STORAGE NETWORKING INDUSTRY ASSOCIATION

2008 ANNUAL REPORT

SNIA

Advancing storage &
information technology

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information technology

Annual Report

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Storage Networking Industry Association

Dear SNIA Members and Industry Colleagues,

I am very pleased to report to you on the significant achievements of the SNIA in 2008. Having expanded its mission in 2007 by adding information management, the SNIA moved decisively into this new era for the organization, continuing to expand its activities to deliver value to its members and support the IT industry in addressing these requirements.

The SNIA's core programs offered many notable technical advancements in 2008, including the release of the eXtensible Access Method (XAM) v1.0 specification and the XAM SDK v1.0 work-in-progress software, as well as the Storage Management Initiative Specification (SMI-S) v1.3 and its related Conformance Testing Program (CTP) test suite. Additional technology news included approval of the SNIA iSCSI Management API (IMA) v1.0.2 as an ISO Standard (ISO/IEC 11989-2008), joining two other SNIA specifications – Multipath Management API (MMA) v1.0 (ISO/IEC 11002:2008) and SMI-S v.1.0 (ISO/IEC 24775:2007) – in achieving the valued ISO standard designation.

In 2008, progress from the SNIA's Forums and Initiatives continued to play a substantial role in the organization's success. In addition to the technical releases from SMI and XAM, the year's milestones included the Data Management Forum's (DMF's) launch of new groups for Long-Term Retention (LTR) and Data Deduplication and Space Reduction (DDSR), as well as the Storage Security Industry Forum's (SSIF's) Best Current Practices publications. The SNIA's Green Storage Initiative (GSI) further extended its key industry leadership position in liaising notably with Green IT authorities, and the IP Storage Forum (IPSF) offered important educational materials. The recent and rapid formation of the new Solid State Storage Initiative (SSSI) is addressing a critical industry requirement and is illustrating SNIA's ability to respond quickly to market changes – we look forward to more from the SSSI in 2009.

Internationally, the SNIA showed new growth by initiating its expansion into South America with the preliminary addition of Brazil, which joins SNIA's other successful Regional Affiliates and Forums in Australia-New Zealand (ANZ), Canada, China, Europe, India, Japan, and South Asia. Among the many successful activities abroad, the organization once again hosted numerous well-attended SNIA Academies around the globe, as well as contributions to security and information management events.

The SNIA also advanced its worldwide leadership through its engagement with IT users' communities in 2008. Examples include the addition of senior IT professionals to the leadership team of SNIA-ANZ and the support and guidance of its End User Council, which launched a unique Storage Technology Online Community (StorTOC) to serve as a "vendor-free" portal where end users can network and collaborate.

In another key accomplishment, SNIA's certification credentials saw increased growth in global testing volume and continued to gain traction and respect for storage networking professionals. As a result of these gains, the SNIA Storage Networking Certification Program was identified by CIO Magazine in January 2009 as providing increasing value even in a difficult economy. This year's activities included the introduction of a new SNIA Storage Networking Management & Administration Exam, and a refresh of the SNIA Storage Network Foundations Exam.

Our SNW events in the U.S., Europe, and China continued to be highly successful, and this strategic partnership between Computerworld and the SNIA remains a very valuable opportunity to showcase our progress and successes and reach attendees worldwide with information on significant storage and IT industry trends. In 2008, the SNIA refreshed and expanded its Tutorials offered during SNW, with additional programs such as the Hands-on Lab delivering added value to the industry.
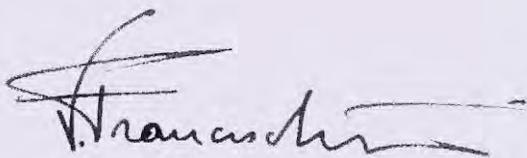
In what is fast-becoming a must-attend event, the SNIA once again produced a packed Storage Developer Conference (SDC), where leading industry experts delivered valuable technical updates to a savvy audience. In addition, SNIA produced its regular Symposia during the year, to help advance SNIA programs and provide a venue to meet with key IT industry players and associations.

Elsewhere, the SNIA participated in a host of other industry events, including the AIT Global Conference on Green at the United Nations, the IDC CIO Forum & Expo, Interop (Las Vegas and New York), Next Generation Data Center, Information Management World, Blade Systems Insight, Management Developers Conference, and more.

In 2008, the SNIA fully leveraged Web 2.0 technologies to keep engaging the storage community beyond the SNIA membership. Some of the new online collaborative offerings included a DMF Community, the StorTOC Community, the SMI-S Developers Group, and the XAM Developers Group. In addition, the SNIA continued to deliver its informative podcasts, videos, and the SNIA Insider blog.

In responding to the growing need for supporting information management strategies, notably in the enterprise, the SNIA is using its collective expertise to address these requirements for the benefit of the broader technology industry. Though the coming year is anticipated to usher in a tough economic climate, the results of careful expense control and Association management in 2008 have resulted in a revenue surplus and reserve re-investment that will assist us in sustaining our 2009 objectives. The SNIA will continue to succeed through the efforts of its many valuable volunteers and staff.

On behalf of the SNIA Board of Directors, I would like to thank everyone who contributed to our accomplishments this year, including the committee and workgroup volunteers, the SNIA group leaders, our Forum and Initiative teams, the SNIA staff, and the past and current SNIA contributors. The many achievements detailed in this Annual Report are a testament to our passionate and dedicated volunteers, and we look forward to another exciting year in 2009.

Vincent Franceschini
2008 Chairman, SNIA Board of Directors

The SNIA's Technical Council, Technical Working Groups (TWGs), Standards Committee, Initiatives, and Forums continued to deliver significant technical advancements in 2008. Additionally, SNIA's Technology Center in Colorado Springs, Colorado, played a vital role in supporting many of the SNIA's technology and education efforts. These groups and technical activities are central to the SNIA's work driving the alignment of storage technologies with information management requirements.

STORAGE DEVELOPER CONFERENCE

The SNIA's Technical Council and community play a key role in the only event created by the storage industry for those needing new or enhanced development skills, the Storage Developer Conference (SDC). In 2008, the event was once again a success, featuring more than 60 conference sessions on SNIA standards work and emerging trends in storage, with nearly 350 attendees participating in the event (presentations from SDC 2008 are available for download). As an added feature, SDC 2008 included live Hands-On Lab for Developers (HOLD) sessions, as well as the traditional and well attended CIFS/SMB/SMB2 Plugfest.

CIFS plugfest attendees discuss test results

SPECIFICATIONS AND DEVELOPING TECHNICAL WORK

In 2008, the SNIA's Storage Management Initiative Specification (SMI-S) v 1.3.0 rev 5 was approved by SNIA voting members as SNIA Architecture. SMI-S defines a method for the interoperable management of a heterogeneous Storage Area Network (SAN) to support the specific requirements of managing devices in and through SANs.

In addition, the SNIA's Extensible Access Method (XAM) v1.0 Specification was approved this year as SNIA Architecture. XAM defines a standard access method (API – application programming interface) between "Consumers" (application and management software) and "Providers" (storage systems) to manage fixed content reference information storage services.

In other news, the SNIA's Multipath Management API (MMA) has been published as an ISO International Standard (ISO/IEC 11002:2008). MMA allows a management application to discover the multipath devices on the current system and discover the associated local and device ports.

NEW TECHNICAL WORK GROUPS

In 2008, the SNIA Technical Council initiated work in several new technical areas by creating the following new TWGs.

