



JNI CORP AND MELLANOX TECHNOLOGIES FORM STRATEGIC PARTNERSHIP FOR INFINIBAND CONNECTIVITY

Technology Leaders in Fibre Channel, InfiniBand Jointly Develop Products for Enterprise Data Centers

SAN DIEGO, SANTA CLARA, Calif. and YOKNEAM, Israel, Nov. 7, 2001 – JNI[®] Corporation (Nasdaq: JNIC), a leading provider of enterprise storage connectivity products, and Mellanox Technologies, Ltd, the leading provider of InfiniBand technology semiconductors, today announced a strategic partnership to jointly develop host channel adapters (HCAs) and advanced technologies for the InfiniBandSM Architecture standard.

JNI and Mellanox will collaborate in a variety of areas including product development, interoperability, and marketing initiatives to advance the adoption of open InfiniBand connectivity products and solutions in enterprise data centers for server cluster and storage environments.

“We partnered with JNI because they are the leader in manufacturing superior quality connectivity products for the enterprise data center,” said Eyal Waldman, president and CEO of Mellanox Technologies. “JNI’s experience in developing leading product technologies, it’s knowledge of supporting products on multiple operating systems, and the broad deployment of its products in the enterprise data center makes JNI an ideal choice for delivering InfiniBand HCAs. Our part-

nership will help InfiniBand take root and grow by offering products with superior reliability, quality and interoperability, which JNI has been delivering for years with their Fibre Channel products.”

“Mellanox is the best partner we could have in the development of our new InfiniBand products for the enterprise data center,” said Neal Waddington, president and CEO of JNI Corporation.

“They are the technology and time-to-market leader in InfiniBand semiconductors, as we have been a technology leader with Fibre Channel products. Together we can be first to market with a variety of InfiniBand products and technologies for the data center that offer high availability, high reliability and highly scalable solutions.”

"JNI is an established market leader in Fibre Channel HBA's, and the partnership with early InfiniBand leader Mellanox makes for very interesting potential," said Steve Duplessie, founder and senior analyst for the independent research firm, The Enterprise Storage Group. “We think that all the interconnect technologies will meld over time, so having these two begin the fibre to InfiniBand efforts early is good for the industry.”

“This collaboration marks a new phase in JNI’s growth as a company. At one time JNI was a pure Fibre Channel company focused solely on storage networking. Today we are expanding that singular vision to include InfiniBand connectivity products that enable server clustering and bridging server clusters to Fibre Channel-attached storage,” Waddington said. “With InfiniBand, JNI and Mellanox hope to lead a movement toward server area networking in much the same way Fibre Channel and JNI led the movement to storage area networking. JNI will now create enterprise-quality products that enable the scaling of data center resources of not simply storage but servers as well.”

The first products from this collaboration are the JNI InfiniStar™ IBP-4x02, a dual-port 10 Gb PCI-to-InfiniBand Host Channel Adapter (HCA) Module, and the InfiniStar IBP-1x02, a dual-port 2.5 Gb PCI-to-InfiniBand HCA Module. Both products combine the Mellanox InfiniBridge™ 10 Gb InfiniBand HCA with JNI’s driver software technology and experience in developing and manufacturing host bus adapters for enterprise servers in multiple operating system environments. *(See separate product and strategy announcements)*

JNI and Mellanox have outlined a number of activities and broad areas of cooperation for their strategic partnership, including:

- **Joint Product Development** – The two companies will jointly develop InfiniBand-based HCAs and future products that improve integration, interoperability and end-to-end connectivity in InfiniBand and Fibre Channel environments;
- **Joint Marketing Efforts** – JNI and Mellanox will conduct joint benchmark studies, work together to target key vertical markets, and develop joint programs targeting key OEM and channel relationships as well as joint marketing programs such as trade shows and exhibits;
- **Interoperability** – The two firms will develop interoperability testing programs, especially in the area of heterogeneous server area networks and multiple OS support; enhanced cross-training of support, field application engineering and sales teams.

These joint efforts will receive their first public exhibition with the new PCI-based HCA Module developed by JNI, as well as joint activities at the InfiniBand Solutions Conference Nov. 6-8 in Los Angeles; and at COMDEX Fall 2001, Nov. 12-16, in Las Vegas.

First Joint Development for JNI, Mellanox

This is the first joint collaboration between JNI and Mellanox. Both companies have been leaders in developing their respective technologies. JNI has long been a leader in Fibre Channel, having developed some of the world's first Fibre Channel- products in the early 1990s and pioneered many of the first Fibre Channel products and SAN technologies in use today. Most recently, JNI developed the first 2 Gb Fibre Channel host bus adapter, which was publicly demonstrated in May 1999 – a technology that is just coming to mainstream use in Fibre Channel-based storage networks more than two years after JNI shipped its first 2 Gb HBA to a customer in August 1999. Mellanox Technologies developed and shipped the first 10 Gb, fully compliant, InfiniBand device in January 2001 and has recently shipped its InfiniScale™ semiconductor; an eight port 10 Gb switch with integrated physical layer SerDes

About Mellanox Technologies

Mellanox is the leading supplier of InfiniBand semiconductors, providing switches, Host Channel Adapters, and Target Channel Adapters to the server, communications, and data storage markets. In January 2001, Mellanox Technologies delivered the InfiniBridge MT21108 the first 1X/4X InfiniBand device to market and is now shipping second-generation InfiniScale silicon. The com-

pany has raised more than \$33 million to date and has strong corporate and venture backing from Intel Capital, Raza Venture Management, Sequoia Capital, and US Venture Partners. In May 2001, Mellanox was selected by the Red Herring Magazine as one of the 50 most important private companies in the world. Mellanox currently has more than 200 employees in multiple sites worldwide. The company's business operations, sales, marketing, and customer support are headquartered in Santa Clara, CA; with the design, engineering, software, system validation, and quality and reliability operations based in Israel. For more information on Mellanox, visit www.mellanox.com.

About JNI Corporation

JNI Corporation is one of the leading manufacturers of connectivity product for the enterprise data center and the leading provider of Fibre Channel-based host bus adapters (HBAs) for Solaris servers. JNI offers a broad line of HBAs, ASICs and software for storage area networks, as well as HCA Modules for InfiniBand. JNI's PCI products operate on Solaris, Windows 2000, Windows NT, HP-UX, AIX, Novell, Linux and Mac OS systems. JNI's SBus and CompactPCI products run on Solaris. JNI customers, distributors and strategic partners include Acal FCS, Avid, Bell Microproducts, Brocade, Chaparral, Compaq StorageWorks, Consan, Crossroads, EMC, Eurologic, Gadzoox, GE Access, Hewlett-Packard, Hitachi Data Systems, IBM, Info X, LSI Logic, McDATA, Mellanox Technologies, Nishan Systems, StorageTek, Sun Microsystems, TidalWire and Veritas. Company headquarters are in San Diego, with offices throughout the U.S. and Munich (München), Germany. www.jni.com.

JNI – enterprising solutions™

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Forward Looking Statements

With the exception of historical information, the statements set forth above include forward-looking statements that involve risk and uncertainties that could cause actual results to differ materially from those in the forward-looking statements. These risks include the rapidly changing technology in the company's markets, the evolving industry standards and frequent introductions of new products and enhancements; the fact that the InfiniBand market is at a very early stage of development; the company's reliance on certain contract manufacturers, OEMs, distributors and key customers and the other risks discussed in the company's Annual Report on Form 10-K and other reports filed with the Securities and Exchange Commission.

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