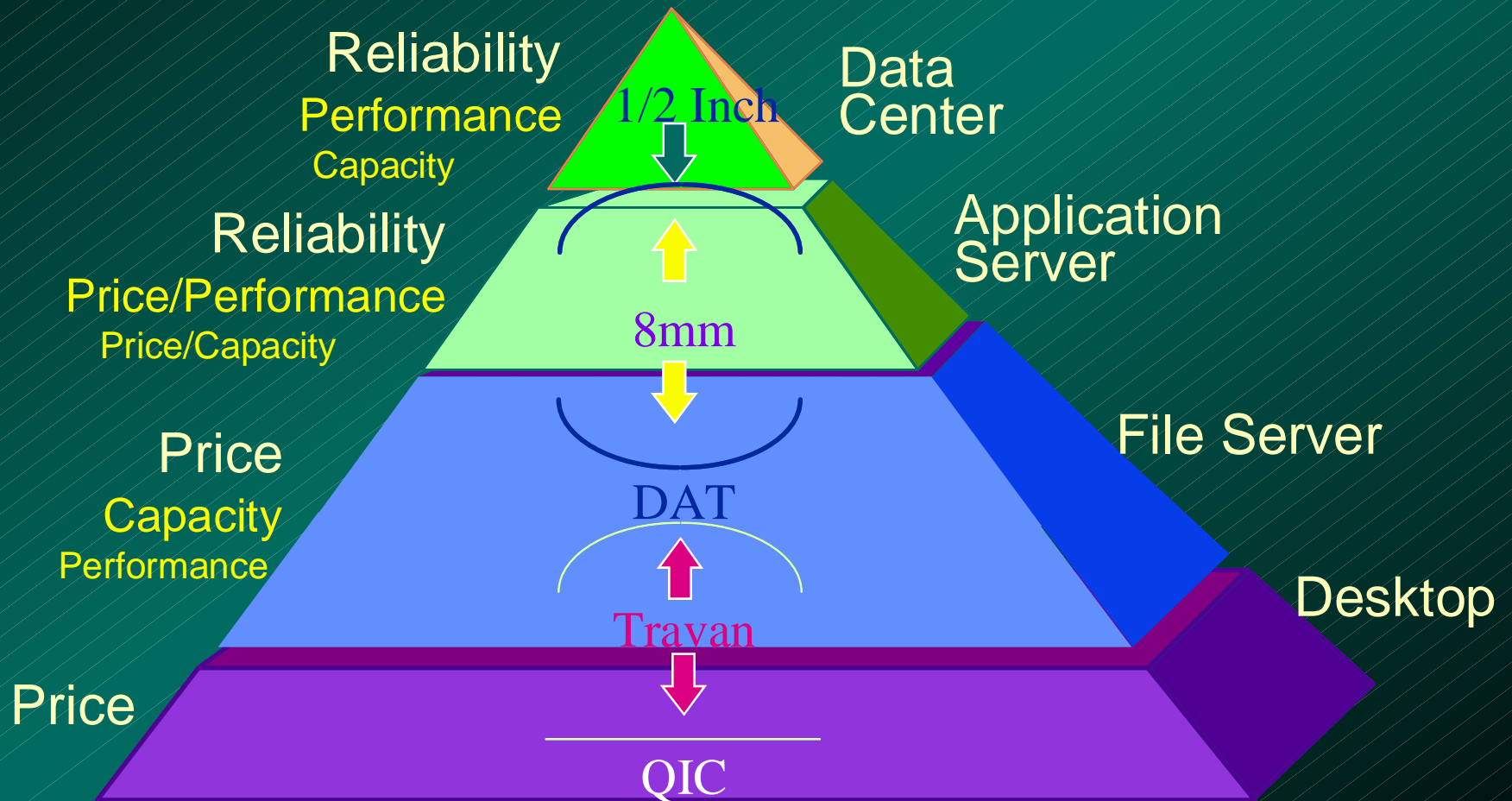


Travan Roadmap

Shaping the Future of Storage Management



The Changing Landscape



Mass Storage Considerations



- Too much, too expensive for Fixed Hard Drive
- Internet download
- 2 hour video = 3 GB
 - movie
 - training video
 - graphic animation
- Video E-Mail (archived)
 - 30 minute average/day
 - 11 hours per month
 - 16+ GB /month

