



Translation of swedish original

**SIP FORUM**

**Org nr 802410-6299**

**ANNUAL REPORT**

**For the Financial Year 2000-06-01 - 2001-06-30**

The board of Sip Forum hereby present the following Annual Report.

## Administration report

### Introduction

This is the annual report of the first operative year of the SIP Forum organization . During this first year, the organization has grown from nothing to an international organization with more than 30 full members and 800 participant members originating from more than 50 countries.

The SIP Forum is a non-profit association whose mission is to promote awareness and provide information about the benefits and capabilities that are enabled by SIP.

The SIP Forum will accomplish this mission by posting and generating white papers, by sharing information between service providers, product manufacturers, and research institutions, and participating in other relevant promotional-oriented activities.

SIP Forum is open to everyone that is willing to contribute to the spread of information about SIP and the architectural model that SIP relies on. Individual membership is free. Organizations pay a yearly fee to cover the administration costs of the forum.

SIP (Session Initiation Protocol) is emerging as the protocol of choice for setting up conferencing, telephony, multimedia and other types of communication sessions on the Internet. SIP may also be used for new types of communications, such as instant messaging and application level mobility across various networks, including wireless, and across user devices. Work on SIP is accomplished primarily in the IETF SIP working group, and at SIP bake-offs. SIP has however manifold interactions with other areas, such as the next generation wireless internetworks, QoS, payments and security. The objective of the SIP Forum is to facilitate the integration of SIP with such other areas of work on the Internet. We are at the beginning of an explosion of new services under development by significant Internet service providers and by vendors of Internet technology based on SIP. The SIP Forum is the meeting place for developers of commercial SIP based services and Internet technology, such as SIP phones, PC clients, SIP servers and IP telephony gateways.

The SIP Forum will also help to speed up the introduction of SIP products by promoting and coordinating the SIP interoperability test events that successfully have attracted a large number of SIP developers. Over 50 companies and 130 people attended the 8<sup>th</sup> SIPit event in Cardiff.

During the first year of operation, the focus has been to establish a solid membership base to guarantee a stable financial situation for the organization. Therefore, decisions affecting finances have been considered carefully and there have been no major investment undertaken this first year, except for the costs related to the creation of the organization such as cost of lawyers to develop the bylaws. The creation of the web site has not implied any costs to the organization except from the web hosting costs.

The list of full members at the end of the financial year 2001 is listed in Table 1.

3Com	Hughes Software Systems	pulver.com
Agilent	Indigo Software	QuesCom

Alcatel	Innomedia	RADVision
Altium	Longboard	Sonus
Cisco	Marconi	Tecnomen
CommWorks	Microsoft	Telecom Italia Lab
Convedia	Mitel	Telia
dynamicsoft	Nokia	Ubiquity
Ericsson	Nortel Networks	Vicorp
Hotsip	Pingtel	Worldcom

Table 1.

## **Future plans**

Given the good financial situation and the solid membership base, the organization can now be more active to promote the value of SIP and put resources into marketing work. There are several initiatives underway for improving the web site and increasing value to the members.

A lot of the SIP forum work is dependent on active members, and therefore all members are urged to become involved in and take an active role in the SIP Forum work during next year.

For the next year, the focus will be to spread awareness about SIP outside the VoIP community to reach a broader audience. This will be achieved by participation in appropriate trade shows, press contacts and other PR activities. Members are encouraged to submit to the Marketing Working Group ideas for activities the members feel the Forum should engage in.

Specific proposals under consideration are joint trade show booths at exhibitions for the members and development of SIP demo setups to be used at conferences and trade shows to increase focus on SIP by a broader audience.

The SIPit coordination will be further refined and the supporting role of SIP Forum to SIPit hosts will be refined to support their arrangements for the SIPit events.

Necessary SIP development that may not fit within the IETF could be hosted by SIP Forum by the creation of new working groups.

## **Board of directors**

The SIP Forum Board of Directors serve the organization voluntarily and at no cost to the organization. Each member of the board is elected as a person, not to represent a company. This means that a Director remains on the board even in cases of change of employer in order to maintain continuous operation of the organization.

The elected period is between the annual meetings held in the year indicated in the lists below. The annual meeting is typically held during the fall.

### **Meetings**

During the year the Board of Directors had 11 meetings. All meetings have been telephone meetings.

