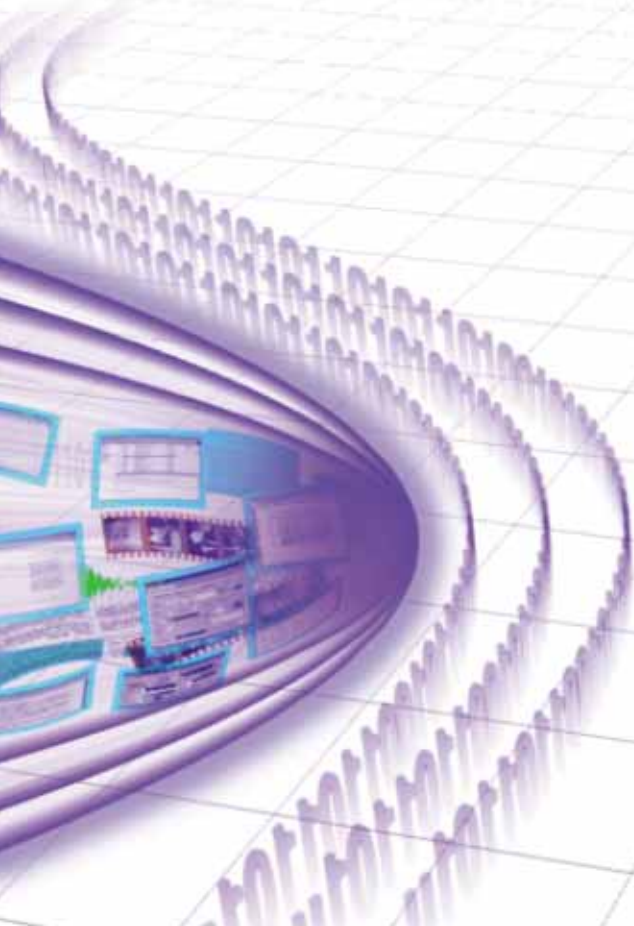# T11 Liaison Report
Thursday, February 8, 2007

FC-AWG

- **FCIA Demo at SNW**
- **Academy's in Europe**
- **Upcoming Academy's: US and Canada**
- **Updated Roadmap Presentation Storage Scene UK**
- **FC Tutorial Discussion**
- **Press Release Discussion – SNIA/FCIA and Sponsors**
- **SNS, DCS, InfoStor contributed articles**

FCIA

FIBRE CHANNEL INDUSTRY ASSOCIATION

FCIA Marketing Team

- ## Marketing calls & Meetings
  - **Calls:** Scheduled for every two weeks (roughly) on Tuesdays at 10 AM PST
  - **Next calls & meetings:**
    - February 20 telecon
    - March 6 telecon
    - January 23 telecon
    - Apr. 4 F2F with dial-in option
  - **Tel: 1-303-262-0519**
  - **Passcode: 69287**

Key FC Messages

- **Superior business application uptime**

- **Affordable, flexible business continuity**

- **Storage tiering by design**

- **Faster performance with greater options**

- **Easier and more secure**

- **Non-stop innovation by addressing real customer requirements**

Message Explanations

Superior business application uptime
• Increased application productivity and flexibility for Oracle, SAP, MS SQL, Exchange • Fibre Channel solutions extend data protection to the entire enterprise application portfolio, securing all data types • Advanced enterprise-class Fibre Channel storage means higher availability and application uptime
Affordable, flexible business continuity
• Global data availability and disaster recovery • Reduced TCO through advanced virtualization, provisioning and fast backup/recovery • Customers empowered with a range of contemporary array capabilities and options
Storage tiering by design
• Enabling data lifecycle applications (e.g., ILM) • Mix performance and capacity in the same SAN • Nearline optimized SATA drives (FC-SATA, bridging solutions)

Message Explanations

Faster performance with greater options

- 1Gb, 2Gb, 4Gb and 10Gb availability today, 8Gb in the near future
- Seamless long term migration from 2Gb to 4Gb, and 4Gb to 8Gb
- Fibre Channel roadmap to 16Gb and beyond
- Future-proofing storage – investment protection

Easier and more secure

- Fibre Channel Simple Configuration and Management (FC-SCM) initiative
- FC-SP protocol (authentication with DH-CHAP, encryption)

Non-stop innovation by addressing real customer requirements

- N-Port ID Virtualization (NPIV) – enhances the sharing of HBAs
- Fabric Application Interface Specification (FAIS) – speeds up the deployment of storage applications in the fabric
- Inter-Fabric Routing (IFR) – improves scalability and interoperability

Technology

- **NPIV**
  - Target for SNW Spring - Solutions Center Demonstration
  - Virtual world wide names
  - New functions coming
  - Environment for customers
- **FC-SP**
  - Messaging about this in time for SNW Spring for Fall HOL
  - Access center
  - Confidentiality
  - Authentication
  - Integrity
  - Virtual N_Ports
  - Roadmap

Technology

- **FC BaseT**
  - Standard Completed in Feb 2007

- **FC SATA**
  - Letter ballot in April
  - **SATA Tunneling Over FC (FC-SATA)**

  New Standards to look for?

Events: SWC Call for submissions

- **June 12-14 in Long Beach, CA**
  - Speaking submissions from Jan. - Feb. 28

- **September 18 - 20 in Boston, MA**
  - Speaking submissions from Feb. 28 to May 31

STORAGE WORLD CONFERENCE 2007
June 12 - 14, 2007 | Long Beach Convention Center | Long Beach, CA
September 18 - 20, 2007 | Seaport World Trade Center | Boston, MA

SWC

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Events: SNW 2007 - 2008

- **Proposed: 3 Show Plan**
- **Spring 07, Fall 07, Spring '08**
    1. Preview
    2. Messages
    3. Demo

- **Show progression spread over three SNWs**

Events: SNW Solutions Center

- **Solutions Center presentation**

- **Infrastructure - show 4GFC, NPIV, Secure VMWare and MS solutions in the Solutions Center**
    - Link to FCIA Booth
    - Other spots throughout SNW, April 2007, San Diego

Events: FOSE 2007

- **March 20 - 22 in Washington, DC**

- **Alice working with SNIA on signage**
- **What collateral do we want to distribute?**
  - FC Advances book
  - FC handout - revise?
  - Other?

FCIA Roadmap Forum

- **Collateral digested into more presentable form for marketing**
  - SNIA Academies
  - SNIA/SNW Tutorials
  - SWC Lon Beach
  - SNIA Website

- **On the Horizon**
  - 16GFC
  - 40GFC
  - 100GFC
  - XYZGFC

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