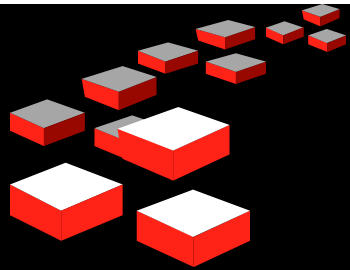


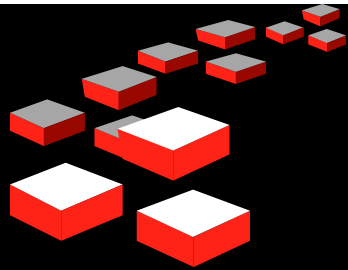
SNIA



Storage Networking Industry Association
VISION STATEMENT

The SNIA is an international forum of IT organizations, integrators, and developers committed to advancing the integration of mission-critical applications, systems, networking, and storage.

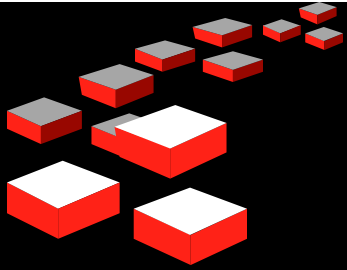




Storage Networking Industry Association **ELEVATOR STATEMENT**

- ◆ **The Storage Networking Industry Association, SNIA, organizations, integrators, and developers committed to advancing the integration of mission-critical applications, systems, networking, and storage.**
- **This involves identifying, defining, promoting, and supporting specifications, architectures, and proposed standards for storage & networking as well as education, publications, conferences, and other events.**
- **SNIA is different than other ad-hoc standards associations because of the participation of the IT community and is more similar to IT organizations like AIIM or DWI.**

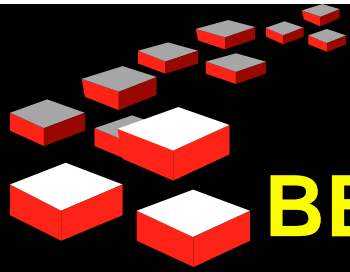




SNIA LEADERSHIP

- ◆ **Paul Borrill, Quantum** - **Chairman**
- ◆ **Clod Barrera, IBM** - **Vice-Chair**
- ◆ **Michael Peterson, Strategic Research** - **President**
- ◆ **Barbara Bardach, Crossroads** - **Treasurer**
- ◆ **Brad Stamas, Storage Technology**
- ◆ **Keshava Srivastava, Digital Equipment**
- ◆ **Ahmet Houssein, Intel**
- ◆ **Tom Lagatta, Symbios Logic**
- ◆ **Bob Brown, Seagate Technology**
- ◆ **Gary Archer, Legato**





BENEFITS IN SNIA MEMBERSHIP

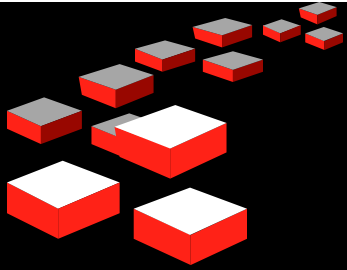




WHO IS THE SNIA TODAY?

- ◆ ADIC
- ◆ Andataco
- ◆ Artecon
- ◆ ATL Products
- ◆ Auspex Systems Inc.
- ◆ Axis Communications
- ◆ Box Hill Systems Corp.
- ◆ Breece Hill Technologies
- ◆ Brocade Communications
- ◆ Bull Systems
- ◆ Computer Associates
- ◆ CommVault Systems
- ◆ Compaq Computer Corp.
- ◆ Computer Network Tech.
- ◆ Crossroads Systems Inc.
- ◆ Digital Equipment
- ◆ Disk Trend
- ◆ EMC
- ◆ Exabyte
- ◆ Fujitsu Computer Products
- ◆ G2 Networks
- ◆ Gadzoox Networks Inc.
- ◆ GigaLabs, Inc.
- ◆ HighGround Systems Inc.
- ◆ Hewlett-Packard
- ◆ Hitachi America
- ◆ IBM Corporation
- ◆ Intel Corporation
- ◆ Intelliguard Software
- ◆ Legato Systems Inc.
- ◆ McData Corporation
- ◆ Megadrive Systems Inc.
- ◆ Mercury Computer
- ◆ Meridian Data Inc.
- ◆ Micro Design International
- ◆ Microsoft Corp.
- ◆ MTI Technology
- ◆ Mylex Corporation
- ◆ Novell Inc.
- ◆ Open Microsystems Inc.
- ◆ Overland Data Inc.
- ◆ Pathlight Technology Inc.
- ◆ Programmed Logic Corp.
- ◆ Quantum Corporation
- ◆ RedCape Software Inc.
- ◆ Retrieve Inc.
- ◆ Sagitta
- ◆ Seagate Software
- ◆ Stac Electronics Inc.
- ◆ Storage Computer Corp.
- ◆ Storage Dimensions Inc.
- ◆ Storage Technology Corp.
- ◆ Sun Microsystems
- ◆ Symbios Logic
- ◆ TeraStor
- ◆ Tricord Systems Inc.
- ◆ Unisys Corporation
- ◆ Veritas Software
- ◆ Vinca Corporation
- ◆ Vixel Corporation





WHO WILL THE SNIA BE?

◆ DEVELOPERS

- Hardware
- Software
- Systems & Solutions
- In the Hundreds

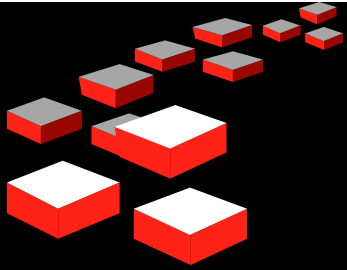
◆ MIS/IT ORGANIZATIONS

- Individuals
- Companies
- International
- In the Thousands

◆ SYSTEMS INTEGRATORS

- Individuals
- Integration & Service Companies
- International
- In the Hundreds





SNIA ORGANIZATION

B.O.D.

Operations (SRC)

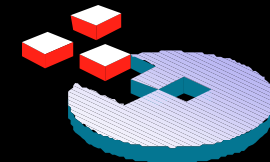
- Admin/Organization
- Facilitate Technical
- Marketing Support
- Website

Industry Programs Board

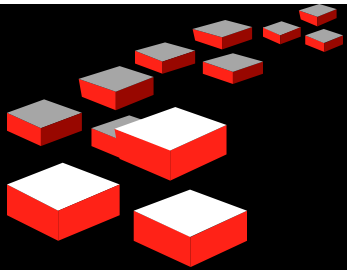
Market Development
Membership
Programs
Publications
PR
Events
Training

Architecture Board

Working Groups
Technical Leadership
SN Workgroup
Liaison w/ Stds groups



SNIA



SNIA Technical Work Areas Chairmen

- ◆ **File Systems Area**
 - Rick Carlson, Quantum
- ◆ **Multi-initiator/Cluster Systems Area**
 - Kon Leong, Gigalabs
- ◆ **Storage Networking Protocols Area**
 - Rod van Meter, Quantum
- ◆ **Concurrent/Direct Back up Area**
 - Don Trimmer, Intelliguard
- ◆ **Storage Networking Management Area**
 - Bill Swortwood, Intel
- ◆ **Storage Networking Area**
 - Brad Stamas

