

# Quantum and ADIC: A Great Combination

*May 2, 2006*

**Quantum.**

## What We are Announcing Today

*The two leading, independent backup, recovery  
and archive providers...*

**Quantum** + **adic**  
Intelligent Storage™

*are joining together to give customers...*

*the most comprehensive and integrated  
range of solutions for securely storing,  
managing, protecting and recovering their  
data in open systems IT environments*



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# The Opportunity

Unprecedented Opportunity for a Storage Industry Innovator to Deliver Integrated Backup, Recovery and Archive Solutions

- Data growth rates show no signs of slowing
- Storage remains a top IT decision-maker priority
- Regulatory compliance issues increase storage complexity, risk and cost
- Existing storage architectures no longer meeting requirements
- Users seeking trusted suppliers that can deliver best-of-breed solutions
- Constrained IT budgets dictate strong focus on total cost of ownership



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## \$20 Billion Growth Market

Target Market Represents Growth Opportunity that is 2x  
the Rate of Storage Industry Overall

**Total Storage Market  
End-user Revenue  
\$ Billions**

**"Recovery" Storage Market  
End-user Revenue  
\$ Billions**

Total Storage Market	2006	CAGR%	Recovery Storage Market	2006	CAGR%
Network Infrastructure	\$ 3.2	17.5%	Recovery Services	\$ 0.08	14.9%
Management Software	\$ 8.9	11.6%	Recovery Net. Infra.	\$ 1.3	23.8%
Tape Devices / Systems	\$ 7.9	5.1%	Recovery Mgmt. Software	\$ 5.3	12.0%
Host-Attached Disk	\$ 7.3	-5.5%	Tape Devices / Systems	\$ 7.9	5.1%
Disk Arrays	\$ 18.4	5.8%	Recovery Disk Systems	\$ 4.9	15.7%
<b>Total</b>	<b>\$ 45.7</b>	<b>5.3%</b>	<b>Total</b>	<b>\$ 19.4</b>	<b>10.6%</b>

CAGR% for 2003-2008

Source: IDC

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## Strategic Rationale

- Unequalled portfolio of innovative backup, recovery and archive solutions
- Outstanding customer access & go-to-market infrastructure
- High relevance to target customers, channel partners and OEMs
- Best-in-class global service delivery
- Broad scale across systems, software, devices, and media portfolio
- Increased financial strength expands investment opportunities in high growth areas
- Deep base of R&D expertise facilitates greater innovation



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## Delivering Greater Value to Customers and Partners

- **Coming together to become the largest independent provider of backup, recovery and archive solutions**
  - Address customers evolving data protection, retention and recovery needs
- **Most comprehensive and integrated range of solutions**
  - Unparalleled portfolio of systems, software, devices, media and service capabilities
- **Benefits of scale and integration, and a single source of intelligent and innovative products and services**
  - Deliver unsurpassed value to customers and partners
  - Financially positioned to invest in new solutions to address emerging storage challenges
- **Much stronger go-to-market infrastructure**
  - Larger and better leveraged sales and service capabilities
  - Enhanced support for channel partners, OEMs and end-users
- **Broader base of R&D expertise provides opportunities for greater innovation**

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## Broad Coverage of User Needs

<ul style="list-style-type: none"><li>• <i>Plug &amp; play</i></li><li>• <i>Price &amp; value</i></li><li>• <i>Simplicity</i></li><li>• <i>Reliability</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Point solutions</i></li><li>• <i>Flexibility</i></li><li>• <i>Reliability</i></li><li>• <i>TCO</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Total solutions</i></li><li>• <i>Performance</i></li><li>• <i>RAS</i></li><li>• <i>Interoperability</i></li><li>• <i>ROI</i></li></ul>
<ul style="list-style-type: none"><li>• <i>Phone &amp; web support</i></li><li>• <i>Warranty</i></li></ul>	<ul style="list-style-type: none"><li>• <i>On-site &amp; technical support</i></li><li>• <i>Warranty</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Global on-site &amp; technical support</i></li></ul>
<ul style="list-style-type: none"><li>• <i>Volume channel</i></li><li>• <i>System &amp; regional OEMs</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Diverse channel</i></li><li>• <i>System &amp; regional OEMs</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Enterprise sales channel</i></li></ul>
<ul style="list-style-type: none"><li>• <i>Low-cost manufacturing</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Low-cost / flexible manufacturing</i></li></ul>	<ul style="list-style-type: none"><li>• <i>Configure-to-order manufacturing</i></li></ul>