MIS vs. Individual Considerations

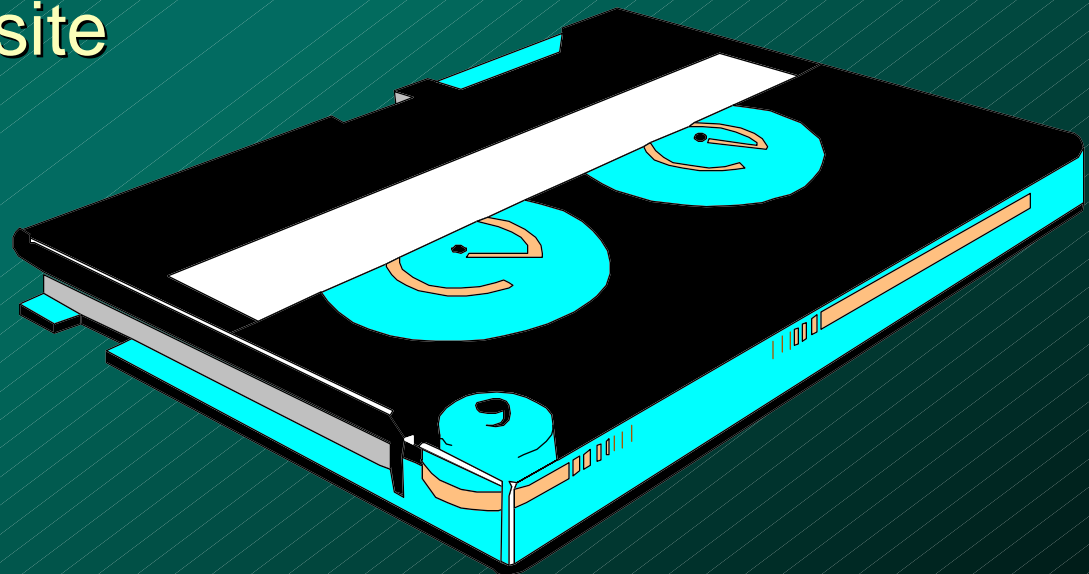


- Corporate control
- Systematic
- Thorough back up, archiving
- Data stored in one place
- More and more critical data scattered over more and more devices
- Personal control
- Data stored for individual use
- Flexible

The Advantages of Tape



- Single volume tape cartridges
- High Performance and Capacity
- Multiple systems
- Removable / Off-site
- Very low cost
- Supports video



