



T11

Meeting Attendance and Hosting

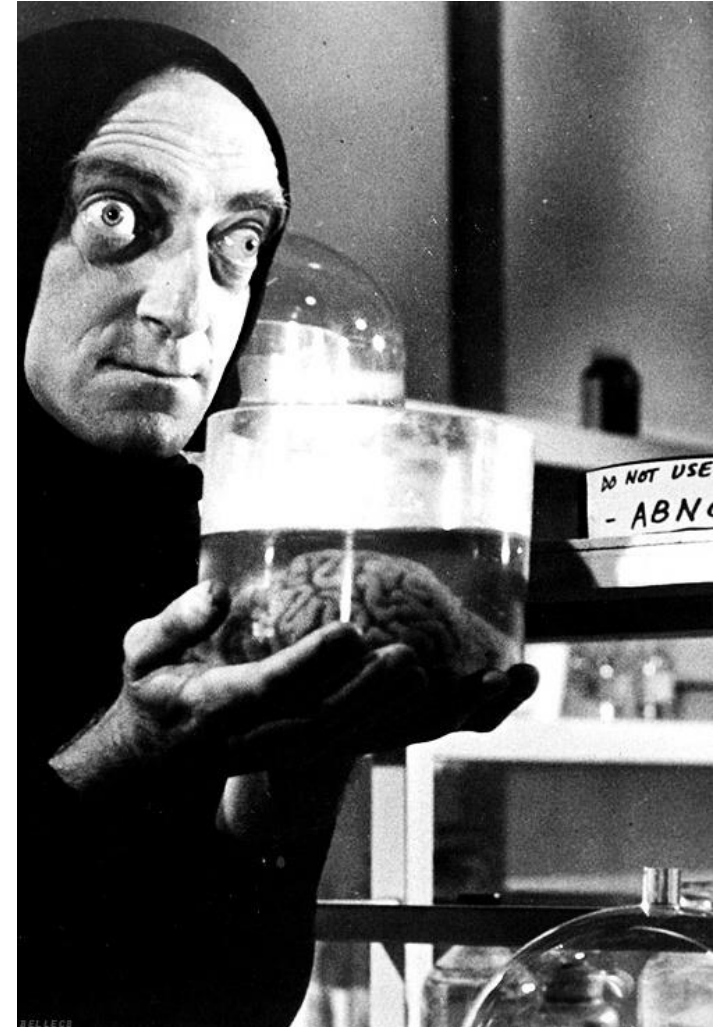
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Meeting Attendance

Objectives and Considerations

- Objectives
 - Determine the attendance requirement policy for T11, T11.2, and T11.3
 - Increase/maintain membership participation
- Change to EB policy
 - Each TC can decide to remove the requirement for remote participation
 - Each TG can make a recommendation for consideration by their parent TC
 - Actions require a majority vote
 - TC reports back to the INCITS Secretariat (Lbarra@itic.org)
 - Date of vote and details of meeting participation
- Options
 - Require remote access
 - Existing policy (i.e. the COVID rules)
 - No remote access
 - Pre-COVID policy
 - No “requirement” for remote access
 - A “best effort” policy
 - Provide remote access for special circumstances (ex. Guest speakers, alternate members, Expert Groups)

Meeting Attendance

Recommendation

- Remote access options
 - “Required” (i.e. required to conduct business)
 - “Best effort” (i.e. not required to conduct business)
- Plenary implications (membership requirements)
 - In-person only
 - I.e. in-person attendance is required to maintain membership
 - Attending members guaranteed to maintain membership status
 - Implies remote access is “not required” to conduct business
 - Hybrid (i.e. some % in-person / some % virtual)
 - Ex. In-person meeting attendance required for two-thirds (4 out of 6 a year) or half (3 out of 6 a year) of the meetings
 - Implies remote access is “required” to conduct business
- Expert Groups
 - Provide remote access for Expert Groups
 - Includes guest speakers and alternate members
- Recommendation: Proceed with remote access is “required”, but with enticements
 - Use meeting fees to entice in-person attendance
 - Vote in December
 - TGs recommend and TC votes on recommendations

Fibre Channel business meetings

T11, T11.2, and T11.3 plenaries

- Current operation
 - Membership pays for cost of meetings at host hotels
 - Costs of hosting meetings: meeting room fees, F&B costs, AVI, other hotel fees, etc
 - Costs are bundled with room rates
 - Members attending in-person bare the cost of the meetings
 - Hosting company covers
 - Reception costs (option)
 - Excess expenses
- Problems
 - Hotels no longer support bundling meeting fees with room rates
 - Hotel rates are increasing (macro inflation, post COVID demand, hotel staffing, etc)
 - Bundling requirement limits meeting sites and hotel options
- Options
 - Continue bundling requirement
 - I.e. only utilize locations/hotels that will bundle
 - Hosting company covers meeting costs
 - ex. August and October meetings
 - Create a “meeting fee” to cover the meeting costs
 - New function requiring meeting fee administration
 - Others?