*Workgroup*

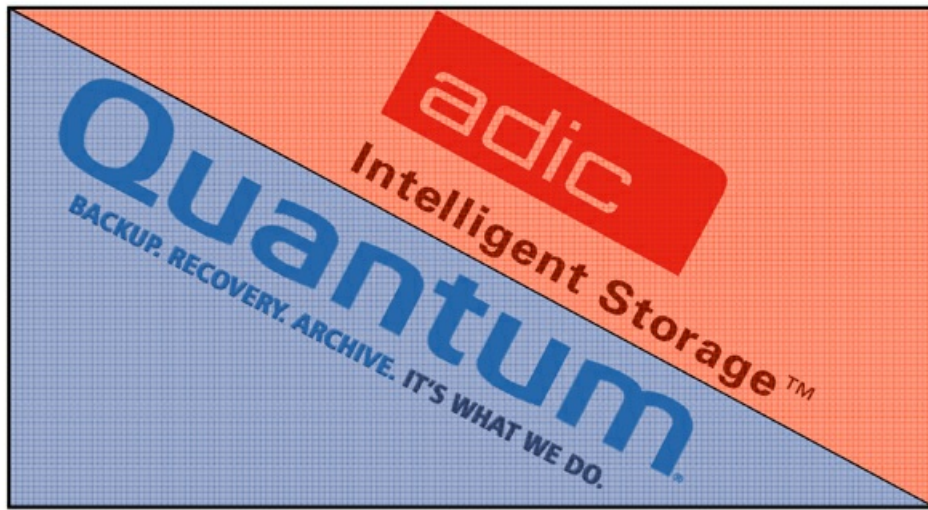
*Midrange*

*Enterprise*

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## Broad Coverage of User Needs



*Workgroup*

*Midrange*

*Enterprise*

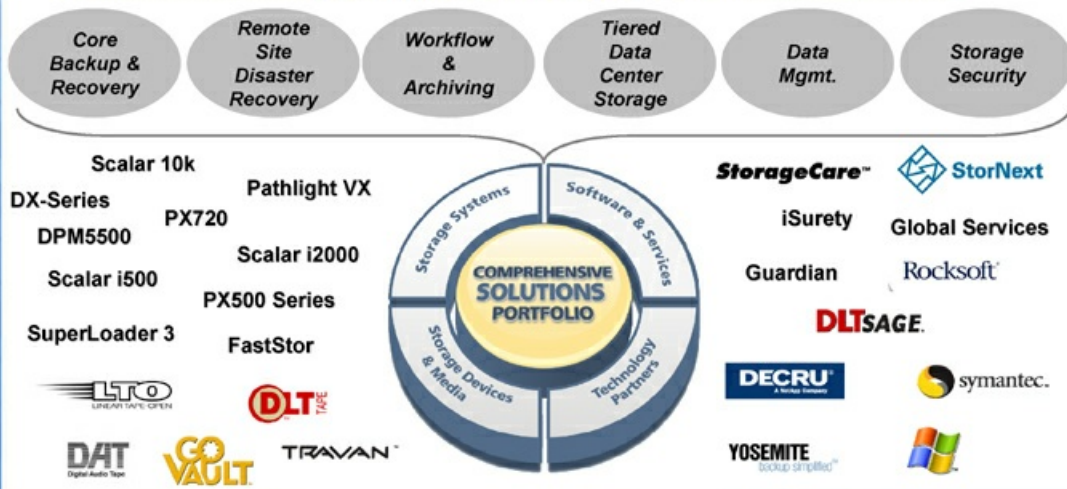
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# Extensible Solutions Platform

