



NEWSletter

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Gaining Momentum

You can make a strong case for network storage and its continued growth in the IT marketplace by reviewing the advancements made over the past year. Developing from a back-office operation, storage infrastructures are now strategic assets for small businesses and large enterprises alike. Network storage, in all its varying forms, will continue to grow in importance beyond 2002.

DISC has spent the past year introducing products and solutions ahead of the curve to make the network storage promise a reality. Our customers in emerging markets such as video-on-demand, video surveillance and corporate and legal compliance are testament that our solutions are flexible enough to work in multiple environments and applications. Our goal is to provide a complete solution to the customer: a comprehensive hardware and software package that can manage their current and future storage needs.

One of the most exciting trends, looking forward, is the widely-anticipated UDO and Blu-ray optical storage formats, which will yield up to 30GB capacities per platter in 2003. Envision using these two technologies in one of our libraries, coupled with user-friendly network attach storage (NAS) connectivity, and you have a powerful combination of capacity and performance for virtually any storage requirement.

Other technologies, such as Serial ATA-RAID, are shaking up the status quo in the storage marketplace by offering a cost-effective alternative to the expensive SCSI-based arrays. What is really interesting is that SATA allows small and mid-size businesses to have true storage infrastructures in place, while in other applications SATA is an intriguing backup and disaster recovery solution. What this technology allows DISC to do is access an entirely new customer set, as they graduate from workgroup environments to mid-tier storage requirements, their backup windows will continue to grow. The choices they face are either to manage a growing backup solution, which requires time and manpower, or archive infrequently accessed data to an automated, nearline storage solution for secondary storage and long-term archive. We're betting that the latter option will be more appealing to end-users from both an operational and financial standpoint.

This year has been a challenging one in every respect which has seen us renew our commitment to the strategies set in place last year. Our products are easy to integrate into multiple environments using NAS and SAN technologies. Some of our highlights from the past year include:

- * Alliance with SUN Microsystems to provide medical archive systems
- * Best of Show Award at Government Technology West tradeshow
- * Introduction of Next-Generation Modular Upgrade Series libraries
- * DVD-R support for NSM Series libraries

All our hard work is paying off and we are gaining momentum, but we couldn't have done it without the continued support of our friends and customers.

On behalf of everyone here at DISC I would like to wish everyone a happy and healthy holiday season. See you next year.

Robert W. Riland III
President & CEO

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DISC Expands It's Next-Generation Archival Storage Systems with the NSM7000U

DISC introduced the upgradeable NSM7000U archival storage library this past November. The NSM7000U model is an extension to DISC's NSM3000U and NSM4000U next-generation systems, and allows customers to scale their storage capacity up from an entry point of 2.4 TB to over 6 TB within the same chassis.

The NSM Modular Series Libraries are flexible and robust storage solutions designed to address the changing storage requirements of many industries and markets, including government agencies, security agencies, graphics/multimedia, financial institutions and medical imaging. The NSM Series modular design architecture allows users to customize their solution by configuring drives, media slots, removable disk packs or adding a CapacityDoubler for double sided media.

"The expansion of our current product line to include the NSM7000U gives our customers increased flexibility in designing their storage solutions," stated Bob Riland, President of DISC. "Our goal is to develop and offer products that allow users to customize storage solutions that best fit their individual storage and budgetary requirements."

Product Specifications

Model	NSM7000U
Media Slots	510
Upgradeable Slots (Max)	705
Maximum # of drives	14
Max Capacity (9.4 GB)	6.48 TB
Media Exchange Time	6 sec avg
Intelligent Pack Technology	4 packs
CapacityDoubler	Optional
Data Interface	Dual / triple SCSI-2
	LVD optional
System	
MSBF (Robotic)	2,500,000 cycles
MTBF (Electronic)	60,000 poh
MLBF (Drive)	250,000 cycles
Weight	108kg / 240lb
Dimensions	
Width	365/833 mm
	14.4/32.8 in
Height	1500 mm
	59 in
Depth	655 mm
	25.8 in

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Event Recap

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>> Event Recap

COMDEX Fall 2002

DISC capped off this year's event circuit at COMDEX Fall 2002 under the bright lights of Las Vegas. The company made a strong showing by participating in three locations: at the SUN Partner Pavilion, demonstrating solutions which enabled UCSF medical center to create intelligent, integrated medical imaging systems, at the Recordable DVD Pavilion where the NSM7000U modular upgrade series libraries made their North American debut and at reseller partner Clarmont Information Systems Ltd. booth. ABC News Business Now also interviewed DISC President & CEO Bob Riland as part of their technology-sector watch, concluding a very successful week. Bob Riland summed up this year's show by saying, "We were extremely pleased with the results from COMDEX. There's no other place where a company has exposure to so many potential customers at a single time. The end-users that we spoke to this week expressed strong interest in our products and provided feedback which indicated we're on the right track."



Customers talk to President & CEO Bob Riland (left) Suzy Andrade & Mark Boyd (right) at the Recordable DVD Pavilion



Bob Riland addresses the audience at the Recordable DVD Pavilion panel discussion



Visitors to the DISC booth at the SUN Partner Pavilion talk to John Hoskins (left) about nearline storage solutions



Reseller partner Clarmont Information Systems Ltd. of Hungary displayed an NSM6000 library solution

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- Bob Riland, President & CEO

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