

Dear Members,

Over the past several years, the T11 standards committee and FCIA have worked collaboratively to develop the Fibre Channel Industry Roadmap. In recent Roadmap "SpeedForum" meetings, the question has been explored as to what the migration path should be for Fibre Channel disk drives beyond 4Gb/s. The ballot below puts forth to the Principle FCIA membership whether or not to add 8Gb/s as the next disk drive speed beyond 4Gb/s to the FCIA "Speeds and Feeds" roadmap. Shown below is how 8Gb/s would be added to the roadmap should the vote favor 8Gb/s being added to the roadmap.

Product Naming	Throughput (MBps)	Line Rate (Gbaud)	T11 Spec Completed (Year)	Market Availability (Year)
1GFC	200	1.0625	1996	1997
2GFC	400	2.125	2000	2001
4GFC	800	4.25	2002	2004
8GFC *	1600	8.5	2005	2007
10GFC	2400	10.51	2003	2004

* Intra-Cabinet, Disk Drives, Tape Drives, etc

As a result of ongoing dialog, the FCIA will conduct a vote to provide inbound market input into the decision. As you can see this is an important issue for the industry to resolve in a timely manner. The result of the vote will be relayed to the FCIA membership at the Tuesday Evening FCIA meeting during the April T11 meeting in Monterey, CA, April 6, 2004. A general announcement made to the FCIA Members reflector will go out the same day.

Please find below links to obtain additional information, as well as the FCIA Ballot for your use in communicating your company position. Ballots are required to be completed and returned to the FCIA office by Friday the March 19, 2004. Thank you for your time and effort on this important issue.

Ways to get more information on this issue.

FCIA Website

Posted in the "members only" section of the FCIA website at <www.fibrechannel.org> are the documents presented at the past two members meetings regarding 8Gb. Please note to use your password to

login to the "members only" pages. If you do not have a password, please use the password registration process on the "members only" link.

E-mail Reflector

The FCIA Board of Directors encourages you to take part in the ongoing discussion of this issue, hosted on the <speedforum@fibrechanel.org> e-mail reflector. To subscribe to this reflector, please send your subscription request to <info@fibrechanel.org>.

Ballot for adding 8Gb/s Fibre Channel disk drives to the Fibre Channel Roadmap

This ballot contains the following sections:

- . Who May Vote
- . Voting Methods/Procedures - Including Ballot
- . Announcing the results

Who May Vote:

In Accordance with the bylaws of the FCIA each Principal Member has one vote.

Ballots must be submitted by the Primary Representative of record. Please consult the Representative Roster on the members only portion of the FCIA web site for the name of primary representative of record, or contact the secretariat office of the FCIA:

Searchable Representative Roster: FCIA Member Roster

General inquiries to the FCIA office: Info@fibrechanel.org

If Principal Member's primary representative has changed, please notify the office of this with a new designation of the primary representative before submitting this ballot.

Voting Methods/Procedures - Including Ballot

Please choose one of the following voting methods:

A. Written Ballot -

Print this message and the ballot, complete it and fax it to:

FAX: 425-317-8014

or surface mail it to:

Christopher F. Lyon

Executive Director

FCIA - Attn.: 8Gb Ballot

2815 Colby Ave Suite 203

Everett, WA 98201

B. Copy the ballot portion of this message into an email message and return to info@fibrechanel.org

Announcing Results

When the results are be verified, they will be announced at the April 2004 FCIA members meeting and an email will be sent to the membership

announcing the final results. Please note that this will be a closed ballot, how each member voted will be held in confidence.

*** BALLOTING CLOSES 5:00 P.M. Pacific Time, Friday March 19, 2004 ***

BALLOT

In response to the FCIA discussion on adding 8Gb/s as the next speed for Fibre Channel disk drives following 4Gb/s,
Member Company Name: _____, I _____ the primary Member Representative of record,

Please choose one of the following:

_____ Yes. Add 8Gb/s disk drives to the FCIA roadmap.

_____ No. Do not add 8Gb/s disk drives to the FCIA roadmap.

_____ Abstain

Note: Under the FCIA bylaws and precedence from former FCIA votes abstention votes only count towards fulfilling quorum, which is 33% of the eligible voting membership.

** BALLOTING CLOSES 5:00 P.M. Pacific Time, Friday, March 19, 2004 **