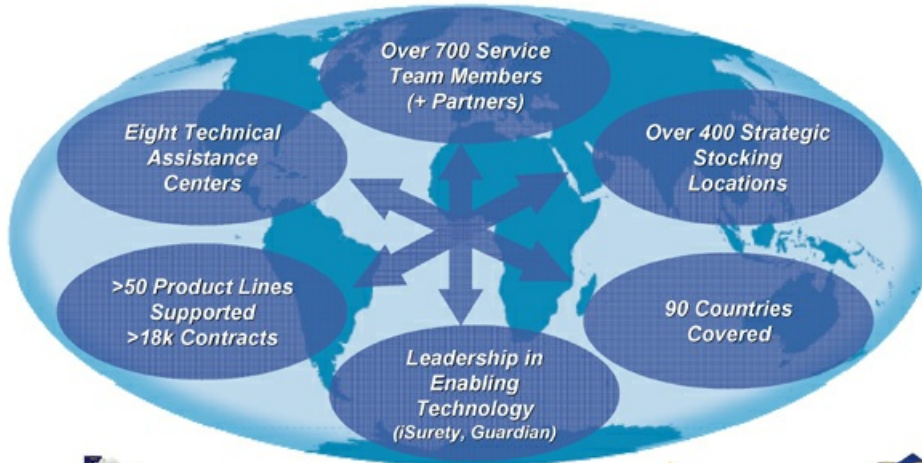
Our Vision: Comprehensive and integrated solutions for securely storing, managing, protecting and recovering data in open systems IT environments



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# Award-Winning Global Services



2005, 2006  
**NorthFace Award**  
Customer Sat. Excellence

**Gartner**

2005  
**Positive Rating**  
Support / Acct. Management



2006  
**SSPA STAR Award**  
Best Practices in Support



2004, 2005, 2006  
**SCP Certified**  
Support Effectiveness

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## Value Across the Channel

- Globally deployed solution & technical sales teams delivering users and partners unequalled industry expertise
- Loyal enterprise VARs focused on delivering comprehensive data storage, management, protection and recovery solutions
- Highly effective high-volume channel delivering workgroup solutions through distribution
- Recognized for best-in-class channel engagement, support and programs

**CRN >>> 06**  
**CHANNEL CHIEFS**  
CRN Channel Chiefs

**VAR Business 5 STAR**  
PARTNER PROGRAM WINNER  
2006  
VAR Business 5 Star  
Partner Program  
Winner

**TOP 100 CHANNEL EXECUTIVES**  
VARBusiness  
Top 100  
Channel Executives

**FINALIST**  
CRN Channel  
Champions Finalist

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# Trusted by Global IT Leaders

AOL Time Warner

ORACLE

CRAY



EMC<sup>2</sup>  
where information lives



REUTERS

DELL



IBM

ExxonMobil

YAHOO!



Microsoft

FUJITSU COMPUTERS  
SIEMENS



MAXDATA



SUNGARD  
Availability Services



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## Transaction Summary

- Definitive agreement signed May 2
- ADIC to be acquired for \$12.25 per share (approximately \$770M total)
  - Cash transaction
  - Shareholders may opt to receive Quantum stock
- Approximately \$45 million in annual cost synergies
- Up to 15 cents accretive on cash EPS basis in first year full year after closing
- Transaction subject to regulatory and ADIC shareholder approval
- Deal expected to close in 3-4 months



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## The Combined Company

- Over \$1.2B in revenues
- Over 3000 employees
- Significant global presence
- Substantial customer access capabilities:
  - 3x the sales force and 2x the service sales force
  - Broad base of OEM relationships
  - Over 250 enterprise VARs
  - Over 5,000 VARs actively selling product each quarter
  - Over 200,000 automation systems installed in the last four years
  - Almost 20,000 systems covered by service uplift contracts
- Deep R&D expertise across the core business and emerging segments



