

PRESS RELEASE



For Immediate Release

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StorageQuest & Primera Target SMB's with DVD Backup & Archive Solution to Replace Tape Autoloaders

Low Cost, Network Enabled Compliant Storage Solution Will Challenge Tape

Ottawa, Canada – October 27, 2005 StorageQuest Inc. today announced it has certified its REFLECTOR Backup and Archival Software with the recently introduced Bravo XR Disc Publisher from Primera Technology, Inc. This is the first DVD backup solution to challenge the low-to-mid range tape autoloaders providing an archival and backup solution for compliancy with an industry standard TRUE WORM media.

Until today, tape autoloaders have been utilized in most small and medium business applications for backup of critical data. Tape based solutions have always had reliability concerns and used proprietary formats to record data, making data exchange expensive as all systems must have a tape drive and associated software to read the tape.

Today this has all changed. StorageQuest's REFLECTOR backup and archival application, when combined with Primera's new Bravo XR, is setting a new standard in how users will implement and utilize DVD technology as an integrated storage solution to meet backup and archival requirements of their data in an open and very cost effective way.

REFLECTOR's Disk-to-Disc architecture is designed to enable businesses to move from tape to DVD disc backup for compliant long-term data protection. REFLECTOR's long-term data protection features include file spanning, file splitting and optical disc labeling. File spanning automatically records optical discs for any backup dataset and optimally packs the data requiring the smallest number of discs. File splitting allows files larger than a single piece of optical media to split across multiple discs. Split files can be restored without using the REFLECTOR software on any operating system. The REFLECTOR software uses the industry standard UDF (Universal Disc Format) so that any data written to a DVD can be read on any Windows, Linux, UNIX or MAC OS X system without any client software. When you consider that just about every server, desktop and laptop is shipped with a DVD drive, there is no special hardware or software required to retrieve your data.

REFLECTOR will also automatically print a full-size, full-color, dynamic label on each DVD disc with the fields and information the user has specified during the setup process, making each disc is easily identifiable. Unique bar-codes can also be printed.

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"This announcement is more than just a certification process. It marks for the first time that there is a network-enabled backup and archive application supporting an automated, optical, rack-mounted data storage solution," said Fred Bedard, StorageQuest's Vice President of Sales & Marketing. "There is now a backup solution that provides a very cost effective solution for compliant storage utilizing industry standard DVD, which is TRUE WORM by design. This is a key differentiator between our solution and magnetic disk and tape solutions which 'emulate' WORM technology and are being touted as compliant storage solutions. When you consider a magnetic WORM tape can be erased by any standard magnetic eraser tool you have to ask how it can also be compliant. Another key differentiator is our breakthrough in price: for less than \$4,000.00, you can have a network-enabled backup and archival solution that not only writes your data to standard DVD's, but also prints a full-color label for easy identification of each disc's contents. Try doing this with a tape solution."

"With its unique, space-saving design and rugged construction, Bravo XR is our most versatile CD/DVD publishing unit ever," said Mark D. Strobel, Primera Technology's Vice President of Sales and Marketing. "When integrated with StorageQuest's REFLECTOR Software, users in 'mission critical' applications will find it to be a highly-reliable solution at a far more affordable price than traditional tape based solutions."

Pricing and Availability

The StorageQuest REFLECTOR Backup & Archive Software is priced at US\$795 MSRP for a complete network-enabled solution for the Primera Bravo XR Disc Publisher. The Bravo XR Disc Publisher is priced at US\$2995 MSRP. The Rack Mount Kit is US\$99.95. Both the Reflector and Bravo XR Disc Publisher are currently shipping from StorageQuest and Primera resellers worldwide.

About StorageQuest

Since its inception in 1998, StorageQuest has pioneered software technology, product and open solutions that continue to drive the evolution of Net-attached optical storage. StorageQuest storage solutions include network attached appliances, storage management software backup/archive applications and services providing seamless storage management for open network environments. StorageQuest, Inc. is headquartered in Ottawa, ON Canada; www.StorageQuest.com or Info@StorageQuest.com.

About Primera Technology

Headquartered in Plymouth, Minnesota, U.S.A., Primera Technology, Inc. is the world's leading developer and manufacturer of CD/DVD duplication and printing equipment. Primera is known for its Composer[®] line of CD/DVD duplicators, Signature[®] line of CD/DVD printers and the world's best-selling Bravo[™] II and BravoPro[™] Disc Publishers. Primera can be contacted by calling 1-800-797-2772 (USA and Canada) or +1-763-475-6676. On the web, visit www.primera.com or email sales@primera.com.

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