The Long Term Retention TWG will lead storage industry collaboration with groups concerned with – and develop technologies, models, educational materials, and practices related to – data and information retention and preservation.

The Multi-path Management API TWG is developing an interface API specification for managing multi-path SCSI devices. This API allows administrator-driven path selection, load balancing, path failover, and more.

The Solid State Storage TWG will produce a comprehensive set of specifications related to Solid State Storage management, reliability, performance, and transport. This TWG will drive the consistency of interface standards and messages across the various Solid State Storage-related efforts by documenting system-level requirements and sharing these with other standards organizations, under the guidance of the SNIA Technical Council and in cooperation with the SNIA Strategic Alliances Committee.

The Data Integrity TWG is developing a standardized means of providing end-to-end data integrity between an application and storage devices. The group's scope of work includes developing an end-to-end data integrity framework, specifying use cases, and developing a set of system-level interface specifications that provide a standardized means of implementing end-to-end data integrity between applications and I/O adapters.

The SNIA also announced a new TWG to create SNIA software to implement version 4.0 of the Network Data Management Protocol (NDMP) standard. NDMP addresses the challenges associated with backing up multi-vendor network attached storage systems, and the SNIA software will help accelerate the already widespread adoption of the NDMP standard by storage vendors and IT users in all markets worldwide. This SNIA effort will enhance the existing SDK implementation for version 3 to conform to this latest version of the NDMP standard.

SNIA TECHNOLOGY CENTER, UNITED STATES

The SNIA Technology Center (U.S.) in Colorado Springs successfully concluded its eighth year of operations with its busiest rate of utilization ever. Plugfests took place that supported SMI-S and its Conformance Testing Program (CTP), XAM, the Green TWG, as well as the Distributed Management Task Force (DMTF), SNIA's Alliance Partner. In addition to hosting other events, including SNIA Technical Symposia and end-user tours, the Tech Center hosted SNIA Certification training for more than 200 students. Renewing the promise and potential of this 15,000 square-foot facility, the Tech Center also hosted a large financial company that ran a networked storage proof-of-concept trial. With more than 825 visitors in 2008, the Tech Center continues to support SNIA technology and education efforts by hosting equipment for software development, research, and other projects.

2008 marked the eighth year of operations for the SNIA Technology Center (U.S.).

SNIA Forums and Initiatives primarily focus on technology promotion and technical marketing activities. With their ongoing progress and valuable contributions, in 2008 these groups continued to play a key role in the organization's overall success. The highlights of these activities follow.

SNIA INITIATIVES

Green Storage Initiative

SNIA's Green Storage Initiative (GSI) is dedicated to advancing energy efficiency and conservation in all shared storage technologies, which will help minimize the environmental impact of data storage operations.

The GSI hosted its first-ever "Unplugged Fest" during Earth Day week.

As one of its first events in 2008, the GSI hosted the first-ever "Unplugged Fest" during Earth Day week at the SNIA Technology Center in Colorado Springs. In this green version of a plugfest, eight member companies participated to gain a baseline for measuring energy consumption in storage systems.

GSI continued its industry leadership by working with the ENERGY STAR® Product Specifications Development Group of the US Environmental Protection Agency (US EPA) to begin the task of establishing green storage metrics and test methodologies, which may be used in future extensions of the EPA's ENERGY STAR® program to include storage systems. This year the GSI also released two white papers providing guidance to the industry on topics of Energy Efficiency. "How Green is Your Storage?" focused on current technologies organizations are likely already using, and which can also impact energy usage, while "Best Practices for Energy Efficient Storage Operations," went further by providing guidelines for leveraging those storage system features in reducing energy and power consumption.

A major achievement in 2008 involved progress on the Green Storage Power Measurement Specification. With its initial release in January of 2009, this important specification includes a new "Green Storage Taxonomy" for classifying storage products based on energy consumption characteristics and application environments, as well as a baseline standard for idle power metrics. Future releases will add active measurements as well as processes for certifying results.

Solid State Storage Initiative

In September 2008, the SNIA announced the formation of the Solid State Storage Initiative (SSSI) with the purpose of fostering the growth and success of the market for solid state storage in both commercial and consumer environments. The SSSI is responsible for coordinating and managing all activities within the SNIA related to the use of storage made from solid state devices, including those for education, technical development, business development, marketing, implementation, and conformance testing.

The SNIA's work in this area began with a "Birds of a Feather" (BOF) meeting on Solid State Storage at the SNIA Summer Symposium in July. Due to the high level of participation and overwhelming support for the effort, the group moved quickly to form the Initiative. At Storage Networking World (SNW) Fall 2008, SSSI presented its first tutorial on "Solid State Disk in the Enterprise" and held key meetings to plan for the coming year. The Initiative also sponsored the SNW Europe conference and presented this tutorial at the event, thus spreading its message to the international community. The SSSI is actively working with SNIA Europe to promote solid state storage in the European community; a regional SSSI has been created within SNIA Europe. With a newly established Web site and aggressive plans for the future – including participation at more events and the creation of white papers and tutorials – the SSSI has attracted widespread interest and built a strong foundation for an exciting 2009.

Storage Management Initiative

In 2008, the Storage Management Initiative (SMI) unveiled a new version of the Conformance Testing Program (CTP) for the SMI Specification (SMI-S) Provider Test suite for SMI-S v1.3. The program was developed to help ensure enterprise and storage management products deliver on the benefits of the fast-evolving SMI-S standard. In the history of the program, CTP has completed Provider testing on more than 500 vendor hardware products from 27 companies.

The year also saw the SMI deliver the first public online community specifically for SMI-S developers. The SMI-S Developers Group is designed to accelerate SMI-S implementation and quality by giving current and prospective SMI-S engineers, architects, and quality assurance personnel access to key resources like education, development tools, and support services. The portal allows questions to be posed directly to the individuals leading the SMI-S program, and it has become a popular resource for the SMI-S community.

In addition, SMI continues to offer key education to the industry on storage management issues. At both SNW Spring and SNW Fall, SMI offered well-attended tutorials on topics such as "The Real World State of Storage Management," "Solving Business-Oriented Goals with SMI-S," and "SMI-S: Building the Case for a Standard." SMI also presented a tutorial on "SMI-S Deployment Best Practices" at SNIA's Storage Developer Conference (SDC) and ran the Storage Management track with several SMI tutorials at the Management Developers Conference.

XAM Initiative

In 2008, SNIA released the XAM v1.0 specification, which provides a much-needed framework for standards-based information independence for applications and storage systems. While providing storage transparency to end users, XAM is designed to assure information immutability to meet long-term digital information retention requirements.

Also this year, the XAM Initiative made available the XAM Software Development Kit (SDK), which provides Independent Software Vendors (ISVs), storage vendors, and operating system vendors with the tools they need to develop and test code based on the latest XAM specification.

In addition, the group held several plugfests for vendors and ISVs interested in testing their integration with multiple platforms, and offered public demonstrations of a number of solutions utilizing the XAM specification during Storage Networking World Spring 2008. The XAM Initiative also provided its community of developers with a new, publicly available XAM Developers Group community site. This portal offers a central location for sharing best practices, expert advice, first-hand experiences, and links to critical XAM resources for anyone interested in XAM development.

SNIA FORUMS

Data Management Forum

In 2008, the SNIA Data Management Forum (DMF) continued to provide key programs via its three initiative-based workgroups: the Data Protection Initiative (DPI), the Information Lifecycle Management Initiative (ILMI), and the Long Term Archive and Compliance Storage Initiative (LTACSI).

