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**New IBM/Xpoint strategic alliance to market advanced Managed Recovery™ solutions to increase uptime and lower the total cost of PC ownership**

**BOCA RATON, FLORIDA**

-- **June 24, 2002** -- IBM and Xpoint Technologies announced today a 3-year strategic alliance to promote products and services that can increase PC uptime while lowering the total cost of ownership. IBM and Xpoint also offer the Managed Recovery Suite of solutions, options and services offerings for both personal and corporate computer users.

Xpoint has worked closely for the past three years with IBM to develop IBM Rapid Restore PC, IBM's client Recovery Solution and an integral part of the IBM Universal Manageability offerings. IBM Rapid Restore PC is entitled for all IBM ThinkPad notebooks and NetVista desktop systems.

"IBM Rapid Restore PC is one of the core elements of our strategy to deliver customer value beyond the box and provide a better ownership experience." said Bob Galush, Vice President of Options, Services and Solutions, IBM Personal Computer Division, "We believe our customers can recognize significant benefit in reducing the complexity and cost of IT support, as well as protect valuable data by deploying IBM Rapid Restore. As our recovery solution of choice, it is a key piece of our Migration and Uptime solutions family. IBM and Xpoint are taking a combined approach to help our customers realize maximum value and cost savings that can be leveraged by using IBM Rapid Restore PC and the Managed Recovery solutions"

IBM Rapid Restore PC functionality can be expanded with additional products and services from IBM and Xpoint. As part of the Managed Recovery Solution Suite, these solutions can be deployed enterprise-wide on most brands of computer systems.

"Today, Xpoint and IBM provide seven industry leading Managed Recovery solutions and services to address downtime and the resulting dramatic losses in productivity, corporate revenues and customer satisfaction for large enterprise and small to medium businesses. We will continue working to expand the already robust product and services suite from IBM and Xpoint. Our goal is to consistently provide Corporate IT professionals with solutions that are designed to be robust and easy to use to manage system image and data recovery across the enterprise -- which can result in a significant drop in on-site support costs." said Frank Wang, President and CEO of Xpoint Technologies.

**The IBM and Xpoint Alliance**

IBM and Xpoint are forging a strong relationship based on a commitment to lead the industry in 4-tier client recovery solutions that maximize uptime from PCs, Pervasive Devices, Servers and Data Centers and can lower the total cost of ownership. The two companies intend to create powerful business continuity solutions, which are designed to be simple to use and easily deployable across medium and large enterprises with branch office environments or remote workers. Small businesses that may not have a large IT staff may particularly benefit from these solutions since they allow them to leverage precious IT resources. Both IBM and Xpoint intend to continue to develop Managed Recovery solutions for all businesses. For more information on the IBM and Xpoint alliance, please visit <http://www.pc.ibm.com/ww/alliances/>.

There are seven product and services offerings are available today:

**Xpoint Managed Recovery Services:**

- **Managed Recovery Tiger Team**, a dedicated team of Managed Recovery consultants who will provide design, validation and training services to implement Rapid Restore in conjunction with IBM UM services across large enterprises.
- **Managed Recovery Validation and Verification Services**, designed to assist the enterprise incorporate Rapid Restore PC and additional Managed Recovery solutions into their Standard Operating Environment (SOE), thus ensuring quick Return on Investment (ROI).

**Managed Recovery Solution Suite:**

- **IBM Rapid Restore PC**, One-Button image and data recovery solution for IBM PC's.
- **Xpoint Rapid Restore PC**, One-Button image and data recovery solution for other PC platforms.
- **Xpoint Rapid Restore Pro**, One-Button image and data recovery solution for power users and remote workers that maximize uptime including support for one's USB or removable drives.
- **Xpoint Rapid Restore Enterprise**, a workgroup Managed Recovery solution that centralizes IT control for the needs of small, medium and large enterprise.

**Managed Recovery Option:**

- **IBM Portable USB 2.0 Hard Disk Drive with Rapid Restore**, an easily portable mass storage device with Rapid Restore.

**About IBM Rapid Restore PC**

IBM Rapid Restore PC is a software solution that was developed in conjunction with Xpoint Technologies. It is entitled with each new IBM ThinkPad and NetVista computer and is part of IBM's Manageability offerings. "Xpoint offers image and data recovery solutions which enhance IBM's ability to reduce the costs associated with ownership and management of a PC," said Rich Cheston, Program Director, IBM PC manageability services. "IBM Rapid Restore helps to eliminate many service calls, while allowing IT administrators the ability to resolve issues quickly without having to escalate to an on site service call. Also, Corporate IT costs can be lowered by offloading backup and recovery chores to the end user, while being able to maintain a set of known recovery images stored locally on the system."

**About Xpoint**

Xpoint Corporation is the leader in enterprise and small to medium business client disaster recovery and business continuity software. The company's award-winning Uptime!™ data management software dramatically improves ROI and increases the life of PC's and Laptops thus lowering the total cost of ownership and maintenance. Founded in 1994 by some of the industry's most respected technologists, Xpoint is privately held with headquarters in Boca Raton, FL. For more information, call (561) 241-8447 or visit [www.xpoint.com](http://www.xpoint.com).

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