Mixed protocols:
And the winner is ...

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F **N** **O**
S **D** **N**
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Outline

- ## The Server and Desktop Market

  - Protocols and market share

- ## NFS and Alternatives

  - Changes in the wind

- ## Consumer Solutions

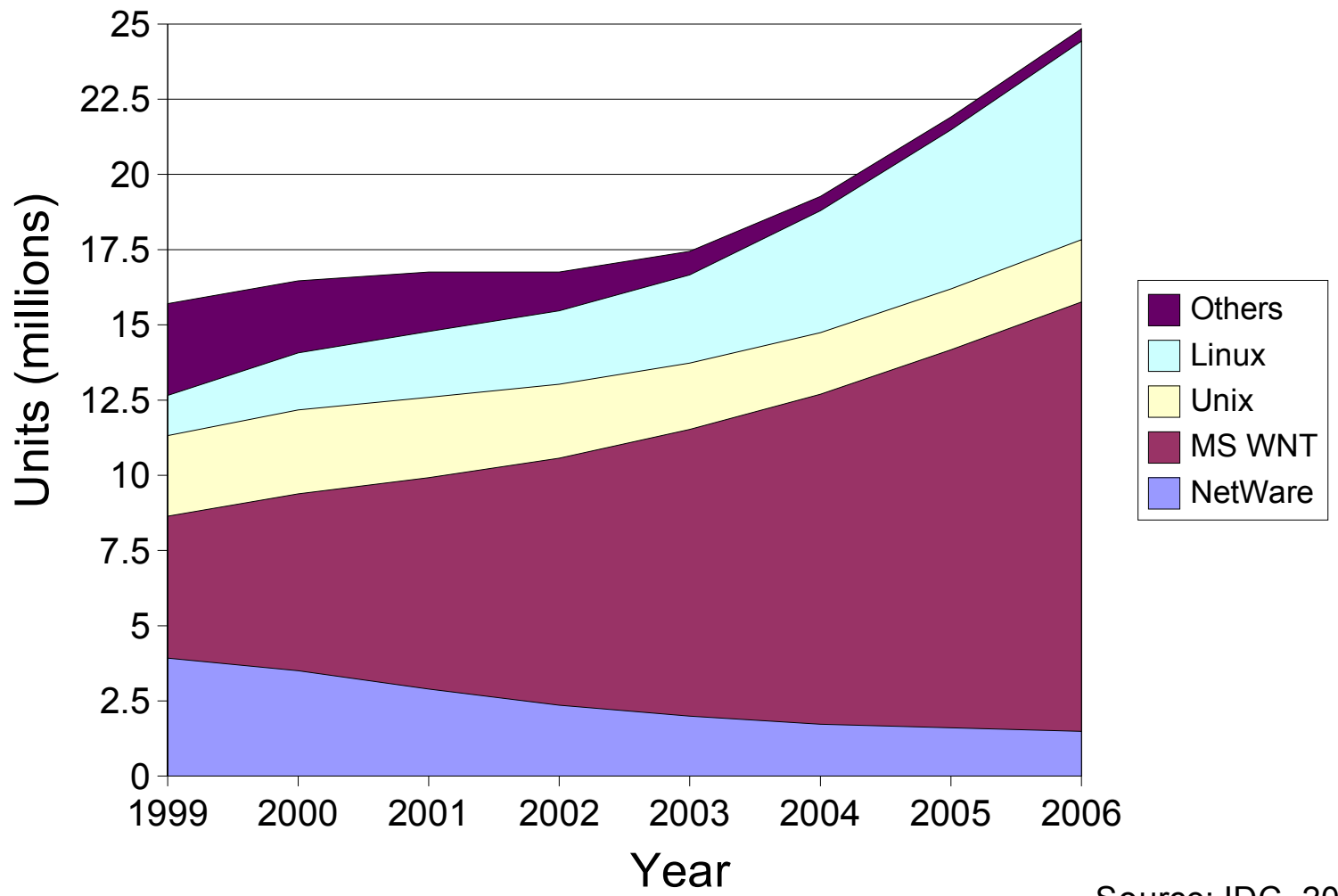- ## Where is the Money?

