



FIBRE CHANNEL INDUSTRY ASSOCIATION

SNIA / FCIA

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Memorandum of Understanding

Version 2

Date Initiated: TBD

Revision Date: August 4, 2017

Current Status: FINAL

Revision History

Date	By:	Comments
May 31, 2006	Tom Hammond-Doel	Initial MOU Draft
June 7, 2006	Vincent Franceschini	AR formatting + additional details
June 7, 2006	Tom Hammond-Doel	Created association neutral version and updated per group comments
June 13, 2006	Tom Hammond-Doel	Updated per comments of the FCIA Board of Directors
June 15, 2006	Vincent Franceschini	Minor Edits + Management Teams options for SNIA EC Review
August 4, 2017	Arnold Jones Steve Wilson	Major review and update

This document is FCIA and SNIA Confidential until officially released by both organizations.

Introduction

This document defines the motivations, terms, and operational characteristics of a working relationship between the Fibre Channel Industry Alliance (FCIA) and the Storage Networking Industry Association (SNIA).

The term of this relationship shall commence upon approval by the Boards of Directors of both organizations and shall remain in effect until terminated by a thirty (30) day advance written notification by either of the parties, with or without cause.

The initial FCIA/SNIA alliance scope will only cover North-America until both parties mutually agree to extend it to other geographies. This document does not supersede any other alliances/MOU documents that SNIA Regional Affiliates or Regional Forums might have signed with FCIA in the past. Extension of this agreement to other geographies might require changes or the cancellation of previous alliances/MOU documents with SNIA Regional Affiliates or Regional Forums.

Background and Purpose

The FCIA recognizes the SNIA as a key industry association involved in the development of standards for storage and storage networking technologies. As such the FCIA would like an alliance in order to facilitate both FCIA input into the SNIA activities as they relate to Fibre Channel and SNIA input into FCIA activities as they relate to Storage and Storage Networking.

The SNIA similarly recognizes that FCIA represents expertise in the area of Fibre Channel as used in storage networking as well as being a key industry association involved in the development of marketing requirements for coordinating with the T11 standards organization, and wishes to facilitate SNIA input into FCIA activities and FCIA input into SNIA Fibre Channel related activities.

Both parties wish to collaborate on education and marketing outreach opportunities.

The FCIA and the SNIA therefore agree to the establishment of a working relationship according to this Memorandum of Understanding.

Mission of Each Ally

- FCIA

The Fibre Channel Industry Association (FCIA) is a non-profit international organization whose sole purpose is to act as the independent technology and marketing voice of the Fibre Channel industry. FCIA is committed to helping member organizations promote and position Fibre Channel, and to providing a focal point for Fibre Channel information, standards advocacy, and education. FCIA members include manufacturers, system integrators, developers, vendors, industry professionals, and end users. FCIA member-led working groups and committees focus on creating and championing the Fibre Channel technology roadmaps, targeting applications that include data storage, video, networking, and storage area network (SAN) management.

- **SNIA**

Incorporated in December 1997, the SNIA is a registered 501-C6 non-profit trade association. Our members are dedicated to ensuring that storage networks become complete and trusted solutions across the IT community.

The SNIA works toward this goal by forming and sponsoring technical work groups for the development of standards for storage and storage networking, building and maintaining vendor-neutral Technology Center in Colorado Springs, CO, and around the world, and promoting activities that expand the breadth and quality of the storage networking market.

The SNIA's ability to accomplish its goals is directly attributed to the dedication and hard work of hundreds of volunteers from our member companies.

- **Mission**

- Be the globally recognized and trusted authority for storage thought leadership and technology expertise.

- **Vision**

- Lead the storage industry worldwide in developing and promoting vendor-neutral architecture, standards and educational services that facilitate the efficient management, movement and security of information.

Alliance Objectives & Benefits

The objectives of this agreement are to enable the FCIA to further promote Fibre Channel technologies and the SNIA to allow adequate representation of the Fibre Channel community's interests in SNIA activities by leveraging each others' strengths. This alliance will also reinforce each other's technical strengths. With the alliance, new initiatives can be coordinated and promoted significantly better than separate activities being done by each association independently.

Alliance Structure

SNIA and FCIA will collaborate on education and marketing outreach for fibre channel, which will include joint whitepapers and website links from one organization to the other (public domains only).

Alliance Scope of Activity

- Have a combined presence at storage-related events to further promote the fibre channel technology
- Both parties may use each others' roadmaps, white papers and associated materials as long as reference is included as to the source and ownership of such material.
- FCIA and the SNIA may provide links via each other's web sites.
- Co-host meetings where appropriate at each others members meetings, e.g., T11, symposiums.
- FCIA may leverage the SNIA Tech Center facilities to help with its mission.

FCIA:

- FCIA may utilize the SNIA's participation in events, e.g. at trade shows, conferences, etc.

- Provide SNIA with FCIA announcements that would be of interest to SNIA Members.
- Distribute SNIA announcements that are of interest to FCIA Members.

SNIA:

- SNIA may utilize the FCIA’s participation in events, e.g. at trade shows, conferences, etc.
- Provide FCIA with SNIA announcements that would be of interest to SNIA Members.
- Distribute FCIA announcements that are of interest to SNIA Members.

Alliance Record Review Date

This document will be reviewed by both parties on an annual basis.

Contacts

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SNIA	Name	Role	Email
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Agreed by:

FCIA

Mark Jones
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Signed:  _____

Date: January 4, 2018

SNIA

David Dale
 Chairman, SNIA Board of Directors
 4360 ArrowsWest Drive
 Colorado Springs, CO 80907

Signed: Approved on the behalf of the SNIA Board of Directors

Date: September 15, 2017