

## SAIT's FAQ

### **1. Q2: What are the capacity and transfer rate specifications for SAIT-1?**

A2: The first generation of SAIT tape drives (SAIT-1) provide up to 1.3 terabytes (TB) of compressed capacity (500 gigabytes (GB) uncompressed) and a transfer rate of up to 78 megabytes (MB) per second compressed (30 MB/sec uncompressed).

### **2. Q3: Does Sony have a roadmap that outlines future generations of SAIT products?**

A3: Yes. Sony has an SAIT technology roadmap extending to four generations. The fourth generation (SAIT-4) technology is expected to deliver up to 4 TB of uncompressed capacity in a single cartridge (10.4 TB compressed). This roadmap continues Sony's commitment to try to double capacity and performance from generation to generation. The SAIT roadmap leverages existing R&D investments in high areal density recording.

### **3. Q1: What is SAIT technology?**

A1: SAIT technology is the latest concept in high-capacity and high-performance recording targeted at enterprise storage markets. SAIT technology utilizes a half-inch, single-reel cartridge and provides over twice the uncompressed capacity of the nearest linear half-inch tape drive.

### **4. Q4: When did Sony start shipping SAIT-1-based products?**

A4: Sony began shipping SAIT-1 evaluation drives to select OEM partners in December 2002.

### **5. Q5: When did Sony begin full SAIT-1 drive production shipments to its OEM partners?**

A5: Sony began delivering commercial SAIT-1 drives to its automation partners in February.

### **6. Q6: Are SAIT-1 drives and media currently in full production?**

A6: Yes. Sony began production of commercial SAIT-1 drives in February. SAIT-1 media entered full production in January.

### **7. Q7: When will SAIT-1 solutions be available to the market?**

A7: Sony expects SAIT-1 solutions to be available through its OEM partners starting in the Spring of 2003. Sony-branded SAIT-1 products are expected to start shipping by the middle of 2003.

### **8. Q8: Are there plans for SAIT-1 automated solutions?**

A8: Sony expects that most leading library manufacturers, including Sony's PetaSite family, will adopt and offer high-capacity automation solutions created around the SAIT-1 format.

### **9. Q9: Is Sony planning to produce branded SAIT-1 solutions?**

A9: Yes. Sony is planning to bring Sony-branded SAIT-1 solutions to the market by the middle of 2003.

### **10. Q10: What are the benefits of SAIT-1 over the current generations of AIT?**

A10: SAIT-1 drives are specifically designed to offer high capacity and performance to serve enterprise-class applications while AIT solutions bridge the gap between the desktop and enterprise.

### **11. Q11: What are the benefits of SAIT-1 over existing competitive solutions?**

A11: SAIT-1 drives and media provide significantly more capacity than is possible through linear recording technologies. This is the result of much higher areal recording densities achievable with helical-scan technology. By utilizing the media length and cartridge size of half-inch linear products, SAIT-1 is able to store over twice the native capacity in the same space.

**12. Q12: What does SAIT mean for Sony's AIT technology and its future roadmap?**

A12: Sony intends to develop and support AIT through at least a sixth-generation product to fill the gap between the desktop and enterprise markets. Utilizing a common areal density, a family of four SAIT members has been identified for possible future implementation.

**13. Q13: How does SAIT-1 achieve such a high storage density in existing drive and media form-factors?**

A13: Utilizing a standard half-inch cartridge form-factor, SAIT-1 media is able to achieve much higher capacity through helical-scan recording technology. Helical-scan recording is characterized by the ability to record many more data tracks than linear, longitudinal recording. By utilizing the same amount of tape as half-inch linear products, SAIT-1 is able to store more than twice the native capacity in the same space.

**14. Q14: Do SAIT-1 products incorporate Remote Memory-In-Cassette (R-MIC) technology?**

A14: SAIT-1 drives and media are equipped to support R-MIC; a chip built into the data cartridge for quick file location and simplified file management. Information from the R-MIC chip can be accessed without using mechanical connections, and thereby improving reliability.

