StorageTek

INTERFACE '93

HIPPI AND FIBRE CHANNEL COEXISTENCE

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PHILOSOPHY

- Philosophy of technological progression has traditionally been quite different in Communications Networks and Peripheral Channels
- Networks have changed by evolution
- Peripheral Channels have changed by revolution
- Channel philosophy needs to change due to:
    - Direction of new technologies
    - Requirements of users
- HIPPI/FC situation will be evaluated on this basis

REVOLUTION

- A result of the days of complete system sales
    - ■ Throw away peripherals along with old processors
- Causes problems in these days of distributed, 24 hour, mission-critical systems
    - ■ System Administrators and Users don’t like discontinuities (or smoking guns)
- DEC VAXCluster first attempt to separate processors and storage

EVOLUTION

- Function of large initial investments and need to preserve

- Add new technology to installed base, not replace it:

  - User-friendly, allows change to be gradual, no discontinuities
  - Provide for both forward (old to new) and reverse (new to old) migrations
  - Compatibility is the issue, not necessarily performance
  - Significant revenue opportunity in "gateways"

HIPPI AND FC SITUATION

- Significant installed base of HIPPI channels and peripherals worldwide
- HIPPI prevalent in supercomputers, parallel systems, research installations (wherever speed is paramount)
- FC addresses a wider market (from workstations to supercomputers) but at the high end does cover the same ground

HIPPI AND FC EVOLUTION

- HIPPI, FC much stronger as part of a unified strategy than as competitors

- HIPPI has a hook to the future (buy HIPPI products now, extend with FC products later)

- FC has an installed base to leverage:

  - Benefit from HIPPI experience and momentum
  - Speed market acceptance by non-criticality of extension to working HIPPI systems

HIPPI/FC MIGRATION STRATEGIES

- FC-FP provides forward migration:
  - HIPPI-FP Packets carried unchanged over FC
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