



## Getting Started: NEO® Series Tape Libraries T24 | T48 – *In Tape We Trust*



10.14.2020



<b>Audience</b>	CIO, Dir of IT, IT Manager, Storage Admin, MSPs
<b>Segment</b>	SMB/SME – All verticals, including Healthcare, FinSvcs, Manufacturing, FED/SLED
<b>Solution</b>	NEOs LTO tape archive solutions improve business efficiency, eliminate costly downtime and deliver the lowest cost of ownership of any storage technology. NEO Series combines large storage capacities with easy-to-use, highly reliable, cost-efficient platform for backup, disaster recover, and long-term offline archiving.
<b>Benefits</b>	<b>Affordable</b> – High speed backup/archiving of up to 720TB of data <b>Easy</b> – Manage backup/archive processes from anywhere in the world <b>Flexible</b> – Add tape drives as needed for increased scalability, performance and enhanced efficiency <b>Secure</b> – Protect data against cybercrime and disasters with offline ‘air-gap’ and low-cost replication

<b>Promotion Codes:</b> For all Promo Codes and Qualifying Part # please refer to <a href="#">Terms &amp; Conditions</a> .	<b>Expiration Date:</b> Dec. 31, 2020
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**NOTE:** To qualify for the promotional discount you must register the opportunity on the Overland-Tandberg [Partner Portal](#) and reference the Promotional MeetComp codes indicated. Any question, or issues, just email us [sales@overlandtandberg.com](mailto:sales@overlandtandberg.com) or call us at 1.888.343.7627. We’re always here to help.

	NEO®s T24	NEO®s T48
<b>NEOs Tape Library*</b>	10% Off	40% Off
<b>LTO Media (5 Pack)**</b>	10% Off	
<b>OverlandCare – Silver Uplift***</b>	15% Off	

**NEOs T24:** Promotion price expires 12/31/2020. **NEOs T48:** Enjoy promotion price while supplies last.

\*To be eligible for the discount the purchase must include a NEOs Tape Library, LTO Media and a Silver Warranty selection.

\*\*Only applies to LTO-6, LTO-7, and LTO-8 Media. Must be purchased in 5-pack minimums.

\*\*\*Limit 1 OverlandCare coverage (1 or 3 Year) Uplift per each Library. OverlandCare Extensions can be added at list price. OverlandCare Silver applies to Standard Zone 1. Outside standard Zone 1, additional service location charges may apply.

**ATTENTION**

Due to the **Zone 1** requirements for OverlandCare **Silver Warranty**, please contact your Overland-Tandberg account manager directly on any NEO T24 |T48 opportunity. We'll help you determine if your customer's location is covered. Just contact us at 1.888.343.7627 or email [sales@overlandtandberg.com](mailto:sales@overlandtandberg.com)

**Additional Resources**

- [Terms & Conditions](#) – lists promo details and promo codes, and any special restrictions
- [Customizable Email html](#) – use this file to email your customers and prospects. Customize as needed – update with your company logo, contact info, links, end user pricing, etc.
- [NEO T24](#) – Datasheet
- [NEO Series Product Family](#) – Datasheet
- [NEO T24 | T48 Tape Library](#) – Solution Page
- [OverlandCare Support Programs Warranty Options](#) – Datasheet

**Case Studies**

- [NEO Series Customer Case Study: Cosmetics Industry](#)
- [NEO Series Customer Case Study: Insurance Industry](#)
- [NEO Series Use Case: Video & Entertainment](#)

**North America Distributors**

Please contact your authorized Overland-Tandberg Distributor for more details on this promotion.

**Questions?**

For more information contact us at 1.888.343.7627 or email [sales@overlandtandberg.com](mailto:sales@overlandtandberg.com)



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