- ## Summary

The Server Market

Host & Server Installed Base

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Market Conclusions

- UNIX and Linux are similar
  - So we should add numbers!
  - The number of installed UNIX+Linux servers is just half of the number running MS Windows NT/200X server

- MS Windows NT/200x Server and its network protocols dominate the Server market.

Server Network Protocols

- ## Fact:

  - ### Not every UNIX server uses NFS

    - #### Few have Windows Clients

  - ### Nearly every MS Windows Server uses SMB/CIFS

    - #### All have MS Windows network clients

    - #### Exception is MS Windows NT/200x servers that are used in a NetWare environment.

- ## Is this representative of reality?

  - ### How is this changing?

New Server Trends

- ## What are market trends?

  - How significant is the shift?

  - Is UNIX/Linux making significant progress?
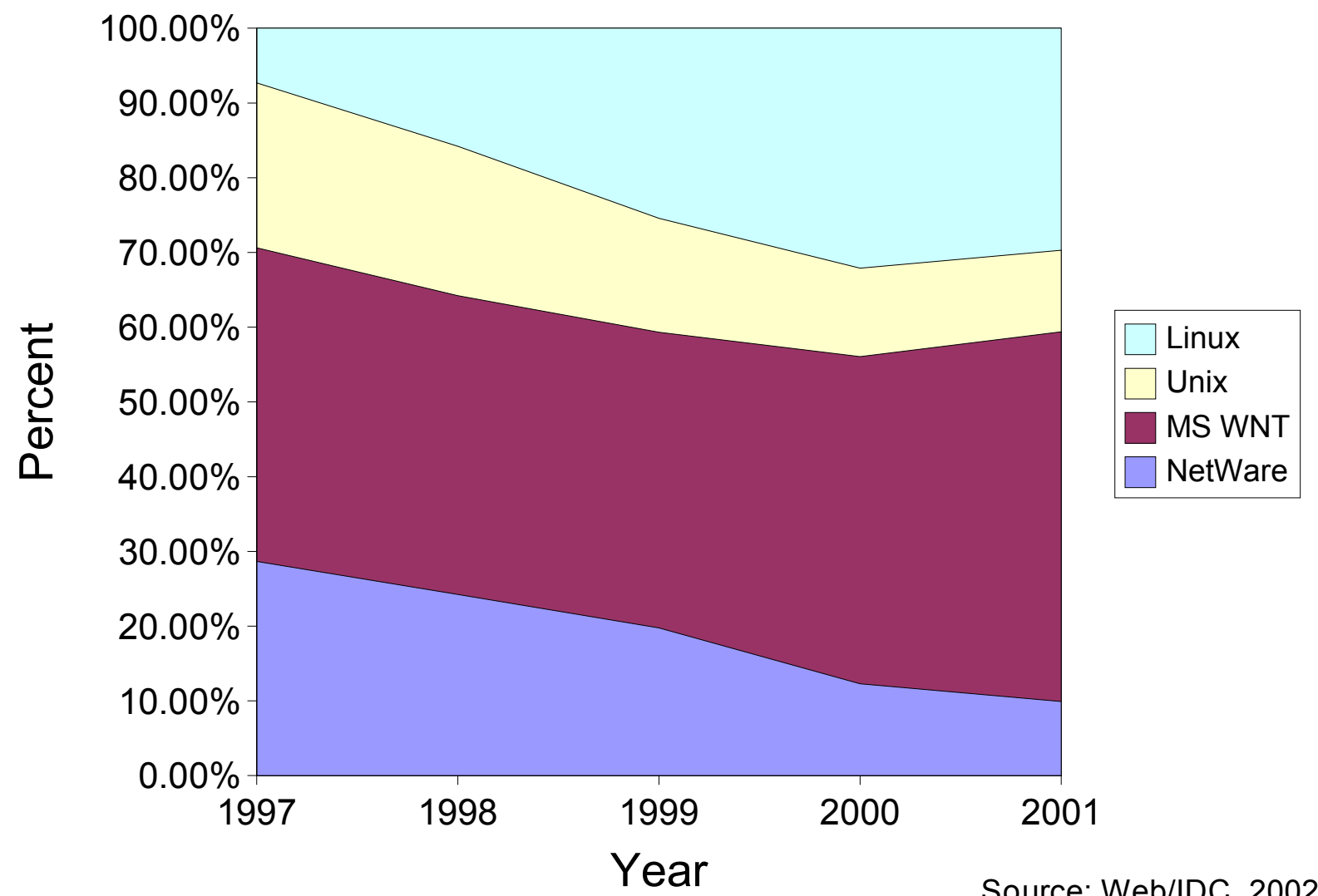
- ## What conclusions can be drawn?