Fibre Channel business meetings

Meeting fee recommendation

- Recommendation
 - Separate room rates from meeting fees
 - Spreads cost of meetings to all attendees (in-person and remote)
 - Reduces hosting company exposure to “excess expenses”
- Challenges
 - Collecting meeting fees
 - T11 – The TC must establish a treasurer (among other things)
 - FCIA – Has a treasurer, but needs to establish a system for collection of meeting fees
 - Fees structure example
 - \$250 – In-person attendance at the host hotel
 - \$750 – Remote attendance or in-person not at the host hotel
 - \$1000 – Late registration attendance (in-person or remote)

Hosting observations

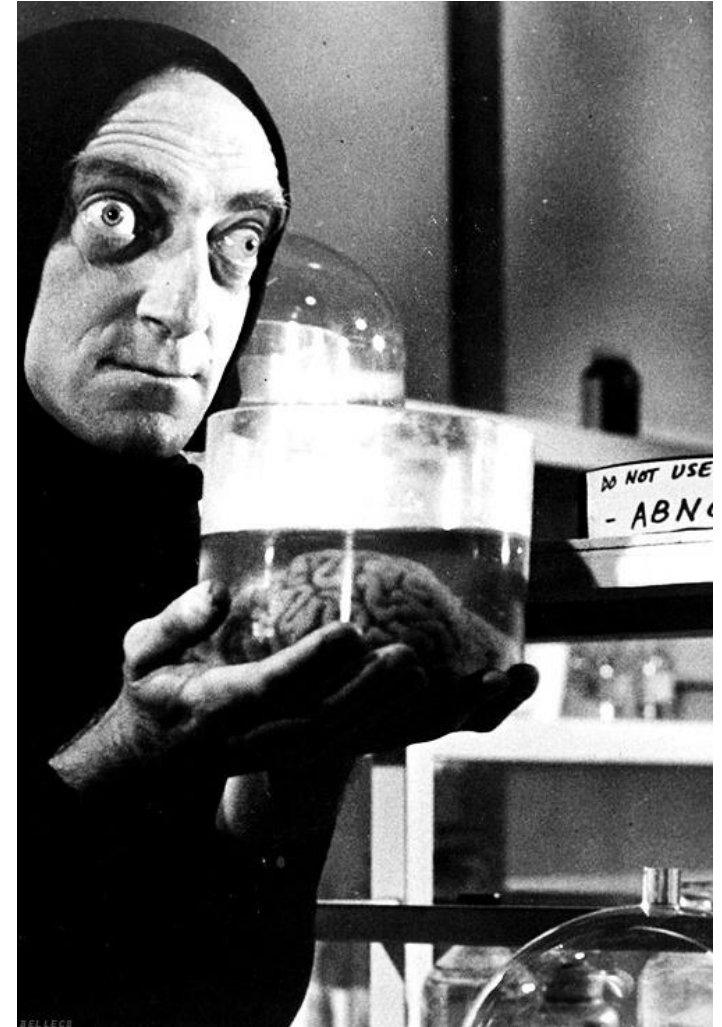
Options

- Hosts are hard to come by
 - Smaller membership, fewer companies able/willing to host
 - Task of hosting is “administratively” loaded 😊
- Costs are unpredictable
 - In-person attendance is unpredictable
 - Could change based on change to attendance policy
 - Hosting company typically liable for short fall on room nights
 - Average is around 50-room nights
 - One or two members’ plans disrupted can lead to shortfall
- Options for consideration
 - FCIA collects meeting fees and assists hosting company
 - FCIA becomes “perennial” host
 - “Host” company covers cost of reception
 - Hosts use HPN Global exclusively

Next Steps

December meeting

- Detailed proposals
 - Howard Johnson and Mike Blair
- Other actions
 - Remote access recommendation
 - Vote at December meeting
 - Meeting fee and hosting recommendations
 - Discuss at December meeting



Thank You

Howard Johnson

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Thank you