



EXTERNAL MEMO

DATE: October 14, 1991
TO: X3T9.2 Members
FROM: Jim McGrath (408-894-4504)
SUBJ.: X3 Trade Association

Working with the PCMCIA trade association during the past year has led me to believe that the ANSI interface standards community needs a trade association. This body would consist of companies interested in assisting the development of standards and promoting those standards to the user community.

Specifically:

- o This body would be governed by sponsoring companies
- o A company would have a vote proportional to its financial commitment
- o This body would hire administrative staff to take over standards editing
- o X3 would contract with this body for these editing and documentation services
- o All companies in the X3T9.2 and X3T9.3 organizations would pay some fee for these services, collected by ANSI as part of the documentation fee
- o This body would also develop non standards documents, such as applications notes for developers and articles for the trade press
- o This body would promote SCSI, ATA, IPI, HIPPI, and Fiber Channel, and develop marketing strategies to segment their respective markets
- o Handle registration authority issues for X3
- o Provide "quick and dirty" de facto standards ala CCS
- o Handle all Trademark issues such as the SCSI Logo (this might even become a source of revenue).
- o It would meet in conjunction with the X3 committees to minimize travel

Obviously this concept is in its draft form. Dal has expressed interest in assisting with providing administrative support, but he requires a strong show of interest by prospective member companies. I would like to discuss this at the next SCSI working group. People interested in this concept should ponder:

- o The scope of interfaces covered (i.e. should it be confined to SCSI/ATA?)
- o The type of activities it can sponsor
- o The degree of financial commitment your company is willing to make