As part of this work, a new Long-Term Retention (LTR) Technical Work Group was formed in 2008 to focus on the top technical challenges of long-term digital information retention and preservation. The group is defining the Self-contained Information Retention Format (SIRF), a new logical format standard, as well as best practices for information preservation and migration.

Early in 2008, the DMF spearheaded a new "Snap-In" education program providing customized content to fit the needs of industry events. The program was executed at a number of events throughout the year and included a combination of DMF presentations and SNIA tutorials, interactive workshops, and experts to support panel discussions. Other educational offerings included publishing two instructional white papers, titled "CDP - Solving the Problem of Recovery" and "Understanding Data Deduplication Ratios." Also this year, two updates to the popular DPI Members Buyers Guide were published. In addition, at the end of 2008 the DMF kicked-off a new series of Webinars and briefings focused on topics related to data and information management.

In July, the DMF launched the first SNIA professional networking Website for the DMF Community. Discussion forums were formed on topics such as backup, data protection, disaster recovery, information lifecycle management, data classification, archive, long-term digital information retention, eDiscovery, data integrity, remote replication, and more.

SNIA INITIATIVES AND FORUMS

IP Storage Forum

IP-based SAN solutions continued to be an important topic, and the IP Storage Forum (IPSF) maintained its focus on driving their broad adoption.

Composed of leading computer, data storage, and data management vendors, as well as resellers, the IPSF provides the IT community with vendor-neutral information and education. This includes participation in events around the world, with a primary focus on seminars, SNIA tutorials, industry events, and hands-on demonstrations.

In 2008, this educational outreach included tutorials at both SNW Fall and Spring on the topic of "Storage Consolidation with IP Storage." The IPSF also continued to raise awareness of IP storage issues, offering a white paper on "iSCSI Management API (IMA): ANSI Standard to Discover & Manage iSCSI Resources on a Host System" and publishing numerous contributed articles in key industry publications.

Storage Security Industry Forum

In 2008, the SNIA Storage Security Industry Forum (SSIF) expanded its delivery of storage security education to end users and the industry.

The January 2008 SSIF Storage Security Summit focused on eDiscovery, and provided an end user and industry audience with expert analysis of storage issues and challenges, information on the latest in storage security research and futures presented by leading scientists and academicians, and unique user perspectives on implementing security in the storage ecosystem.

This year, the SSIF created a "Solutions Guide to Data-at-Rest," addressing concerns around data privacy, integrity, availability, and liability, offering baseline considerations and guidance into factors that should be considered when evaluating storage security technologies and solutions. SSIF member solutions for encryption and key management were profiled. The SSIF also contributed to the formation of a Data Security and Protection Hands-On Lab at the SNW conference, which highlighted encryption and key management technologies.

In addition, the SSIF published two documents created by the SNIA Security Technical Working Group. The "Storage Security Professionals Guide" describes the skills and knowledge necessary to be a competent storage security professional securing a typical enterprise's storage ecosystems. A new revision of the "SNIA Technical Document Storage Security Best Current Practices (BCPs)" provides broad guidance to organizations seeking to secure their individual storage systems, as well as their storage ecosystems, and addresses virtualization in creating risk domains, legal practices for data security compliance, and encryption issues.

In 2008, the association re-organized the bodies overseeing its worldwide efforts into the International SNIA Council, chartered to guide the overall SNIA organization to achieve significant storage industry objectives on a global basis, in line with the SNIA strategic plan.

With SNIA Affiliates continuing to grow and expand, they are critical to the execution of the organization's local activities in support of SNIA's global mission. The 2008 highlights from the SNIA Regional Affiliates and Forums around the globe follow.

SNIA AUSTRALIA-NEW ZEALAND (ANZ)

In 2008, SNIA ANZ expanded its Board of Directors and added representatives from the end user community and the CEO of the Records Management Association. Additionally, the group formed two new committees, Education and Green Storage, to spearhead local initiatives in these areas.

In addition to its participation in numerous events, including the Records Management Association of Australia (RMAA) Convention and Security Expo – the first time SNIA ANZ had ever been directly involved in the records management and data security market in this region – the organization ran two successful Storage Academies in 2008, one in Sydney and one in Auckland. In other news, through a partnership with Infinity I/O, SNIA ANZ expanded the availability of SNIA training in the region in 2008. The result has been a 100% increase in the number of certified professionals in the region. The creation of an individual membership category has helped drive the adoption of the certification program in the end user and storage consultant communities.

SNIA BRAZIL

As SNIA's newest international organization, SNIA Brazil became established in 2008. The group built its member base and initiated website activities. The organization also completed the first draft of the SNIA Dictionary, including the formation of a Revision Committee for the Brazilian SNIA Dictionary (Portuguese version).

In addition, board member Antonio Lima delivered a main-stage presentation on Best Practices Managing Virtualized Environments at the 2008 IDC Infrastructure & Storage Vision Conference in Sao Paulo, and the group sent a delegation to attend both SNW Spring and SNW Fall 2008.

SNIA CANADA

As a SNIA Regional Forum, SNIA Canada aims to accelerate the adoption of storage networking technologies and to promote the SNIA within the Canadian marketplace by highlighting standards-based interoperability of storage networking products and applications. Local CIOs, IT directors, and storage administrators look to SNIA Canada to help them with their concerns through topical educational sessions and the local implementation of key SNIA programs.

In 2008, SNIA Canada held education forums in the region through its collaboration with Diversified Communications and with content from SNIA Forums and Initiatives. These educational conferences focused on hot topics, and end users responded positively to the sessions and actively participated in the discussions.

SNIA CHINA

SNIA China continued its leadership of the storage community in the country by hosting several conferences in 2008. This included SNW China 2008, which featured new SNIA tutorials that were well received, as well as a channel/reseller tech forum, which attracted the participation of leading companies. The group also partnered with the storage committee of the China Computer Society to host the Academy of Storage in Xi'an.

In addition, the group published a number of SNIA deliverables in China, including the XAM Software Development Kit (SDK) and iSCSI Management API (IMA). In 2008, great progress was made on the Chinese version of the book of Storage Fundamentals, which is due in 2009 and will be the first such book in China.

SNIA EUROPE

In 2008, SNIA Europe educated more than 1,000 end users and channel representatives in nine countries through its continued expansion of the SNIA Europe Academy program. This number represents almost half the total Academy delegates since its inception, with 2008 seeing the addition of three new cities to the annual calendar – London, Paris, and Milan. The Academy has also attracted new members to the organization, with a total of 10 new companies joining in 2008 specifically to participate in the Academy program.

In October, SNIA Europe further extended its permanent international presence with the formation of the new Middle East Regional Committee, chartered to engage with the dynamic and fast-growing markets of the Gulf States and Saudi Arabia. Progress was also made towards forming a regional committee in Russia, with the launch expected in early 2009.

The highly successful SNW Europe once again attracted record numbers of delegates and sponsors, breaking the 2,000 mark in registrations for the first time. SNW Europe is now firmly established as the premier storage networking event in EMEA, featuring over 100 conference sessions, industry keynotes and hands-on training seminars, and attracting more than 70 press and analysts from 13 countries. In partnership with SNIA Europe's strategic partner, the Fibre Channel Industry Association, a conference track dedicated to Fibre Channel over Ethernet was launched this year.