**15. Q15: Why did Sony choose a single-reel cartridge design for SAIT-1 media?**

A15: A single-reel, half-inch cartridge design offered the opportunity to minimize cost of integration of SAIT-1 products into existing automation solutions, and also provided the optimum amount of tape media.

**16. Q16: Do SAIT-1 drives require new media technology?**

A16: No. SAIT-1 drives utilize the demonstrated capabilities of existing Advanced Metal Evaporated (AME) tape technology contained within a half-inch media cartridge. However, the SAIT cartridge is not compatible with other media in the market.

**17. Q17: What is the expected shelf-life of SAIT media?**

A17: SAIT media utilizes AME tape, which has a demonstrated shelf-life of 30 years or more.

**18. Q18: Are SAIT-1 products and solutions backward compatible with existing and future generations of AIT?**

A18: No. While SAIT-1 utilizes similar on-tape recording formats, areal densities and media formulation as AIT does, its physical format is substantially different and therefore is not compatible with the 8mm AIT cassettes. However, SAIT-1 products and solutions will be backward compatible with future generations of SAIT technology.

**19. Q19: With which tape system formats is SAIT-1 compatible?**

A19: SAIT-1 products and solutions are based on a new technology introduction optimized for high density. Therefore, SAIT-1 is not compatible with any legacy tape formats. Its use of a standard single-reel, half-inch cartridge makes it completely compatible with automation solutions containing other tape formats.

**20. Q20: For which markets and applications is SAIT-1 best suited?**

A20: SAIT is best suited for automation solutions requiring extraordinary capacities and high performance. Its single-reel cartridge design permits easy integration into existing half-inch automation products. Primary applications include enterprise-level archiving, data protection, and storage of video, graphics and other digital content.

**21. Q21: Can you explain the relationship between Sony and MKE, MEI?**

A21: Sony, MKE and MEI are working together to deliver SAIT drives and media to the market. This relationship represents a true second source for SAIT products and solutions.

**22. Q22: What does the introduction of SAIT mean for the storage industry?**

A22: SAIT provides a new benchmark for cost-effective tape storage and ensures the future economic viability of tape technology. Its extraordinary capacity and performance in a half-inch, single-reel form-factor design positions SAIT to effectively compete with the growth of hard disk drive capacities.

**23. Q23: What is the estimated street price of SAIT drives?**

A23: End-user ready SAIT-1 drives will have an estimated street price starting at \$13,000

**24. Q24: What is the estimated street price for SAIT-1 media?**

A24: SAIT-1 cartridges are expected to have a street price of around \$250 each.

**25. Q25: Where are SAIT-1 drives being manufactured?**

A25: SAIT-1 drives are being manufactured in Japan, leveraging existing tape drive manufacturing facilities and investments.

**26. Q26: Where are SAIT-1 media being manufactured?**

A26: SAIT-1 media are being manufactured in Japan, utilizing existing manufacturing capabilities and investments.

**27. What is the warranty statement outlining exactly what is expected from the product and from Sony? What part does the customer play in product replacement?**

Sony lifetime limited warranty statement is available on the website.

**28. Which address should I send the defective product to?**

Please call our toll free direct line and ask for "Warranty Replacement Center": 1-866-347-7669

Send only blank Sony media (Audio, Video, Computer tapes and discs) that is under warranty as stated on packaging and is found to be defective due to material and workmanship prepaid with a letter including your name, address, and an explanation of what the problem is to:

Sony - Warranty Center  
4275 West Main Street  
Dothan, Alabama 36305

**29. Which Sony media are formatted?**

Linear tapes (DLT, SDLT, LTO) are formatted and helical scan formats (DDS, D8, Mammoth, AIT) are not formatted.

**30. What is the expected archival life of tape?**

In accelerated age testing tapes have a shelf life of more than 30 years. However, recommendations for storing the media should be followed.