### **Directors**

The initial set of Directors were:

- Jörgen Björkner, Hotsip 2000-2002  
(Chairman)
- Steve Donovan Dynamicsoft 2000-2002
- Hans Eriksson puvler.com<sup>1</sup> 2000-2002
- Henning Schulzrinne Columbia University 2000-2002
- Ikhlāq Sidhu Cambia Networks<sup>2</sup> 2000-2002
- Henry Sinnreich MCI Worldcom 2000-2002

After the first general meeting held at September 12<sup>th</sup> 2000 two more Directors were elected:

- Jay Batson Pingtel 2001-2003
- Jeff Pulver pulver.com 2001-2003

During 2001 Ikhlāq Sidhu and Jeff Pulver made personal decisions to leave the SIP Forum Board of Directors. This opens for two seats to be elected at the second general meeting to be held at October 15<sup>th</sup> 2001.

## Professional Manager

In the beginning of 2001 the Board started investigations into how to improve continuous operation of the organization, since the amount of work was growing to too large to be performed on a volunteer basis. A request for proposals on providing operational assistance was sent out to companies that provide appropriate services to operate an organization like SIP Forum. A request was also posted to the SIP Forum web site.

When the deadline of the request, May 20<sup>th</sup> 2001, was reached were the responses compared and evaluated. The Board of Directors decided to accept the offer from Technical Marketing, Inc, located in Florida, USA. The decision was based both on the pricing of the proposals as well as an examination of which company provided the best fit into the SIP organization that had been built up during the first year.

Technical Marketing is providing SIP Forum with the following services:

- Professional Manager: Mona Johnson ([manager@sipforum.org](mailto:manager@sipforum.org)) is the professional manager of the organization responsible for the day-to-day operation of the organization.
- Web site management
- Member contacts
- Conference arrangements
- SIPit coordination
- SIP Forum marketing coordination.

## SIP Interoperability events (SIPit)

In 2001 the SIP Forum was asked to take over the responsibility of the SIP interoperability events (SIPit), formerly named SIP Bakeoffs. Columbia University previously coordinated those events, but the need for continuous coordination of the events that are hosted by different companies four times per year what expanding beyond what Columbia thought it wished to handle. The Forum agreed to become the coordinator for these events.

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<sup>1</sup> Hans Eriksson was employed by Telia when he joined the Board of Directors

<sup>2</sup> Ikhlāq Sidhu was employed by 3Com when when he joined the Board of Directors

SIP Forum hosts the official web page with information about the events, has developed a checklist to support the event hosts in organizing those events, and works actively with each sponsor to assure the events are as successful as possible.

## **Working groups**

The work within SIP forum is divided into different working groups chartered to focus on a specific task and to come up with a solution to a defined problem. During the first year the following working groups have become active.

### **Marketing Working Group**

The marketing working group has been chartered to develop and manage the marketing of SIP and SIP Forum, including the development of marketing plans, marketing activities and PR activities.

The chairman of this working group is Janne Kilpelainen from Nokia.

### **Virtual SIP Bakeoffs**

The virtual SIP Bakeoff working group was an initiative to develop a complement to the real life interoperability events to allow for interoperability testing over the Internet. The progress of this working group has been limited due to lack of participation among the members.

The chairman of this working group is Steve Donovan from dynamicsoft.(sdonovan@dynamicsoft.com)

### **SIP Devices**

The SIP Devices working group is chartered to develop guidelines for SIP device manufacturers by defining recommendations for protocol support, configuration and other functionality.

The chairman of this working group is Henry Sinnreich from Worldcom (henry.sinnreich@wcom.com).

## **Publications**

Between 2000-2001 the SIP Forum has submitted the following articles to the following Journals and magazines for publication:

- Quality of Service Development Group magazine, <http://www.qsdg.com/>
- Telecommunications Development, Asia-Pacific, September 2001
- Global Wireless Developments, <http://www.quasar.uk.net/publication.asp?ID=15>

## **Conferences**

SIP Forum has been visible at several conferences during the past year by either direct participation, participation through members or endorsement of conferences. As a service to SIP Forum members and conference organizers, a speakers bureau has been established. This bureau maintains a list of speakers that can provide presentations at SIP conferences and enables invitations to conferences to be distributed to the potential speakers.

The speakers bureau currently contains the names of 12 speakers and their area of expertise.