The SNIA Europe Board of Directors continued its pro-active liaison program to the SNIA Forums and Initiatives, with a particular focus on the Green Storage Initiative and the launch of the Solid State Storage Initiative. In parallel to SNIA's discussions with the US Environmental Protection Agency, SNIA Europe contributed to the development of the European Union Code of Conduct for Data Centre Efficiency, spearheaded by the European Commission. The Code of Conduct aims to establish best practices for energy efficiency in enterprise IT infrastructure.

SNIA INDIA

SNIA India made important improvements to its infrastructure in 2008, including an expanded Web site and infrastructure upgrades. The organization also launched a newly improved newsletter, with region-specific news from SNIA India and the industry at large.

The group participated in events including the 16th Convergence India 2008 conference, and provided SNIA Education Training for Wipro. The group also completed event planning for the coming year, including SNIA India's endorsement as a Supporting Association at INTEROP Mumbai 2009 and planned participation in Convergence India 2009 and Storage Expo 2009.

SNIA JAPAN

In 2008, SNIA Japan held well-attended education seminars in Tokyo and Osaka, for a total of eight days of in-depth training in the region. In addition, SNIA Japan offered tutorial sessions at the 10th Data Storage Expo, which is "the world's largest comprehensive exhibition on data storage." SNIA Japan addressed topics such as green storage, de-duplication, and storage security.

In addition, SNIA Japan conducted its fifth annual end user survey, and received 340 responses. Respondents highlighted challenges in long-term archiving, storage security, and data center management as key issues. Also in 2008, SNIA Japan joined the regionally important Green IT Promotion Council to strengthen its alliance relationships with other industry organizations.

SNIA SOUTH ASIA (SA)

Helping to drive membership in Singapore and Malaysia in 2008, SNIA SA hosted several highly successful customer breakfast briefing events. Featuring SNIA Tutorials and external partner presentations, about 25-30 end users attended each of the meetings.

In event activities, SNIA SA presented at key events in Korea and India on green IT and green data center topics. In addition, SNIA SA member Data Storage Institute's Storage Network Foundations Course (SN-101) has been certified by SNIA International, and is slated for a 2009 launch in Singapore.

The SNIA's educational programs play a key role in helping storage professionals keep up with the latest information and methodologies for storage networking and information management. 2008 saw ongoing success in SNIA Tutorials, the SNIA Certified Storage Networking Professional program, Storage Networking World (SNW) Hands-On Labs, and the SNIA Dictionary.

SNIA Education continued to provide key leadership in the creation and delivery of hundreds of vendor-neutral, knowledge-based tutorials on networked storage and associated technologies in the popular SNIA Tutorials Program. Already a mainstay at SNW conferences in the US and in other geographies like SNW Europe, SNW China, SNW Japan, and SNW Australia, the SNIA Tutorial program experienced continued growth and success through extending and delivering these materials in other venues.

Co-owned by the SNIA and Computerworld, SNW continues to draw crowds as the world's premier storage event

In 2008, the SNIA Storage Networking Certification Program saw increased growth in global testing volume. Recognized as providing increasing value even in the midst of a difficult economy, SNIA certifications continue to gain traction as respected credentials for storage networking professionals. This year's activities saw the introduction of a new SNIA Storage Networking Management and Administration Exam, and a refresh of the SNIA Storage Network Foundations Exam. In addition, an online version of the SNIA Authorized Storage Network Foundations Practice Exam was made available as a coaching tool to help candidates learn more about their own expertise in storage networking technologies. Continuing the integration of SNIA's vendor-neutral credentials with company-specific certifications, LSI and Brocade were added to the SNIA Storage Networking Expert Program. In addition, the SNIA continued to leverage its Technology Center in 2008 by introducing hands-on-lab training offerings in the SNIA Storage Networking Certification curriculum. Hundreds of end users from across the globe have trained at the SNIA Technology Center in Colorado Springs.

SNIA's contributions to the popular SNW Hands-On Lab program resulted in two very successful engagements at SNW Spring and SNW Fall events. With 39 member companies collaborating to produce rich and compelling "test drives" of cutting edge storage networking and information management technologies, hundreds of end users were able to participate in these hands-on events at SNW Fall. SNIA will continue to collaborate with Computerworld to produce compelling, participative, and informational offerings for the SNW Hands-On Lab.

A final area of program focus for SNIA Education is the "2008 Dictionary of Storage Networking Technology." The SNIA Dictionary continues to grow in popularity, even as it moves into different formats and translations. Spearheaded by SNIA's Technical Council (which reviews new terms and approves the final format), the publication is gaining credence not only in its increasing citation by writers and researchers in the industry, but also in such diverse sources as software documentation and published tutorials and white papers. The SNIA Dictionary is now available in online and print versions, with translations in English, Japanese, and Mandarin Chinese.

Annual Report

Storage Networking Industry Association

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The SNIA is committed to pursuing and maintaining close collaborative working relationships with other industry associations through its Alliances program, with the goal of increasing the level of heterogeneous integration of storage solutions for general business and IT environments. In addition to its strong alliances with ARMA International, the Distributed Management Task Force (DMTF), the Eclipse Foundation, Fibre Channel Industry Association (FCIA), and the Open Grid Forum (OGF), the SNIA continued to expand its relationships in 2008.

In 2008, the SNIA announced that it has formed an alliance with The Green Grid, aligning green storage expertise with data center infrastructure efficiency for metrics, standards, education, and best practices. The SNIA and its Green Storage Initiative (GSI) are working with The Green Grid to develop and promote standards, measurement methods, processes, and technologies to improve overall data center energy efficiencies.

This alliance will enable the delivery of a complete and consistent set of information that benefits IT data centers and government bodies, such as the United States Department of Energy, the Environmental Protection Agency, and other regional and global agencies that have data center and computer equipment energy efficiency programs.

SNIA AND END USERS

Storage consumers and suppliers collaborate in the SNIA End User Council (EUC), working to advance the development of storage networking technology and solutions. EUC membership is open to all end users, including those in IT management, IT architecture, storage and systems engineering, and storage operations.

In 2008, the EUC launched StorTOC (Storage Technology Online Community). Providing a vendor-free venue where storage end users can network on a daily basis – locally or internationally – StorTOC is a portal where end users set the agenda to define best practices, further technical and leadership skills, and find opportunities for larger collaboration with industry on key initiatives.

SNIA End User Council Town Hall Meeting at SNW Fall 2008

In 2008, the SNIA continued to commemorate its more than 10 years in the industry, celebrating the organization's vast accomplishments and laying the groundwork for the next 10 years.

One example was the initiation of a new "Profiles in Achievement" program to honor SNIA's pioneers. During 2008 and on an annual basis thereafter, SNIA is recognizing and promoting the outstanding contributions made by those SNIA members and volunteers who have significantly impacted the Association since its inception in 1997. The success of the SNIA has always depended on the dedication, hard work, and commitment of its volunteers and as part of the 10th anniversary commemoration program the organization bestowed Profiles in Achievement awards this year upon Clodoaldo Barrera, Brenda H. Christensen, Mike Dutch, Vincent Franceschini, Larry Krantz, Paul Massiglia, Roger T. Reich, John C. Tyrrell, and John Wilkes.

