



TAKE CONTROL OF YOUR STORAGE COSTS.

BAKBONE OFFERS THE LOWEST TOTAL COST OF OWNERSHIP WITH THE HIGHEST LEVEL OF CUSTOMER SATISFACTION OVER ITS COMPETITORS.

INPUT, a leading market research firm specializing in TCO studies, has found that BakBone Software beats Veritas and Legato in total cost of ownership--by as much as 30%, and it's customers enjoy a higher overall satisfaction rating.

INPUT's independent study shows BakBone's real-world savings and benefits:

According to the levelized results, the total cost of ownership per terabyte per annum excluding business cost of downtime is approximately **30% lower for BakBone than its nearest competitor¹.**

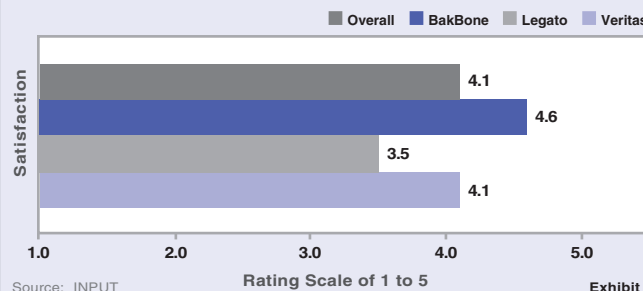
Annual Total Cost of Ownership per TB by Vendor

	BakBone	Legato	Veritas
Total annual cost per TB, excluding business cost of downtime estimate	\$4,815	\$111,919	\$7,331

Source: INPUT

Exhibit 1

Overall Solution Satisfaction by Vendor



Source: INPUT

Exhibit 2

BakBone customers are significantly more satisfied, overall, with their Backup and Recovery solution.

BakBone's NetVault solution also exceeded it's competitors in satisfaction ratings for specific categories including reliability, scalability and performance.

Go to www.bakbone.com/tco to download INPUT's entire TCO study.

For a free download of BakBone Software's NetVault visit: www.bakbone.com or call **1-866-484-2663** for more information.

The effectiveness of Backup and Recovery solutions also can be gauged by how often staff require on-site (e.g., consulting) support.

Annual Outside Assistance Hits by Vendor

	Overall	BakBone	Legato	Veritas
On-Site Calls	2.2	0.3	2.3	3.9

Source: INPUT

Exhibit 3

BakBone Software's ease of installation and use is clearly reflected in the very low number of requests for assistance – up to 75% less!

1 - With consideration of the study margin of error, the Bakbone TCO advantage could be 20% or as high as 40%.)