

Fujifilm. Making storage smarter.

- ✓ TECHNOLOGY LEADER
- ✓ PREMIUM QUALITY PRODUCTS
- ✓ VALUE-ADDED SERVICES AND SOLUTIONS
- ✓ SUPERIOR CUSTOMER SERVICE, DELIVERY AND TECHNICAL SUPPORT
- ✓ TAPEPOWER CUSTOMER LOYALTY PROGRAM



Why Buy Fujifilm Data Tape?

TECHNOLOGY LEADER



- Fujifilm is the recognized technology leader in data tape based on innovative coating technologies from **ATOMM** to **NANOCUBIC** enabling breakthrough products in each generation of LTO Ultrium, 3592 and T10000 data tapes
- Fujifilm, in cooperation with IBM, demonstrated a world record in data density of 29.5 billion bits per square inch on linear magnetic tape employing Fujifilm's Barium-Ferrite NANOCUBIC technology which translates to a single **tape cartridge capable of holding 35 terabytes** of uncompressed data!
- Fujifilm ranked in the Top 25 patent award winners in 2007, 2008, 2009 and 2010 and already **proven Fujifilm coating technologies** have resulted in the next multi-terabyte generation of data tape such as the recently introduced 4.0 TB 3592 JC and the 5.0 TB T10000 C cartridge



VALUE-ADDED SERVICES AND SOLUTIONS

- **StorageIQ** takes tape management to the next level with the ReadVerify® Appliance. Comprehensive analytics help you protect your data and **lower operating costs** by extracting the most performance from your hardware
- EDP TriOptic® barcode labeling with **exclusive in-house printing** capabilities ensures fastest order fulfillment
- **Custom cartridge printing** for easy identification
- Library Packs and the new **Eco Pack** for fast, easy library uploading and **environmental stewardship**
- Full line of accessories including factory certified storage and transportation containers, **GPS Tracking**, destruction devices, storage racks and data cartridge analytic devices

TAPEPOWER CUSTOMER LOYALTY PROGRAM

- Fujifilm offers **valuable data center awards**, services and seminars through its frequent buyer membership program
- Sign up now at www.tapepower.com

PREMIUM QUALITY PRODUCTS

- Fujifilm offers a limited **lifetime warranty** on all mid-range data tape cartridges, warranting that product will be free from defects in material and/or workmanship for the life of the cartridge
- Fujifilm builds millions of cartridges worldwide, more than any other competitor and uses the highest production standards (**ISO 9001, 14001**), sophisticated lot traceability and continuous testing to ensure superior reliability and quality
- Once assembled, cartridges are barcode labeled in a **clean room environment** and placed in packaging that meets rigid drop/ship testing to prevent damage to the cartridges while in transit

SUPERIOR CUSTOMER SERVICE, DELIVERY AND TECHNICAL SUPPORT

- Fujifilm's **dedicated customer service team** ensures accurate order placement, **on time shipping** arrangements, order tracking and custom order processing
- Same day shipping is normally available and has become the hallmark of Fujifilm's **outstanding reputation** for best in delivery
- Finally, Fujifilm's **savvy technical support team** is there when our customers have any issues, questions or concerns about our product or their tape system



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