



LTO-8 and NEO[®] take another leap forward!

NEO Series tape libraries and stand alone drives are now available with LTO-8, delivering twice the storage capacity compared to their LTO-7 counterparts. [Click here to learn more about how to help you customers take advantage of NEO and LTO-8 to reduce their cost of ownership and maximize their ability to reliably protect their data.](#)

NEO Series tape libraries and stand alone tape drives have taken another leap forward, delivering the latest advances offered by next-generation LTO tape drive technology. LTO-8 is the 8th generation of tape drive technology, proving that customers continue to depend on the higher capacities and faster performance rates LTO technology delivers to their data centers for backup and archive applications.

In a recent study conducted by ESG (Enterprise Strategy Group), they concluded that IT organizations deploy tape solutions for data protection based on the speed, capacity and reliability characteristics tape delivers, as well as the “compelling economics compared with disk-based alternatives and even disk/cloud hybrid approaches.” In fact, the results of this study showed that LTO solutions data storage solutions provide an 85% savings over an all-disk solution and an 83% savings over a disk/cloud hybrid solution.

| Category | LTO Solution | All-disk PMO | Disk/Cloud Hybrid PMO |
|---|--------------------|---------------------|-----------------------|
| Hardware | \$496,396 | \$3,893,830 | \$2,858,598 |
| Software | \$210,000 | \$172,894 | \$172,894 |
| Media | \$120,710 | \$2,159,881 | \$1,727,905 |
| Cloud Services | \$0 | \$0 | \$356,248 |
| Infrastructure | \$527,547 | \$982,403 | \$787,429 |
| Maintenance and Support | \$85,248 | \$1,705,537 | \$1,291,441 |
| Staff Personnel | \$910,000 | \$6,779,500 | \$5,960,500 |
| Data Migration Costs | \$20,284 | \$174,640 | \$139,712 |
| Data Access Costs | \$40,915 | \$40,915 | \$606,028 |
| Total ten-year cost of ownership | \$2,411,099 | \$16,808,264 | \$13,900,747 |

NEO and LTO-8 is the latest way in which you can help your customers take advantage of the benefits of a tape-based long-term storage solution. Optimized for customers looking for cost-effective retention of big data, LTO-8 improves the cost-effectiveness of your customers' long-term storage solutions by providing of up to 12TB of native capacity, or 30TB compressed. Similarly, LTO-8 tape drives allow your customers to transfer and receive data incredibly fast with read/write speeds of up to 300MB/s native (1TB/hr) or 750 MB/s compressed (2.7 TB/hr). And, of course, when integrated into a NEO tape library your customers can benefit from features that leverage the advantages delivered by LTO-8:

- Storage capacities ranging from 96TB in a 1u NEOs StorageLoader to as much as 16.8 PB in our enterprise-class NEOxl
- Data transfer rates ranging from 1 TB/hr to 113.4 TB/hr.
- Flexible solutions designed to easily and affordably accommodate changes in data center requirements
- Storage densities of up to 400TB/u in order to optimize the use of valuable rack space
- High availability features such as redundant power and data/control path failover
- Compatibility with NEO Agility LTFS Archive solutions

LTO-8 is immediately available to order, for delivery beginning in November, in the following Overland-Tandberg products:

- NEOs StorageLoader
- NEOs T24 & NEOs T48
- NEO XL-Series
- Overland-Tandberg stand-alone bare/internal tape drives and desktop/external tape drives

One of the most exciting new features of LTO-8 is its ability to utilize LTO7 data cartridges. This allows customers to either utilize LTO-7 cartridges in their LTO-8 tape drives to achieve higher capacities (9TB native in LTO-8-M format vs. 6TB native in LTO-7), or to move to the LTO-8 cartridge itself for the full LTO-8 capacity of 12TB native. This feature allows budget-conscious customers to immediately gain increased capacity with no additional media cost, or move to higher-cost LTO8 media (expected availability in December/January) for the full 12TB/cartridge advantage.

Please ask your Overland-Tandberg sales rep for further details.

LTO technology continues to be at the forefront of long-term data storage applications. With the newly announced LTO roadmap that outlines a path to a 12th generation of LTO (with 480TB on a single cartridge), you can easily see why NEO tape solutions need to be an integral part of your customer's long-term data storage plans.

Sales and support for Overland-Tandberg products and solutions are available in over 90 countries.
Contact us today at sales@overlandstorage.com or sales@tandbergdata.com

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