New Server Shipments

Total Server Shipments

Trend Conclusions

- Use of SMB/CIFS protocols is increasing

- UNIX/Linux use of NFS is in decline

  - UNIX/Linux growth will not out-pace SMB/CIFS usage

- We need to identify causes!

Why?

- NFS Client support is missing from Windows NT/200x?

- NFS Clients for MS Windows are costly?

  – SMB/CIFS is built in and "Free"

- Is Samba helping to kill off NFS?

  – Is Samba safe from threat?

- Do we need to take action?

Desktop Protocol Usage

- ## What about desktop platform trends?

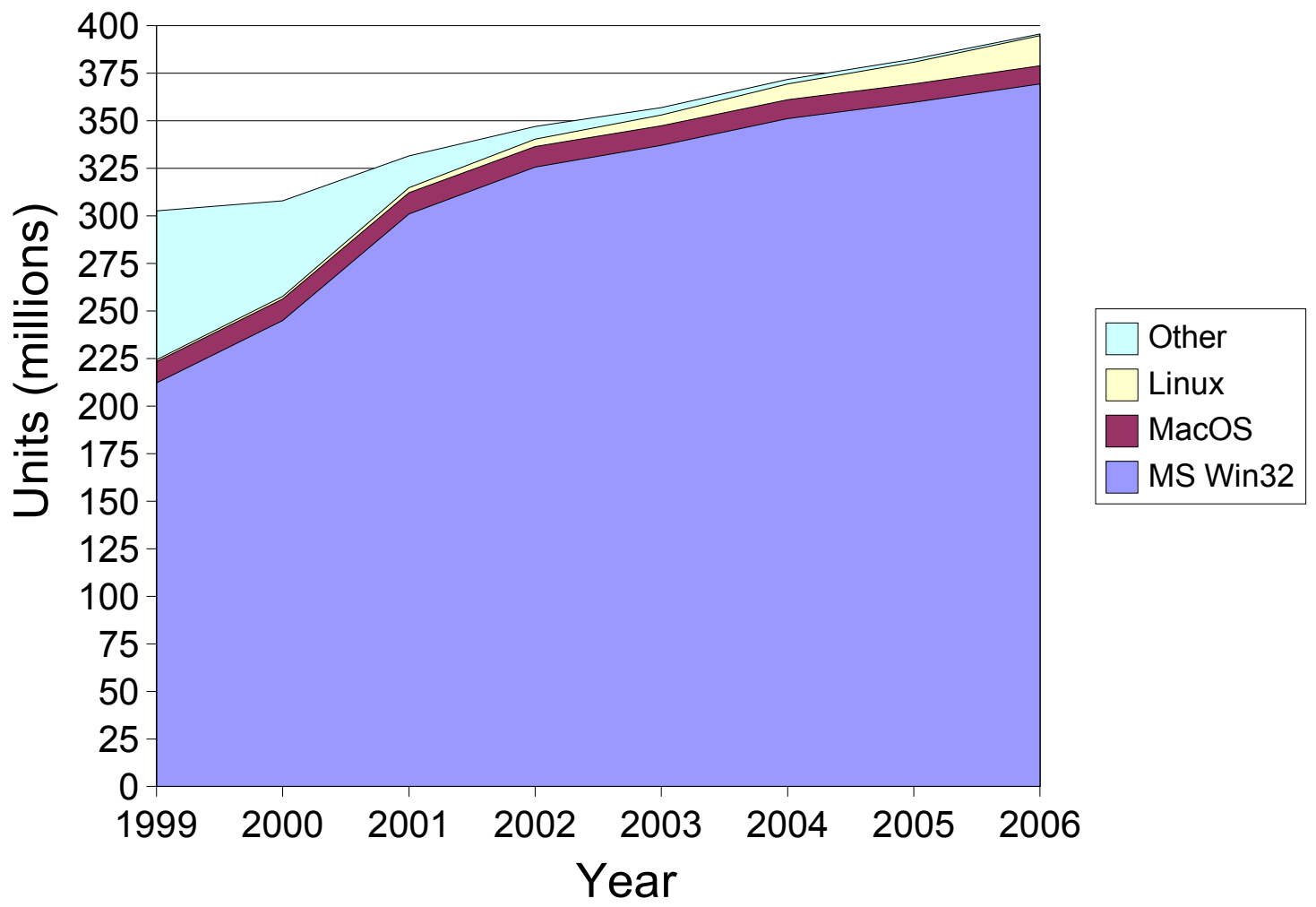- ## What about emerging platforms?