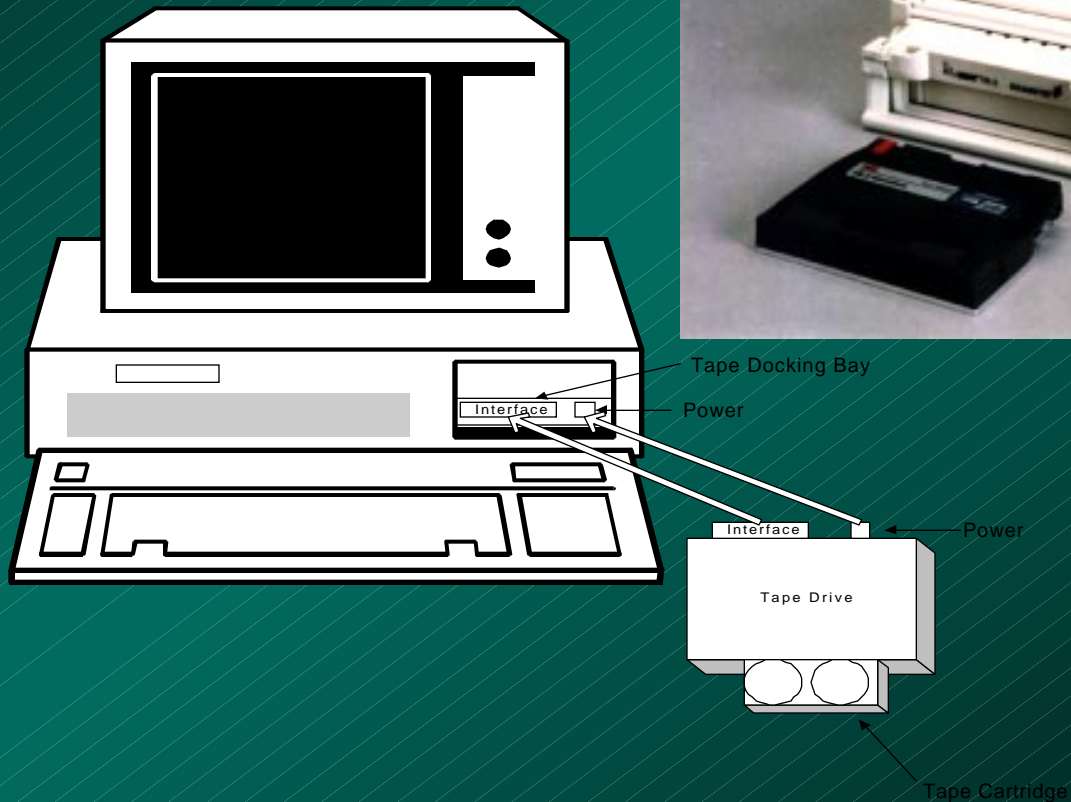
A
new
concept
in
tape backup

Portable

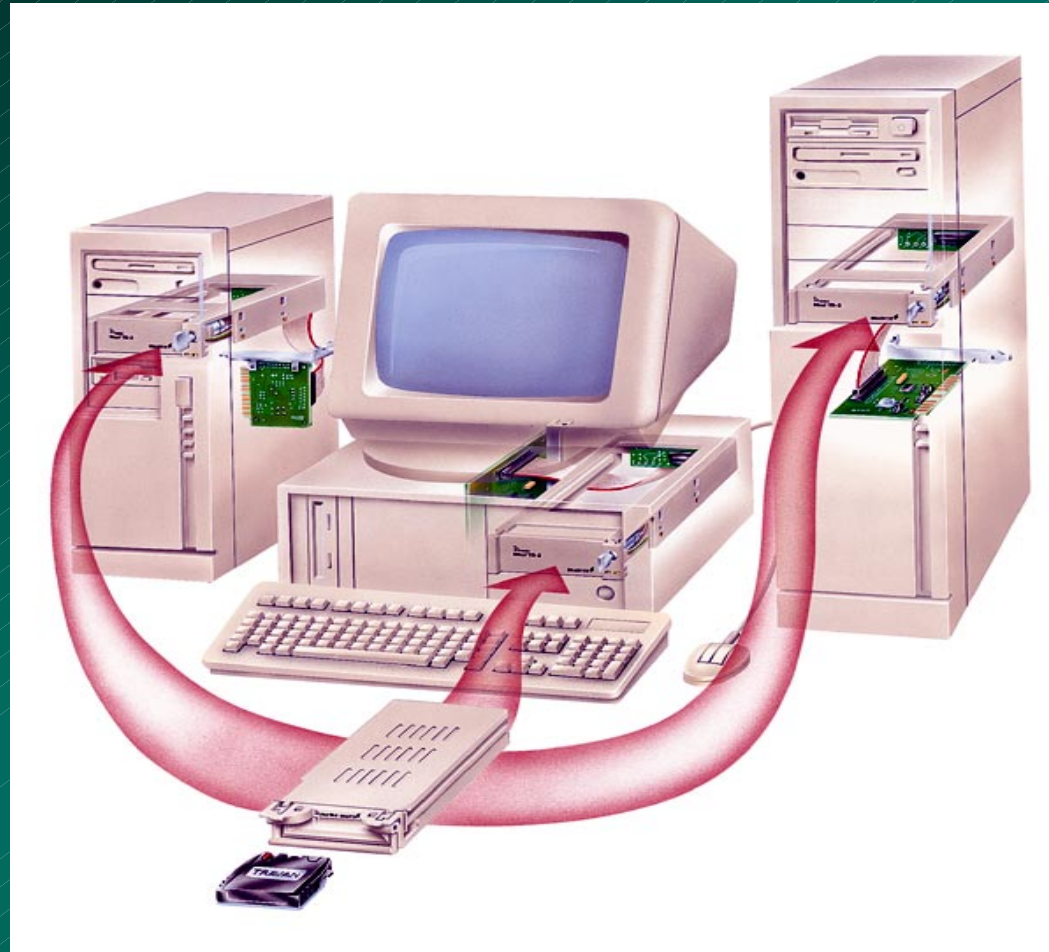
Cordless

Fast

Eagle Nest TR-3



Eagle Nest



← the Nest

Eagle Nest Targets



- High security installations
- Small businesses
- Corporate work groups
- Users with PCs at work and home
- Multiple PC households

Eagle Nest Value



- Market excitement
 - *CTR - Editor's choice*
 - *Imaging Magazine - Editor's choice*
- The fastest, most secure method to share a tape drive
- Move, back-up, or archive
 - *Removable*
 - *Up to 4.4 GB*
 - *FAST -- Up to 20 MB / Minute*



Cost of Archiving: Eagle Nest

Product	Typical 5 system config.* HW & Media	Cost of Backup Per PC System**	% More than Eagle Nest Solution	Hardware and Media Component Details
Eagle Nest TR-3	\$630	\$126	0%	1 Eagle nest TR-3 Tape Drive 4 Nests 5 4.4 GB tapes No Cables required No Media shuffle required
TR-3 Parallel Port	\$1120	\$224	78%	3 TR-3 Parallel Port tape drives 3 parallel cables 3 power transformers 5 4.4 GB tapes No Media shuffle required
External Zip	\$2355	\$471**	374%	3 external parallel port drives 3 parallel cables 3 power transformers 110 Zip disks Media shuffle - 22 times/backup
