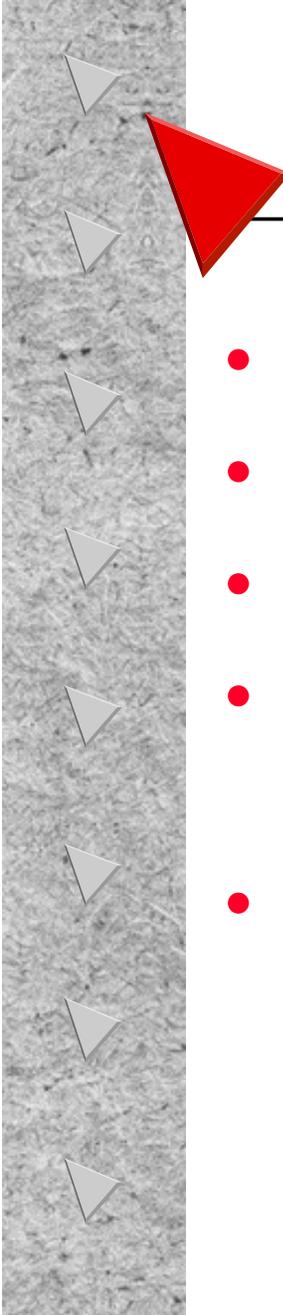


Fibre Channel Association - Europe -

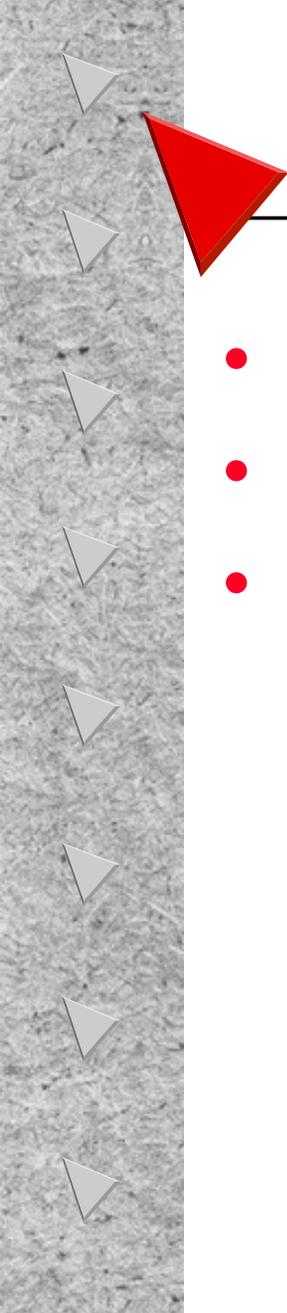
“Meeting the customer needs in 1998”

*Presented by:
Paul Talbut
Hardware Planning Services Ltd
Newbury
United Kingdom*



Trends & status

- Europe is running behind
- Maybe by more than a year
- Rationale behind FCA - Europe
- European based vendors (in general) are struggling through lack of uptake
- Not holding inventory

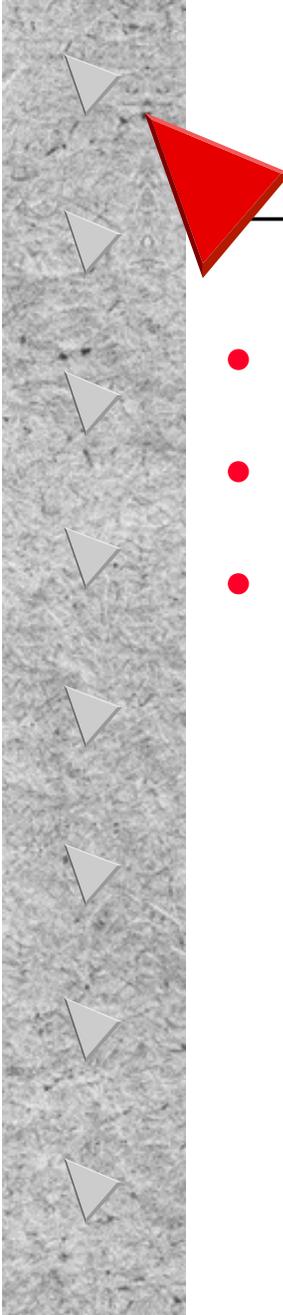


Trends & Status

- Signs are positive
- Some trialling taking place
- Customers want to see :
 - Reduced pricing
 - General acceptance and availability
 - Evidence of benefits