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## Industry Analyst Reaction

*“This is a brilliant strategic move by Quantum and great news for customers. The combined company will have an enormous set of offerings, the scale, footprint and financial foundation to really have an impact in the data protection market. This acquisition propels Quantum into a clear top three position among the largest data protection suppliers, and makes them big enough to control their own fate. I love this deal.”*

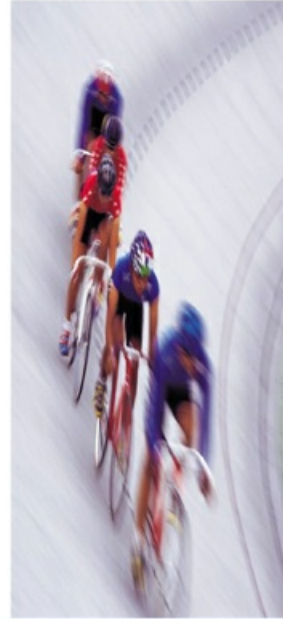
-- Steve Duplessie  
Founder and Senior Analyst  
Enterprise Strategy Group

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## Succeeding Together

- Significant market opportunity
- Compelling strategic rationale
- Outstanding global team
- Customer-centric culture
- Complementary assets and capabilities
- Extensive, synergistic solutions portfolio
- Financial strength



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## Additional Information and Where to Find It

Quantum plans to file with the SEC a Registration Statement on Form S 4 in connection with the transaction, and ADIC plans to file with the SEC and mail to its stockholders a Proxy Statement/Prospectus in connection with the transaction. The Registration Statement and the Proxy Statement/Prospectus will contain important information about Quantum, ADIC, the transaction and related matters. Investors and stockholders are urged to read the Registration Statement and the Proxy Statement/Prospectus carefully when they are available. Investors and stockholders will be able to obtain free copies of the Registration Statement and the Proxy Statement/Prospectus and other documents filed with the SEC by Quantum and ADIC through the web site maintained by the SEC at [www.sec.gov](http://www.sec.gov). In addition, investors and stockholders will be able to obtain free copies of the Registration Statement and the Proxy Statement/Prospectus from Quantum by contacting Investor Relations at (408) 944-4450 or [IR@quantum.com](mailto:IR@quantum.com), or from ADIC by contacting Stacie Timmermans at (425) 881-8004 or [stacie.timmermans@adic.com](mailto:stacie.timmermans@adic.com).

Quantum and its directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of ADIC in connection with the transaction described herein. Information regarding the special interests of these directors and executive officers in the transaction described herein will be included in the Proxy Statement/Prospectus described above.

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## Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws including, without limitation, statements regarding the following: the merger transaction and the benefits and synergies of the merger; expectation that target market represents growth opportunity compared to growth of storage industry; expected benefits of increased financial strength; and the revenues, partners, markets, customers, products and technologies of the combined company. These forward-looking statements are subject to risks and uncertainties as well as assumptions that could cause the actual results of Quantum to differ materially from those expressed or implied by such forward-looking statements.

Such risks and uncertainties include, among others, the following: the approval of the transaction by the stockholders of ADIC; the satisfaction of closing conditions to the transaction, including the receipt of regulatory approvals; the successful and timely integration of ADIC operations, technologies and employees with those of Quantum; the ability to realize the anticipated benefits or synergies of the transaction in a timely manner or at all; fluctuations in the demand for the products of the combined company; possible development or marketing delays relating to product offerings of the combined company; the introduction of new products or technologies by competitors; and the ability of the combined company to achieve expected operating and financial results. A detailed discussion of other risks and uncertainties that could cause actual results or events to differ materially from such forward-looking statements is included in Quantum's and ADIC's most recent filings with the Securities and Exchange Commission. Quantum and ADIC undertake no obligation and do not intend to update these forward-looking statements to reflect events or circumstances occurring after this presentation.