

**IP Storage**  
**Storage Networking Industry Forum**  
**Mission, Charter, Scope-of-Work**

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## **1.0 Mission**

The mission of the Storage Networking Industry Forum (SNIF), named “Internet Protocol Storage SNIF an SNIA Forum” is to market and promote standards-based block storage networking solutions using IP networks.

## **2.0 Charter**

The IP Storage SNIF will promote the adoption of Internet Protocol as means of transporting block storage data over computer networks by establishing:

- Marketing collateral explaining the principles, features and benefits of IP storage networks
- White Papers covering the more technical aspects of IP storage solutions
- Educational presentations for distribution to customers, industry partners and others
- Forums, panels and other public presentations at appropriate industry events
- Interoperability and showcase demonstrations of IP storage technology and solutions
- Participation in SNIA events that are relevant to the work of IP Storage SNIF
- Fostering an environment of camaraderie among the IP Storage SNIF participants and within SNIA
- Advocate customer needs and assess how these customer needs will be met with existing and in process standards. When necessary, work to find an appropriate venue for new standards that may be required.

Since IP storage solutions may include different protocol implementations, parties interested in specific protocols may organize into subgroups within the IP Storage SNIF. The purpose of such subgroups is to provide forum for the unique interests of the subgroup members. A subgroup may be formed with the support and participation of at least five (5) IP Storage SNIF member companies.

Subgroups within the IP Storage SNIF are responsible for generating marketing material and events that advance their particular implementations.

Participation in the IP Storage SNIF is open to SNIA members who pay the requisite participation fee. The activity of the IP Storage SNIF is governed by the policies and procedures adopted by the IP Storage SNIF governing body and those of the SNIA Industry Forum as defined by the SNIA Board of Directors.

### **3.0 Scope of Work**

The IP Storage-SNIF is a marketing and promotional organization within the SNIA. Its task is to accelerate the adoption of Internet Protocol as means of transporting block storage data over computer networks . As a marketing entity, the IP Storage-SNIF does not engage in the formulation of standards requirements, but it complements the technical activity of the SNIA Technical Work Groups and standards bodies such as the IETF.

### **3.1 Structure**

The IP Storage SNIF is an umbrella organization for all SNIA members that are interested in promoting Internet protocol as a vehicle for moving block storage data over computer networks. Since different protocols may be used to implement IP storage solutions, the IP Storage SNIF may accommodate specific solutions through the establishment of subgroups dedicated to such solutions. While the IP Storage-SNIF is chartered with promoting IP storage solutions, the individual subgroups will be responsible for promoting protocol-specific solutions. This structure allows for both industry messaging through the IP Storage SNIF, and protocol-specific messaging via the dedicated subgroups.

The governing body of the IP Storage-SNIF will consist of the following:

- Two Co-Chairs - elected by the overall IP Storage SNIF membership. One election will be held for the chair positions, and the top two vote getters will be the co-chairs.
- Chairs of the individual subgroups - elected by the membership of the subgroup
- Budget Director - elected by the overall IP Storage-SNIF membership
- Secretary - elected by the IP Storage-SNIF membership
- MarCom Director - elected by the overall IP Storage SNIF membership

These positions will be held for a term of one year. Representatives from the same company can only hold one of these positions. If due to mergers/acquisitions, etc. a company has representatives filling two of these spots, that is allowable through the end of the current terms of those representatives, at the end of those terms. If representatives from a company volunteer to fill in on an interim basis for vacant spots giving the company no more than two of these positions, that is also allowed.

#### **3.1.1 Voting Rules**

For issues requiring a vote of the membership, the following rules will apply.

- One vote per member. A member may be an individual or a company. A company will establish its SNIF voting member when it joins the SNIF.

- A quorum will be established if 40% of the SNIF voting members are present at a meeting if the vote is being conducted in person. A quorum can also be established if 40% of the voting members have voted by the deadline in a vote being taken electronically.
- Any changes to this charter document will require the approval of at least sixty percent of the membership of the IP Storage SNIF.

### **3.1.2 Subgroups**

SNIF members may submit proposals to the SNIF Governing Board for the formation of a subgroup. The formation request must be supported by at least five (5) member companies, and must specify the technology, the market need, and identify other technologies impacted.

The governing body may then issue an approval for investigation of the formation of a SNIF subgroup, and name an interim chairman. The interim chair will be authorized to conduct up to two organizational meetings, and report back at a time specified by the governing body.

The interim chair will conduct the formation meeting(s), which will produce a draft charter, mission, scope of work, name, proposed budget, funding plan, chairman and other officers, and a calendar of objectives.

The charter, budgets and objectives, and endorsement of at least five members will be returned to the Board.

The charter will specify the specific activities of the subgroup, and what services the subgroup will rely upon SNIA to provide.

The Charter will include the name of the subgroup.

The SNIF membership through fifty-one percent approval will approve the formation of the subgroup.

At any time the SNIF Governing Board may request evidence of continued support by at least three companies. Evidence of support includes payment of SNIF fees, or providing the subgroup chairman with a written statement of support.

A subgroup may at any time inform the Board that they intend to cease activity, and request dissolution.

The governing body may at any time evaluate the activities of a subgroup to determine their compatibility with the overall mission and image of SNIA or the SNIF. If conflict is found between the activities of any subgroup and the rules, goals, or image of SNIA or the SNIF, the subgroup may be asked to modify its actions or suffer dissolution through a sixty percent (60%) vote of the SNIF membership.