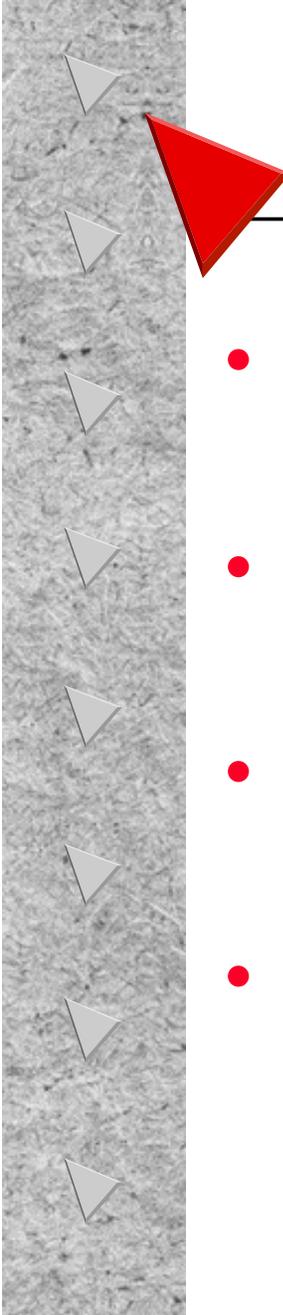
Requirements

- To break the logjam :
 - Announcements from the ‘big guns’
 - Inform the user
 - Improve the perception of interoperability
 - N+I is a good example



1998 - Year of announcements

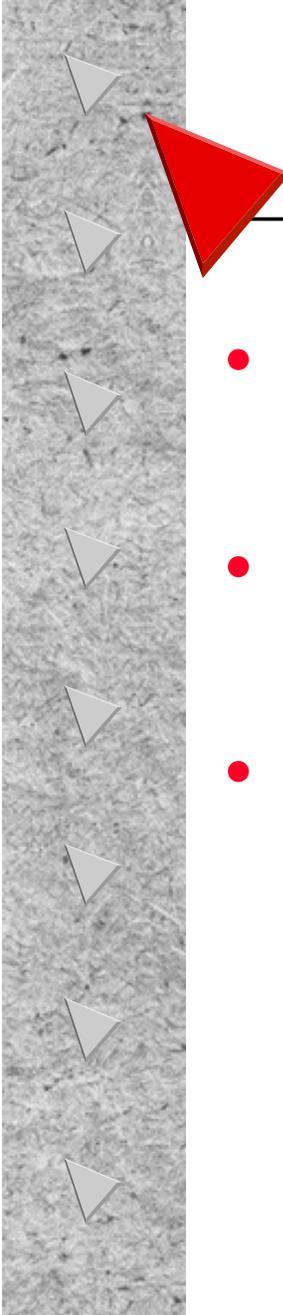
- Enterprise market led by IBM
- Nice to know about Cisco/Bay/3Com plans
- Establish credibility of Fibre Channel in the eyes of the purchaser



Survey

- FCA-Europe membership want to be incorporated
- The FCA-Europe Board will gladly provide the resources to filter into Europe
- Survey needs to go beyond the membership, as it almost entirely consists of vendors

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Summary

- Welcome the FCA/FCLC/T11 joint initiatives
- Pleased to have Europe represented and involved
- Ask me again at the 1999 Summit !