  - Is NFS an option for the future?

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The Desktop Market

Desktop Client Installed Base

Source: IDC, 2002

Desktop Conclusions

- Optimistic forecasts:
    - Offer little hope for Client NFS usage
    - UNIX/Linux forecasts are small compared with Windows and SMB/CIFS growth

- What threats are on the horizon for NFS using platforms?

- Are there threats for SMB/CIFS?

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NFS and Alternatives

- ## Network file sharing protocols

  - SMB/CIFS most used

  - Netware NCP

  - NFS lagging by a long way

- ## Alternatives

  - New data storage solutions

    - SQL based technologies

    - Object oriented file systems

  - Possible new proprietary technology?

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Risk Factors

- ## New Proprietary Technology

  - Protected by government legislation

    - Effectively creates a protected monopoly from the market leader

    - Unless government and industry specify open and free protocols

  - Could threaten SMB/CIFS more than NFS

    - And Samba could be at risk

Counter Strategies

- New file sharing and protocol implementations that can be used across all desktop and server platforms

- Must obtain international standardization and adoption

- Must provide cost effective solutions for all users

Action Now

- ## NFS v4 deployment plan

  - ### Increase use across all platforms

    - #### Particularly MS Windows Clients

- ## SMB/CIFS protocol extensions needed

  - ### For better UNIX platform support

  - ### Standardization Essential

- ## Pro-Active Consumer Drive

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Consumer Solutions

- Key focus of alternative file sharing protocol solutions

  - Freedom of Choice

  - Freedom from vendor lock-in

  - Cross-OS Interoperability Assurance

- Key Turn-Offs

  - Add-on drivers: But we must have them!

    - We need interoperability AND an End-to-End Solution!

Making Money

- ## This is the critical question for everyone!

  - Why did we create this situation?

- ## Will our industry find a way to cash in on a new mass market?

  - If Yes, then Standardization is mandatory

- ## Will the future or IT be built on Customer Services?

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Summary

- NFS has a long way to go

- SMB/CIFS may get into trouble

- Netware is in decline

- New protocols are needed yesterday!   Your Choice!

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Escape Hatch

Sign Me Up