In the event of dissolution, the subgroup chairman and the SNIF governing body will develop a shut-down plan that includes the closeout of any outstanding debts, termination of contracts, etc. Any budgeted funds for the subgroup unspent after the shutdown of the subgroup will revert to the SNIF general fund.

### **3.1.3 Committees**

The SNIF Governing Board will create Working Committees as needed. All Committees shall have a chairperson who is responsible for the success of the Committee. In order to focus Committee activity, the governing body may require a detailed task definition from the Committee chairperson within thirty (30) days of the initiation of a Committee. Each Committee will present a brief report at each annual meeting. A formal written Committee report may be requested by the governing body on an annual basis at the final general membership meeting each year by notifying the chairman of the Committee at least thirty (30) days before the final meeting. The governing body may also from time to time request status updates (written or otherwise) on the progress of the Committee to ensure productivity and quality.

### **3.1.4 Budget**

The IP Storage-SNIF will charge each member company five thousand US dollars (\$5000) per year for membership in addition to their annual SNIA membership fees. Currently, thirty percent (30%) of that money will be given to the SNIA general fund to pay for increased administrative, website and PR activity that the IP Storage-SNIF will generate on common SNIA infrastructure. Participation in industry events such as technology demonstrations at N+I, SNW, etc. may carry an additional fee above the SNIA and SNIF membership fees. Expensive marketing initiatives may also require additional fees from those partaking in such initiatives.

The annual budget for the SNIF will be prepared by the budget director and approved by the governing board of the SNIF. Monies will be spent by project. Subgroups will make annual budget requests on a by project basis. As a guideline, roughly 50% of the SNIF monies should be allocated for projects being worked by the subgroups. Also, as a guideline, the percentage of subgroup funds that a subgroup receives should be equal to (the number of companies in that subgroup)/(total membership of all subgroups (a company participating in 3 subgroups would be counted three times)).

The governing board of the SNIF will review the budget at least quarterly. The governing board of the SNIF through fifty-one (51%) percent approval will approve the annual budget. Any changes to the budget during the year must also be approved by the SNIF governing board.

The annual budget recommended by the SNIF Governing Board will be approved by fifty-one (51%) approval of the membership of the SNIF. The SNIF Governing Board approves budget deviations during the year.

### **3.1.5 Reporting**

The Co-Chairs of the SNIF shall report on request to the SNIA board through the SNIA Board Contact Member, not less than once per quarter. A full annual report shall be furnished to the SNIA and the SNIF members effective the end of each fiscal year. The annual report shall contain a full accounting of the previous year's activities and financial status for the fiscal year.

An Annual membership meeting will be held.

### **3.2 Rules of Engagement**

The IP Storage-SNIF and subgroups operates within the policies and procedures adopted by the IP Storage-SNIF governing body and those established for SNIA Industry Forum by the SNIA Board. Marketing and promotional activity should be conducted with professionalism that reflect mutual respect for other SNIA members and their diverse interests.

### **3.3 Marketing Collateral and White Papers**

The IP Storage-SNIF will develop marketing collateral and white papers to explain the principles, features and benefits of using Internet Protocol to transport block storage data over computer networks. Dedicated subgroups within the IP Storage-SNIF may develop marketing collateral and white papers to promote the specific protocol implementation that they were founded to promote.

These activities may be performed independently within the SNIF structure, or coordinated with the SNIA Marketing Committee.

### **3.4 Education**

The IP Storage-SNIF and subgroups may develop educational materials (presentations, CD ROMs, etc) for distribution to customers and the industry and for posting on the SNIA web site. The educational activities may be performed independently within the SNIF or coordinated with the SNIA Education Committee and SNIA Web Committee.

### **3.5 Forum, Panels, Speaking Engagements**

The IP Storage-SNIF and subgroups may establish their own promotional events or leverage industry events such as Storage Network World (SNW), Network+Interop (N+I), Comdex, etc. for participation in forum, panels and presentations.

The IP Storage-SNIF will define a program to certify speakers for the group, so that members of the IP Storage-SNIF can actively participate as speakers on panel discussions, etc. to properly and adequately represent the IP Storage-SNIF.

### **3.6 Interoperability and Showcase Demonstrations**

The IP Storage-SNIF and subgroups may create interoperability and showcase demonstrations for highlighting the benefits of IP storage networking solutions. Such activities may be developed independently by the IP Storage-SNIF or coordinated with the SNIA Interoperability Committee and SNIA Technology Center.

### **3.7 Participation in SNIA Events**

The IP Storage-SNIF and subgroups can leverage other SNIA resources and activities, including work group and committee face-to-face meetings, Technology Center meetings and events, Web-based events, and SNW to conduct meetings and promote SNIF activities.

### **3.8 Liaisons**

The IP Storage-SNIF will remain coordinate with the standards bodies and technical groups for the technologies it markets. To do so, the IP Storage-SNIF and its subgroups will liaison with the necessary groups to ensure they remain informed about the technical progress of the IP storage technologies.

### **3.9 Camaraderie**

The IP Storage-SNIF will select a set of events that will bring vendors together in a social atmosphere to enhance the camaraderie of the IP Storage-SNIF subgroups, the vendors and individuals in the computer storage networking industry.