External Jaz	\$3315	\$663**	526%	3 external parallel port drives 3 parallel cables 3 power transformers 15 Jaz disks Media shuffle - 3 times/backup
CD-Recordable (Write Once)	\$3443	\$688**	547%	3 external SCSI port drives 3 SCSI cables 3 power transformers 35 CD's Media shuffle - 7 times/backup

* = Capacity backup per system is 4.4 GB

** = Does not include time-value of swapping disks or CD's to complete 1 full backup

Eagle TR-3 and Eagle 96



Five reviews = Five wins



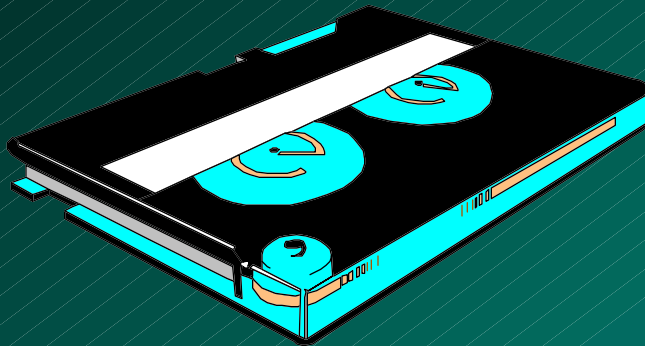
Editor's Choice, Computer Technology Review, June 1996
Top 100 Hardware Award, Home PC, April 1996
#1 QIC Tape Drive, VARBusiness, March 1996
"Best Buy" distinction, PC World, May 1995
Editors' Choice Award, PC Magazine, February 1995

Why Eagle 96 and Eagle TR3?



- Low returns
- Rugged Reliability
- High capacity hits the sweet spot
 - Up to 3.2 GB (Eagle 96)
 - Up to 4.4 GB (Eagle TR3)
- Rated Fastest Performance
- Toll-free Support 1-800-EXABYTE

Eagle Minicartridge Tape Summary



- Market Excitement with Innovative Product
- Known for Reliability
- Most affordable media
 - 1/10th cost of alternatives
- Fastest Throughput
- Ability to record broadcast video



Exabyte Eagle Division

1996 THIC