As we expand upon the past decade of outstanding volunteer contributions and achievements, the SNIA is building on this strong foundation for the next 10 years. The organization is structured for the long term, including how we rapidly organize and launch new focus areas, our overall fiscal health, and how we partner with the industry at large. We have moved from a domestic organization with a handful of centrally managed committees to a global association with governing oversight over an ever-growing set of decentralized technical and market development activities. SNIA will continue to evolve during the next 10 years, as technology and how the industry applies technology will continue to progress.

Ten years ago, we started out by transforming the industry from direct attached storage to networked storage. Much speculation was made as to what the storage media and protocols would be. As we start the next 10 years, we are in the midst of several profound technology and economic trends that did not exist 10 years ago, including converging data center fabrics, cost-effective solid state storage technology, petabyte data management, cloud computing, green IT, and data security. The technologies we will have 10 years from now no one can accurately predict, but we most likely will be dealing with today's storage media as part of the mix, with new approaches to data security and an ongoing emphasis on the long-term management of information. In our digital age, with compliance, privacy, and discovery requirements, improved methods of information preservation and management will come forth, and SNIA is heeding the call. Our organization is forming the cornerstones for storing and retrieving secure and protected information for generations to come.

In 2009, we recognize economic conditions are affecting everyone's resources. SNIA has proactively reviewed its plans for 2009 and has made several reductions in face-to-face meetings and associated travel, and is increasing its use of remote meeting collaboration technologies. We also are leveraging the internet and social media to foster more information sharing as well as reaching the industry at large with more Webcasts. We recognize we can not be 100% virtual and expect to be as effective, but we are striking a new balance for this year.

Thanks to your ongoing support and commitment, we look forward to another stellar year for the SNIA in 2009.

Wayne M. Adams
2009 Chairman, SNIA Board of Directors

SNIA Plugfest participants at the Technology Center in Colorado Springs

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Technical Council Chairman
HP

SW Worth
Microsoft

2008 TECHNICAL COUNCIL

David Thiel
Chairman
HP

Alan Yoder
Vice Chairman
NetApp

Duane Baldwin
IBM

David Black
EMC

Mark Carlson
Sun Microsystems

Arnold Jones
Non-voting
Technical Council Managing
Director
SNIA

Erik Riedel
Seagate

James Williams
Oracle

Steve Wilson
Brocade

Ken Wood
Hitachi Data Systems

2008 END USER COUNCIL GOVERNING BOARD

Laurence Whittaker
Chairman
Hudson's Bay Company

Terry Yoshii
Vice Chairman
Intel

Norman Owens
Treasurer
Carlson Company

Jackson Shea
Secretary
The Regence Group

Back Row Left to Right: Dave Thiel, Dave Dale, S.W. Worth, Robert Peglar, Norio Hasegawa, Gary Phillips, Leo Leger, Skip Jones, Eric Bart
Front Row Left to Right: Wayne M. Adams, Phillip Mills, Vincent Franceschini, Julie Ryan. Not pictured: Tom Clark.

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANT
FOR THE YEARS ENDED NOVEMBER 30, 2008 AND 2007

Board of Directors
Storage Networking Industry Association
San Francisco, California

We have audited the accompanying statements of financial position of Storage Networking Industry Association (a California nonprofit organization) as of November 30, 2008 and 2007, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Storage Networking Industry Association as of November 30, 2008 and 2007, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

McCahan, Helfrick, Thiercof & Butera
Accountancy Corporation

San Jose, California
February 20, 2009

STATEMENTS OF FINANCIAL POSITION
NOVEMBER 30, 2008 AND 2007

ASSETS

	2008	2007
Cash and Cash Equivalents	$ 977,838	$ 588,130
Investments	2,371,002	2,195,652
Accounts Receivable - Membership	924,944	259,848
Accounts Receivable - Storage Networking World	125,124	296,050
Accrued Revenue	110,196	5,834
Dividends Receivable	20,953	18,521
Prepaid Expenses	18,049	0
Property and Equipment - Net	353,551	587,568
Total Assets	$ 4,901,657	$ 3,951,603

LIABILITIES AND NET ASSETS

	2008	2007
Liabilities:		
Accounts Payable	$ 315,599	$ 269,711
Deferred Revenue	1,146,700	434,992
Accrued Expenses	176,799	186,406
Total Liabilities	1,639,098	891,109
Net Assets:		
Unrestricted:		
Designated by Board of Directors -		
For Regional Affiliates and Forums	439,659	245,100
For Operating Reserve	1,800,000	1,800,000
Undesignated	1,022,900	1,015,394
Total Unrestricted	3,262,559	3,060,494
Temporarily Restricted	0	0
Permanently Restricted	0	0
Total Net Assets	3,262,559	3,060,494
Total Liabilities and Net Assets	$ 4,901,657	$ 3,951,603

The accompanying notes are an integral part of this financial statement.

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED NOVEMBER 30, 2008 AND 2007

	2008	2007
Unrestricted Net Assets:		
Support and Revenue:		
Memberships, Forums and Initiatives	$ 1,865,603	$ 1,755,754
Storage Networking World and Other Events	1,292,740	1,577,976
Storage Management Initiative Programs	559,983	309,714
Sponsorships	472,599	390,918
Lab Fees	312,983	825
Administrative Fees	185,199	278,955
Other	70,919	115,404
Investment Income	86,059	176,165
Contributions	0	386,645
Total Unrestricted Revenues	4,846,085	4,992,356
Expenses:		
Program Services:		
Storage Management Initiative Programs	730,898	624,273
Marketing Committee	309,276	482,501
XAM Initiative	264,681	93,479
Technology Center	249,580	231,155
Education Committee	218,737	193,896
Data Management Forum	184,816	184,770
Storage Developer Conference	119,429	128,836
Green Storage Initiative	101,142	0
Storage Security Industry Forum	84,745	143,430
Conference Committee	77,210	109,391
Technical Council	37,229	100,009
Solid State Storage Initiative	32,898	0
IP Storage Forum	20,918	71,899
Storage Networking World	13,460	53,900
Interoperability Committee	2,885	23,907
Membership Committee	1,949	17,720
Development Operation	241	123,704
Total Program Services	2,450,094	2,582,870

The accompanying notes are an integral part of this financial statement

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED NOVEMBER 30, 2008 AND 2007

	2008	2007
Unrestricted Net Assets (Continued):		
Expenses:		
Supporting Services:		
General and Administrative Expenses:		
Salaries and Related Expenses	1,599,891	2,361,534
Operations	588,150	533,495
Board of Directors	5,885	22,314
Total Supporting Services	2,193,926	2,917,343
Total Expenses	4,644,020	5,500,213
Changes in Unrestricted Net Assets	202,065	(507,857)
Changes in Temporarily Restricted Net Assets	0	0
Changes in Permanently Restricted Net Assets	0	0
Increase (Decrease) in Net Assets	202,065	(507,857)
Net Assets - Beginning	3,060,494	3,568,351
Net Assets - Ending	$ 3,262,559	$ 3,060,494

The accompanying notes are an integral part of this financial statement

STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED NOVEMBER 30, 2008 AND 2007

