



NEWSletter

Volume 1, Issue 1



A New Year, A New Perspective

Welcome to the first issue of the DISC newsletter, where we will bring you the latest news and announcements at DISC. 2001 was a banner year for DISC and we ended the year on a particularly high note by completing our merger with our long-time partner NSM Storage. This merger allows us to enter 2002 as a true player in the global data storage market.

Many companies and government agencies are taking a hard look at safeguarding their data and DISC products are the solution for many of these environments. Applications like disaster recovery and affordably addressing storage growth are the markets where DISC products are ideally suited. There are many exciting new markets that can take advantage of our technologies and we intend to tap those markets and fuel our growth for 2002.

With a strong presence in the Americas, and now Europe, DISC is poised to begin the new year with a bang. Thanks for being a part of our team. Enjoy our first newsletter.

Robert W. Riland III
V.P. of Sales & Marketing

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>> In the News

Expanded DVD Support for Storage Libraries

DISC kicked off the new year by announcing expanded DVD support for the *NSM Series* product line. Now available in DVD-R & DVD-ROM configurations, DISC offers a complete line-up of libraries designed to satisfy both archival and NearLine storage requirements.

The new DVD-R technology from DISC utilizes standard media and provides storage capacities of 4.7 GB per surface, providing a true WORM solution.

V.P. of Sales & Marketing, Bob Riland, commented on the product launch by saying "...The addition of DVD-R technology to our product line allows our customers to use the latest and most widely accepted archival technology for today's storage hungry applications."

CapacityDoubler Now Available

With the arrival of new double-sided DVD-RAM media (9.4GB), DISC is pleased to announce delivery of the *CapacityDoubler* mechanism available for all *NSM Series* DVD-RAM libraries. The *CapacityDoubler* was engineered around our modular design concept and will utilize the same amount of space (15 slots), as a single drive/magazine. The product provides new, and existing customers, with an efficient way to increase the storage capacity.

The *CapacityDoubler* uses a highly compact design that fits into one drive bay in the rear of the library. Media capacity is reduced by only 15 slots when compared with competitor's products that can take up to 50 slots. The entire media flipping process takes less than 2 seconds, and multiple *CapacityDoubler* units can be installed in a single machine for high access demands.

Key Features of the *NSM Series CapacityDoubler*:

- Nearly doubles device capacity
- Lowers total cost per MB
- Minimum Additional exchange time
- High reliability
- Ideal location of flipper relative to drives
- Field upgrade for existing units

The *CapacityDoubler* will be standard on all DVD-RAM equipped NSM6000(DVR600) and NSM4000(DVR400) series libraries in the Americas, and available as an option in the EMEA and APAC markets. The flipper mechanism will be available as an option in all NSM2000(DVR100) and NSM3000(DVR300) series models across the board.

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Current users of all NSM Series and DV Series models can upgrade their systems to accommodate double-sided DVD-RAM media and take advantage of the lowest cost per MB available in data storage libraries today.

Software support for the CapacityDoubler will be available from Bakbone, K-Par, OTG, PoINT and QStar. If you have other software products which you would like to integrate the CapacityDoubler, please send an email to sandrade@disc-storage.com.

>> ISV Spotlight

DISC works with an extensive network of Independent Software Vendors (ISVs) who design and produce applications that support our storage systems.

- | | |
|---------------------------|---------------------|
| ADIC Software Development | Bakbone Software |
| Camino Software | CommVault Systems |
| Computer Associates | Instar |
| K-Par Systems | KOM |
| Legato Systems | LSC |
| MacPeak | Microsoft |
| Optisys | OTG Software |
| Pegasus Disk Technologies | Perceptics |
| PoINT Software | QStar Technologies |
| Smart Storage | Software Architects |
| Sun Coast Softworks | TenXpert |
| Tivoli | UniTree Software |

ISV Spotlight features will highlight individual companies in the months to come.

>> Application Story

Ingham & McLaren Medical Centers

The Challenge:

Ingham Medical Center, and their sister hospital McLaren Medical Center, located in Michigan offers extensive care programs in the areas of cardiology and cardiac surgery.

The Solution:

When Ingham and McLaren began looking for a filmless digital archiving system, their evaluations lead them to choose the DISC Optical Library (Orion Series) and Optimed's Opticor Image Management and Archiving System. Both Ingham and McLaren installed identical systems into their hospitals during the later part of 1999.

The DISC library at each hospital contains 1000 platters and can store up to 21,000 patient procedures. Designed to take both Ingham and McLaren through a three to four year growth period, Ingham is now exploring the option of digitizing their non-invasive cardiology images, like echo-cardiograms, and storing these images in an optical library.

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The Result:

By switching from 35-mm film to the archiving of digital images into an optical library the cost reduction, on a per-case basis has dropped significantly from \$55 to \$5.

Requests for images are also available 24 hours a day. If a patient comes into the emergency room or gets into trouble in the critical care unit, patient information can be immediately typed in and retrieved. Even referring physicians benefit from the DISC solution. When images were stored on film, the information couldn't be duplicated. Now, images are retrieved from the library, archived on to a CD and sent to the requesting physician while the original images remain safely archived on the system at the hospital.

As a result, the staff has been freed up to focus on more critical needs providing the hospitals with greater levels of efficiency.

One of the biggest benefits has been a reduction in radiation exposure to patients, physicians, and staff. By digitally acquiring the images and archiving them in the DISC library, the reduction of radiation to everyone in the room is huge. Electing to switch their entire system to digital imagery, eliminated usage of 35-mm film in the cath labs and reduced their levels of radiation exposure by an astonishing 60%.

Ingham and McLaren's desire to provide the best possible care to their cardiac-catheterization patients, physicians and staff has rewarded them with an environment that offers better safety, accessibility and efficiency.

>> Upcoming Events

DISC is scheduled to participate in the following tradeshow:



Dates: March 5 - 8, 2002
Location: San Francisco, CA
Booth #: 3014



Dates: March 13 - 20, 2002
Location: Hannover, Germany
Booth #: Hall 21 / D52



Dates: March 19 - 21, 2002
Location: Washington, D.C.
Booth #: 519



Dates: April 08 - 11, 2002
Location: Washington, D.C.
Booth #: S7018

>> Comments? Questions?

Do you have an idea for our next newsletter? We're always on the lookout for success stories. If you know of a company that might be interested in serving as a reference site, please let us know!

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