## Participation

The SIP Forum has been directly visible with its own presentations about the organization at the following conferences:

- Voice on the Net Europe, Stockholm, June 2000, SIP Forum announcement
- Fall Voice on the Net, Atlanta, September 2000, SIP Forum BOF
- Fall Voice on the Net, Atlanta, September 2000, SIP Forum 1<sup>st</sup> General Meeting
- Implementation and Deployment of SIP telephony, Lisbon, December 2000, Chairing conference day
- Spring Voice on the Net, Phoenix, March 2001, SIP Forum update presentation
- ITU-T World Telephony Policy Forum, Geneva, March 20001, SIP introduction
- Successfully Deploying SIP In Next Generation Networks, London, March 2001, Chairing Conference day
- SIP Services and Applications, Washington D.C, April 2001, Chairing Conference day
- SIP Congress, Stockholm, May 2001, Chairing Conference day
- Voice on the Net Europe, Stockholm, June 2001, SIP Forum update presentation
- SIP Summit, Austin, September 2001, SIP forum update presentation

## Endorsements

The following SIP related conferences have been endorsed by SIP forum:

- Implementation and Deployment of SIP telephony, Lisbon, December 2000
- Successfully Deploying SIP In Next Generation Networks, London, March 2001
- SIP Services and Applications, Washington D.C, April 2001
- SIP Congress, Stockholm, May 2001
- The evolution to ALL-IP Mobile Networks, London, May 2001

## Newsletter

SIP forum is issuing a newsletter that is distributed among all the members. During this first year have the forum issued six newsletters. The newsletter editor is Tom Mueck ([editor@sipforum.org](mailto:editor@sipforum.org)), who has performed this task on a volunteer basis, and now he has help with the information collection from Technical Marketing.

## Web site

From its launch the organization has operated a web site containing information related to the organization and to SIP. The original web site contained the following sections:

- Membership information
- SIP product list (currently 11 companies, 37 products)
- Web links (currently 28 links)
- White papers section
- List of future SIP events
- Working group information

This original web site was replaced by a content management system with a SQL database backend to make web site administration more efficient. Since the introduction of this new web site it has had more than 210 000 page downloads. For example have a SIP white paper been read by 8300 visitors. With the introduction of the new web site the following features were added, though the look and feel of the site remains roughly the same as when launched:

- Web poll
- SIP related Internet drafts archive
- News submission feature
- Real time membership statistics
- Members' news section (currently 11 press releases)
- Full member exposure through banners
- Information of upcoming SIP related events

## **PROPOSED APPROPRIATION OF PROFITS**

At the disposal of the Annual General Meeting are the following earnings:

Profit for the year	736 690
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The Board of Directors propose the earnings to be appropriated as follows:

To be carried forward	736 690
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The Sip Forum's profit and balance will be presented in the following income statement and balance sheet.

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	<b>000601</b>	
<b>INCOME STATEMENT</b>	<b>-010630</b>	-
	<b>(13 months)</b>	
Net sales	1 051 449	
	<b>1 051 449</b>	
<b>Operating expenses</b>		
Other external costs	- 308 765	
	<b>- 308 765</b>	
<b>Operating profit</b>	<b>742 684</b>	
<b>Result from financial investments</b>		
Other interest income and similar profit items	- 5 628	
Interest expenses	- 366	
<b>Profit after financial items</b>	<b>736 690</b>	
<b>Net profit for the year</b>	<b>736 690</b>	



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**BALANCE SHEET**

**010630**

**ASSETS**

**Current assets**

Current Receivables

Accounts receivable

938 973

Cash and bank balances

998 560

**Total Current Assets**

**1 937 533**

**TOTAL ASSETS**

**1 937 533**

**EQUITY AND LIABILITIES**

**EQUITY**

Unrestricted equity

Result for the financial year

736 690

**Total Equity**

**736 690**

**Current liabilities**

Other liabilities

4 589

Accrued expenses and deferred income

1 196 254

**1 200 843**

**TOTAL EQUITY AND LIABILITIES**

**1 937 533**

**Pledged Assets**

None

**Contingent Liabilities**

None

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## NOTES

### Accounting- and valuation principles

Applied accounting principles corresponds with the Annual Accounts Act.

The principles are in accordance with previous year.

Assets have been recorded to the amount assumed to be paid.

Other assets and liabilities have been recorded at acquisition value, if nothing is mentioned.

Accrual accounting of income and expenditure have been recorded according to generally accepted accounting principles in Sweden.

Signature on File

Jörgen Björkner

Signature on File

Jay Batson

Signature on File

Steven Donovan

Signature on File

Hans Eriksson

Signature on File

Henry Sinnreich

Signature on File

Henning Schulzrinne

## AUDITOR'S ENDORSEMENT

My audit report concerning these financial statements was issued on October 11, 2001

Authorized Public Accountant