	2008	2007
Cash Flows from Operating Activities:		
Increase (Decrease) in Net Assets	$ 202,065	$ (507,857)
Adjustments to Reconcile Net Assets to Net Cash		
Provided by Operating Activities:		
Depreciation and Amortization	260,799	163,302
Donated Equipment Placed in Service	0	(386,645)
Unrealized Loss on Investments	34,813	16,340
Realized Gain on Investments	(14,833)	(78,608)
(Increase) Decrease in Operating Assets:		
Accounts Receivable	(494,170)	487,675
Other Receivables	(106,794)	(86,345)
Prepaid Expenses	(18,049)	8,287
Increase (Decrease) in Operating Liabilities:		
Accounts Payable	45,888	(102,652)
Accrued Liabilities	(9,607)	74,388
Deferred Revenue	711,708	(142,525)
Total Adjustments	409,755	(46,783)
Net Cash Provided (Used) by Operating Activities	611,820	(554,640)
Cash Flows from Investing Activities:		
Cash Payments for the Purchase of Property and Equipment	(26,782)	(5,912)
Net (Increase) Decrease in Investments	(195,330)	978,830
Net Cash Flows Provided (Used) by Investing Activities	(222,112)	972,918
Cash Flows from Financing Activities	0	0
Net Increase in Cash and Cash Equivalents	389,708	418,278
Cash and Cash Equivalents, Beginning of Year	588,130	169,852
Cash and Cash Equivalents, End of Year	$ 977,838	$ 588,130

Supplemental Disclosures of Cash Flow Information:
No payments were made for taxes or interest during the fiscal years ended November 30, 2008 or 2007.

The accompanying notes are an integral part of this financial statement

NOTES TO FINANCIAL STATEMENTS
NOVEMBER 30, 2008 AND 2007

NOTE A - NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES

Organization:
Storage Networking Industry Association was incorporated on December 22, 1997 under the corporate laws of the State of California.

Purpose and Operations:
Storage Networking Industry Association (The Organization) is a United States of America based trade association engaged in the promotion, growth, and development of storage networking systems and technologies throughout the world. The Organization provides education, training, and market information to companies in the field of storage networking technologies as well as developing standards, specifications, and infrastructure. The Organization also acts as a referral and information network for such companies.

The Organization's 2007-2009 Strategic Plan expanded their mission and vision to include developing and promoting standards, technologies, and educational services to empower organizations in the management of information.

Basis of Accounting:
The accompanying financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities. The Organization maintains its accounting records on a fiscal year commencing on December 1.

Revenue:
Revenues are derived primarily from annual membership fees, sponsors, special events, contributions, and trade shows. Membership fees are recognized over the period to which the dues relate. New membership fees are recognized over a fiscal year beginning on the date of membership.

The Organization offers vendor and channel members the option of a voting or non-voting membership. Vendor and channel member companies sign up for the membership level based on their annual revenue as follows: large membership - revenue greater than $500 million per year; medium membership - revenue between $10 million and $500 million per year; and small membership - revenue less than $10 million per year. The yearly membership fee distinguishes the Vendor and Channel voting member companies from the non-voting companies. Additionally, non-voting fee-based memberships are available for individuals, end-users (IT departments of any company) and non-profit organizations such as colleges and universities.

The Organization is involved in various industry events. For events in which the Organization is the 100% owner, revenue from attendee fees and sponsorships are recorded at the time of the event. For those events in which the Organization is not the 100% owner, revenues are recorded as the net amount received from the entity producing those events in the month in which the events occur.

NOTES TO FINANCIAL STATEMENTS
NOVEMBER 30, 2008 AND 2007

NOTE A- NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents:

For the purposes of the statement of cash flows, the Organization considers all unrestricted highly liquid investments with maturities of three months or less at acquisition to be cash equivalents.

Allowance for Doubtful Accounts:

The Organization provides an allowance for doubtful accounts based on management's assessment of the collectibility of existing specific accounts. Management considers accounts receivable to be fully collectible; accordingly, no allowance for doubtful accounts is required.

Investments:

The Organization maintains an investment account at Smith Barney, a division of Citigroup Global Markets Inc. Investments in this account, which is governed by a formal investment policy, are composed primarily of money market funds, mutual funds, government and government sponsored entities (GSE) bonds, and certificates of deposit and are carried at fair value. The money market funds included in the investment account are not considered to be cash equivalents because management intends to invest these funds in investments maturing in more than three months.

Depreciable Assets:

The Organization owns various property and equipment which is located at their administrative office in San Francisco, California and their technology center in Colorado Springs, Colorado. These assets are carried at cost or, if donated and placed in service, at the approximate fair value at the date of donation and depreciated over the estimated useful lives on the straight-line method. Major items and betterments are capitalized; minor items and repairs are expensed as incurred.

Use of Estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS
NOVEMBER 30, 2008 AND 2007

NOTE A- NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Donated Services:
A portion of the Organization's functions and activities is conducted by unpaid volunteer officers and committees. The value of this contributed time is not reflected in the accompanying financial statements since the volunteer time does not meet the criteria for recognition under SFAS No. 116, Accounting for Contributions Received and Contributions Made.

Fair Value of Financial Instruments:
The carrying amounts of financial instruments, including cash, cash equivalents, accounts receivable, accounts payable, deferred revenue, and accrued liabilities, approximates fair value due to the short maturity of these instruments.

Recent Accounting Pronouncements:
In June 2006, the Financial Accounting Standards Board (FASB) issued FASB Interpretation No. 48 (FIN 48), Accounting for Uncertainty in Income Taxes - an interpretation of FASB Statement 109. FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with FASB Statement No. 109, Accounting for Income Taxes. FIN 48 prescribes a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements tax positions taken or expected to be taken on a tax return including positions that the organization is exempt from income taxes or not subject to income taxes on unrelated business income. If there are changes in net assets as a result of application of FIN 48 these will be accounted for as an adjustment to the opening balance of net assets. Additional disclosures about the amounts of such liabilities will be required also. The Organization presently discloses or recognizes income tax positions based on management's estimate of whether it is reasonably possible or probable, respectively, that a liability has been incurred for unrecognized income tax benefits by applying FASB Statement No. 5, Accounting for Contingencies. The Organization has elected to defer the application of Interpretation 48 in accordance with FASB Staff Position (FSP) FIN 48-3. This FSP defers the effective date of Interpretation 48 for nonpublic enterprises, such as Storage Networking Industry Association, included within its scope to the annual financial statements for fiscal years beginning after December 15, 2008.

The Organizations will be required to adopt FIN 48 in its November 30, 2010 annual financial statements. Management has not assessed the impact of FIN 48 on its financial position and results of operations.

NOTE B - INCOME TAXES

The Organization is exempt from Federal Income Tax under Internal Revenue Code Section 501(c)(6) and from California State Tax under Revenue and Taxation Code Section 23701(e). The Organization complies with other Internal Revenue reporting requirements regarding contributions received, payroll transactions, and payments to independent contractors.

NOTES TO FINANCIAL STATEMENTS
NOVEMBER 30, 2008 AND 2007

NOTE C - CONCENTRATION OF CREDIT RISK

The Organization may, during the course of operations, maintain cash deposits in excess of federally insured limits. Effective October 3, 2008, the basic limit on federal insurance coverage was temporarily increased from $100,000 to $250,000 per depositor through December 31, 2009. In addition, on October 14, 2008 the FDIC announced its Transaction Account Guarantee Program which provides depositors with unlimited coverage for noninterest-bearing transaction accounts if their bank is a participant in the Program. The Organization's bank is currently participating in this Program.

NOTE D - INVESTMENTS

Investments are composed of money market funds, mutual funds, government and GSE bonds, and certificates of deposit. These investments, which are governed by an investment policy, have a cost basis of $2,405,816 and $2,211,992 and a fair value of $2,371,002 and $2,195,652 as of November 30, 2008 and 2007, respectively.

The following summarizes the investment return and its classification in the statement of activities for the years ended November 30, 2008 and 2007:

	2008	2007
Interest and dividends	$106,040	$113,897
Unrealized gains (losses)	(34,814)	(16,340)
Realized gain	14,833	78,608
Total investment return	$86,059	$176,165

NOTE E - DEFERRED REVENUE

The Organization offers annual voting and non-voting memberships to companies and individuals. The membership term begins upon the invoice date and continues for a period of one year. Income from membership dues is recognized over the period to which the dues relate. The portion that covers the period subsequent to the end of the Organization's fiscal year is recorded as deferred revenue on the Statement of Financial Position.

NOTE F - OPERATING LEASES

On January 1, 2004, the Organization entered into a five-year operating lease which expires on December 31, 2008 for its administrative offices located in San Francisco, California. In addition to the base rent which is currently $4,090.75 per month, the Organization pays as additional rent its share of the annual operating expenses, insurance expenses, utility expenses and tax expenses that are in excess of the total of those expenses for the base year. The base year is 2004.

**NOTES TO FINANCIAL STATEMENTS
NOVEMBER 30, 2008 AND 2007**

NOTE F - OPERATING LEASES (Continued)

On August 4, 2008, the Organization entered into a sublease agreement to sublet alternate space for its administrative offices at a different location in San Francisco, California. The sublease commences on January 1, 2009 and continues in force for a term of sixty months. The monthly base rent is $2,340 for the first two years and $2,500 for the remainder of the lease term.

The Organization leases a facility and various personal property located in Colorado Springs, Colorado for use as a technology center. On October 7, 2008 the third and final term extension was executed and the lease was extended through January 31, 2010. Monthly lease payments, which remain unchanged at $2,916.67, are payable on the first of each month.

On February 21, 2007 the Organization entered into a thirty-six month operating lease for a copier, payable in monthly installments of approximately $314.

At November 30, 2008, the minimum rental payments due under these leases are as follows:

Year ending November 30,

2009	$68,607
2010	34,542
2011	29,840
2012	30,000
2013	30,000
Thereafter	2.500
	$195,489

The total rental expense was $88,029 and $102,917 for the years ended November 30, 2008 and 2007, respectively.

NOTE G - PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	2008	2007
Machinery and equipment - Donated	$ 677,335	$677,335
Machinery and equipment - Other	243,178	225,632
Office furniture	96.745	87.509
	1,017,258	990,476
Accumulated depreciation	(663.707)	(402,908)
	$ 353,551	$587,568

Depreciation expense totaled $260,799 and $163,302 at November 30, 2008 and 2007.

NOTES TO FINANCIAL STATEMENTS
NOVEMBER 30, 2008 AND 2007

NOTE H - CONTRIBUTIONS

In March 2006, the Organization launched the SNIA Technology Center Champions Program to encourage and recognize contributions to the technical infrastructure expansion of the Technology Center in Colorado Springs, Colorado. In-kind contributions under this program consist of donated computer systems software and equipment which are recorded as revenue in the year received at fair value.

During the year ended November 30, 2007, the Organization received contributions totaling $386,645. There were no contributions received for the year ended November 30, 2008.

NOTE I - MEMBERSHIP, FORUM, AND INITIATIVE REVENUE

Membership, Forum, and Initiative revenue for the years ended November 30, 2008 and 2007 is comprised as follows:

	2008	2007
Association Memberships	$1,124,452	$1,048,367
Storage Management Initiative	190,730	319,500
Data Management Forum	198,875	192,500
IP Storage Forum	42,308	70,221
Storage Security Industry Forum	53,968	53,083
XAM Initiative	115,834	72,083
Green Storage Initiative	113,192	0
Solid State Storage Initiative	26,244	0
Total	$1,865,603	$1,755,754

NOTE J - DEFERRED COMPENSATION AND PROFIT SHARING PLAN

The Organization maintains a qualified deferred compensation and profit sharing plan under Section 401(k) of the Internal Revenue Code. The Plan covers substantially all employees meeting certain eligibility requirements. Employees may contribute a percentage of their eligible compensation to the Plan, up to the maximum permitted by the Internal Revenue Code. The Organization made matching contributions of $35,326 and $79,608 for the years ended November 30, 2008 and 2007, respectively.

Any forfeitures are used to first pay administrative expenses and then to reduce the employers contributions. At November 30, 2007, there was approximately $30,000 in the forfeiture account. The balance in the forfeiture account at November 30, 2008 was $334.

NOTE K - SUBSEQUENT EVENTS

Subsequent to December 31, 2008, the Board approved a reduction from $1,800,000 to $1,500,000 in the unrestricted net assets designated for operating reserves.

UNITED STATES

Vendor: Large Voting
Brocade
Cisco Systems
Dell
EMC
Hitachi Data Systems
HP
IBM
Intel
LSI Corporation
Microsoft
NetApp
Oracle
QLogic Corporation
Seagate Technology
Sun Microsystems, Inc.
Symantec Corporation
VMware, Inc.

Vendor: Large Non-Voting
Advanced Micro Devices
BMC Software, Inc.
Fujitsu Computer Products
Marvell Semiconductor, Inc.
NEC
Quantum

Vendor: Medium Voting
ATTO Technology, Inc.
Computerworld
Emulex Corporation
FalconStor Software Inc.
XIOtech Corporation

Vendor: Medium Non-Voting
3PAR Inc.
Adtron
BlueArc Corporation
CIENA Corporation
Crossroads Systems
Data Domain
DataDirect Networks
Dot Hill Systems Corporation
Finisar Corporation
HCL Technologies
Hifn, Inc.
Ibrix, Inc.

Infortrend
Isilon
Nexsan
Plasmon Inc.
PMC-Sierra
Riverbed
SiliconSystems, Inc.
Symphony Services Corporation
Texas Memory Systems
Xyratex

Vendor: Small Voting
Aristos Logic, Inc.
Bycast
Fusion-io
iStor Networks, Inc.
Knowledge Transfer
Panasas, Inc.
Permabit
Pillar Data Systems
Spectra Logic Corporation

Vendor: Small Non-Voting
AIC/Xtore
Alacritech
Astute Networks
Atempo
Attune Systems, Inc.
BiTMICRO Networks, Inc.
Calypso Systems, Inc.
Ciprico
Codenomicon
Compellent Technologies
Continuity Software
COPAN Systems
Diogenes Analytical Laboratories
emBoot Inc.
Enigma Data Solutions, LTD.
F5's Data Solutions Group
         (Acopia Networks)
Gresham
Infinity/IO
InMage
Intransa
iQstor Networks, Inc.
Lamprey Networks
MonoSphere, Inc.
Mtron Storage Technology Co., Ltd.
MU Security

NEON Enterprise Software, Inc.
Olocity Corporation
ONStor, Inc.
Pliant Technology, Inc.
Powerfile
Promise Technology, Inc.
Qsan
SANBlaze
SandForce Inc.
SanDisk Corporation
SANpulse
Sepaton
Solix Technologies
Stonefly Networks
StorMagic, Inc.
StorSpeed
Tek-Tools, Inc.
Violin Memory Inc.
Wasabi Systems Inc.
Wave Systems Corporation
WysDM Software
Xsigo Systems, Inc.
Yotta Yotta, Inc.

Channel: Large Non-Voting
Tokyo Elelctron

Channel: Medium Non-Voting
Business to Business Information
         Brazil (B2BR)
Intervision Systems Technology
Open Text (IXOS)
Patni Americas, Inc.
Vicom Computer Systems
Vignette PTY Limited

Channel: Small Non-Voting
Clearshark
Iron Mountain
StoreWize, Inc.
Vcare Infosystems
         (ProAct Datasystems AG)

Customer Company
Capgemini Finland Oy
Comerica Bank
Epsilon Data Management
WBEM Solutions

Note – Member companies as of November 30, 2008

AUSTRALIA/ NEW ZEALAND

Acer
Acronis
Adaptec
Alphawest
Brocade
CITEC
CA
Clonnaugh Pty Ltd
Datastor
Dimension Data
EDS
EMC Australia
Evito Pty Ltd
HP Australia Pty Ltd
Hitachi Data Systems Australia Pty Ltd
IBM Australia Ltd
Infinity I/O
Initio Pty Limited
Jargonmaster Corporate
        Communications
Moonwalk
NAB
NetApp
Quantum
Revera
RMAA
Sun Microsystems, Inc.
Symantec (Australia) Pty Ltd
XSI Data Solutions

BRAZIL

Brocade
Cisco Systems
EMC
FIAP
Fujitsu
Hitachi Data Systems
HP
IDC Brasil
Royer Systems Integration
Siemens
Skill Computer

CHINA

Vendor Members
Brocade
Cisco Systems
EMC
H3C
HP
Hitachi Data Systems
Huawei Symantec
IBM
Lenovo
Wisdata

Channel Member List
Betaone
Unisky
Toyou
AAA Store System
UNIS

Non-Profit Institution
Huazhong University of Science
        and Technology (HUST)
National Research Center for
        High Performance
        Computers (NRCHPC)

EUROPE

3PAR Inc.
Active Circle
Atempo
Avnet IT
BakBone Software
BDT AG
Brocade
BULL
Cisco Systems
Connexion Point
C-Storage
Data Domain
Dell
Double-Take Software
EMC
Emulex Corporation
Exagrid
Exello

FalconStor Software Inc.
Fujitsu Siemens Computers
Hammer
Hi-Stor Technologies
Hitachi Data Systems
HMK Computer Technologies
HP
IBM
InfineData
Infinity I/O
InfoGuard
Infortrend Europe
Isilon
ISIT
ISIT AE
iStor Networks, Inc.
iTernity
IVIS INFO
LB-Systems Messgeraete
LSI Corporation
Sachsenkabel
MTI
NCE Computer Group
NetApp
Opin Kerfi
Pillar Data Systems
ProAct IT Group
QLogic
qSkills
Quantum
RISE
Scasicomp
Servodata
SHD - System Haus Dresden
SM Data
SmartOptics
SNE
Source
Spusht Technologies
STORYFLEX
Sun Microsystems, Inc.
Symantec Corporation
Synerway
TBA - Telematica e Burotica
Lda
Telindus
Terasystem SpA
TopNordic
Zycko

Note – Member companies as of November 30, 2008

INDIA

AceData
CalSoft
Deepak Pintoo
Dell
EMC
Godfrey Philips
HCL Systems
Isure
Mahindra
Neependra
NetApp
Padmanabhan
Patni
QLogic
Sanat Technologies
Saroda
Sound Paradigm
Tata Elxi
TCS
Tejinder
Wasiq
Wipro

JAPAN

Voting Members
Brocade
EMC Japan K.K.
Fujitsu Limited
Hitachi, Ltd.
HP Japan, Ltd.
IBM Japan, Ltd.
NEC Corporation
NetApp Japan K.K.
Tokyo Electron Device Limited
Toshiba Solutions Corporation

Associate Members (Non-voting)

CA Japan,Ltd.
F5 Networks Japan K.K.
Marubeni Information Systems Co., Ltd.
Newtech Co., Ltd
Nihon Unisys, Limited
Oki Electric Industry Co., LTD.
Sumisho Computer System Corporation
Symantec Japan Inc.
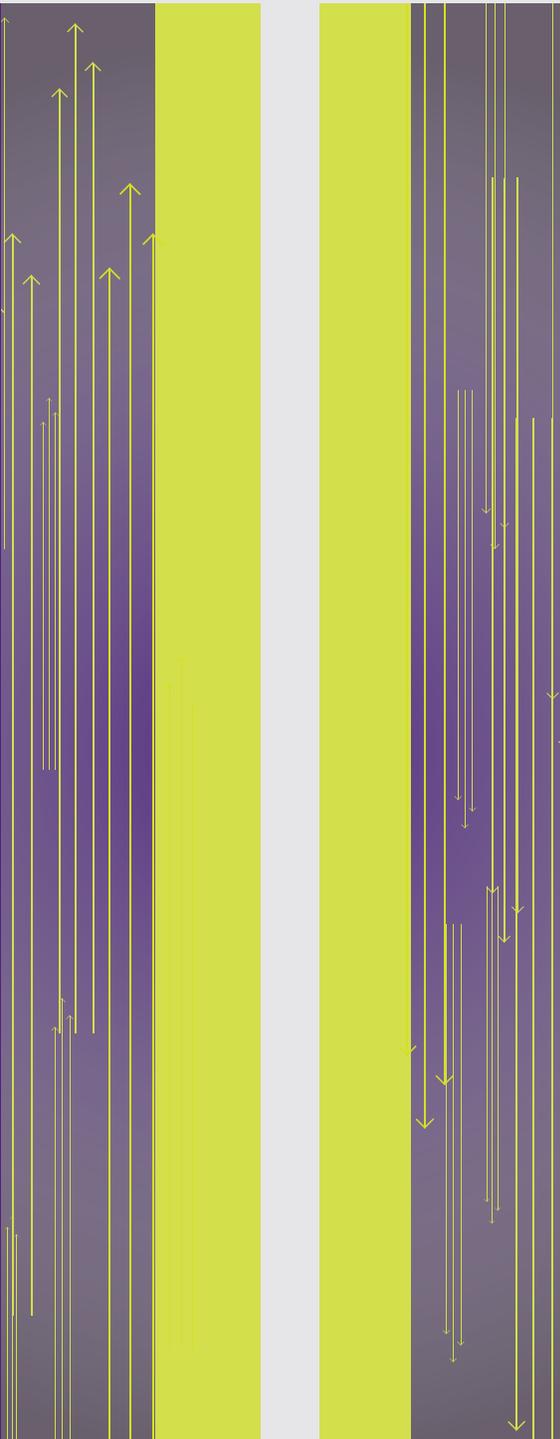
Special Member (Alliance)
Japan Data Storage Forum

SOUTH ASIA

Corporate Voting
ASTAR Data Storage Institute, Singapore
ASTAR Institute of High Performance Computing, Singapore
EMC
HP
OnStor, Greater China & Singapore
Serverware SDN BHD, Malaysia

Non-voting Member (Integrators & Resellers)
IBM

Note – Member companies as of November 30, 2008

SNIA
www.snia.org

SNIA Australia and New Zealand
www.snia.org.au

SNIA China
www.snia.org.cn

SNIA Europe
www.snia-europe.org

SNIA India
www.snia-india.org

SNIA Japan
www.snia-j.org

SNIA South Asia
www.snia-sa.org

SNIA
425 Market Street, Suite 1020
San Francisco, CA 94105
Tel 415.402.0006
Fax 415.402.0009

SNIA
Advancing storage &
information technology