



Translation of the swedish original

**SIP FORUM**

**Corporate Identity Number 802410-6299**

**ANNUAL REPORT**

**For the financial year 2001-07-01 - 2002-06-30**

The board of SIP Forum submits the following annual report for the financial year 2001-07-01 – 2002-06-30.

## ADMINISTRATION REPORT

### Introduction

This is the annual report of the second operative year of the SIP Forum organization. During this second year, the organization has maintained about 30 full members and 1200 participant members originating from more than 55 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 established 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 SIPit interoperability events. 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 the deployment phase of new multimedia communication services that are 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. 60 companies and 120 persons are currently registered to participate in the 11<sup>th</sup> SIPit event to be held in Atlanta October 7-11 2002.

SIP Forum maintained the number of full members during the year compared to previous year even though that some member companies have had to terminate their membership due to the financial climate. During the year has 4 full members terminated their membership and 3 new companies joined the organization.

The list of full members at the end of the financial year 2002 is listed in Table 1.

|                  |                     |                    |
|------------------|---------------------|--------------------|
| 3com             | Hughes              | Pulver             |
| Agilent          | Indigo Software     | RADVision          |
| Alcatel          | Lucent Technologies | Sentito Networks   |
| Cisco            | Marconi             | Sonus Networks     |
| CommWorks        | Microsoft           | Tecnomen           |
| Convedia         | Mitel Networks      | Telecom Italia Lab |
| Deutsche Telekom | Nokia               | Telia              |
| Dynamicsoft      | Nortel Networks     | Ubiquity           |
| Ericsson         | Pingtel             | WorldCom           |
| Hotsip           |                     |                    |

Table 1.

## Future plans

SIP Forum is working on a new web site to be launched in the fall of 2002 with a better layout and better integration to the products section. New features such as discussion forums and mailing list archives will be added. The web site will be developed and maintained by the IT department of Stockholm University.

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.

Continued participation in trade shows will be done to follow up the good response from the joint SIP Forum booth at Supercomm in Atlanta to spread information to a broader audience.

Necessary SIP development that may not fit within the IETF could be hosted by SIP Forum by the creation of new working groups such as the ideas of the creation of a SIP Certification working group.

## Board of directors

The SIP Forum Board of Directors serves 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 7 meetings. All meetings have been telephone meetings.

### Directors

The set of board of directors at the end of the financial year was:

|                                |                     |           |
|--------------------------------|---------------------|-----------|
| Jörgen Björkner,<br>(chairman) | Hotsip,             | 2000-2002 |
| Jay Batson                     | Pingtel             | 2001-2003 |
| Trefor Davies                  | Mitel               | 2002-2004 |
| Steve Donovan,                 | dynamicsoft         | 2000-2002 |
| Hans Eriksson                  | Digisip             | 2000-2002 |
| Christian Huitema              | Microsoft           | 2002-2004 |
| Henning Schulzrinne            | Columbia University | 2000-2002 |
| Henry Sinnreich                | Worldcom            | 2000-2002 |

## Professional Manager

During the financial year was the agreement with Technical Marketing for the professional service terminated due to reason that the service provided was not worth the cost. A new request for information has been developed for a part time position as professional manager of the organization.

## 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 three times per year was expanding beyond what Columbia thought it wished to handle. The Forum agreed to become the coordinator for these events.

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. Robert Sparks from dynamicsoft is the person responsible for the SIPit events within the organization.

## **SIP World Magazine**

SIP Forum has cooperated together with Novoscape to facilitate the creation of the first pure SIP magazine in the world. In exchange has SIP forum got space in the magazine to publish information and the SIP Forum members has got discounts on advertisements.

## **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 secon 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 marketing working group successfully arranged the joint tradeshow booth for SIP Forum members at Supercomm and also have provided valuable information in the cooperation with the SIP World magazine.

The chairman of this working group is Edward Keegan.

### **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](mailto:henry.sinnreich@wcom.com)). The work in this group will probably be migrated into the SIP Certification group that will be formed.

## **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

- Web 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 **793522** page downloads. For example have a SIP white paper been read by 17000 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

- Full member exposure through banners

- Information of upcoming SIP related events

## **FIELD OF ACTIVITY**

SIP Forum is an international, non-profit association whose mission is to promote awareness and provide information about the benefits and capabilities made possible by SIP – Session Initiation Protocol.

## **PROPOSED APPROPRIATION OF PROFITS**

The board propose that the accumulated profits:

|                        |         |
|------------------------|---------|
| Profit brought forward | 736 690 |
| Profit for the year    | 218 255 |

**954 945**

be treated as:

|                              |                |
|------------------------------|----------------|
| amount to be carried forward | <b>954 945</b> |
|------------------------------|----------------|

Information regarding the results and financial position of SIP Forum can be found in the following income statement and balance sheet.

|                                          | 010701<br>-020630             | 000601<br>-010630<br>(13 months) |
|------------------------------------------|-------------------------------|----------------------------------|
| <b>INCOME STATEMENT</b>                  |                               |                                  |
| Membership fees                          | 1 164 836<br><b>1 164 836</b> | 1 051 450<br><b>1 051 450</b>    |
| <b>Operating expenses</b>                |                               |                                  |
| External costs                           | - 964 659<br><b>- 964 659</b> | - 308 765<br><b>- 308 765</b>    |
| <b>Operating profit</b>                  | <b>200 177</b>                | <b>742 685</b>                   |
| <b>Income from financial investments</b> |                               |                                  |
| Interest income                          | 15 472                        | 1 899                            |
| Other financial income and expenses      | 2 606                         | - 7 894                          |
| <b>Profit after financial items</b>      | <b>218 255</b>                | <b>736 690</b>                   |
| <b>Net profit for the year</b>           | <b>218 255</b>                | <b>736 690</b>                   |

| <b>BALANCE SHEET</b>                 | <b>020630</b>    | <b>010630</b>    |
|--------------------------------------|------------------|------------------|
| <b>ASSETS</b>                        |                  |                  |
| <b>Current assets</b>                |                  |                  |
| <u>Current receivables</u>           |                  |                  |
| Receivables from members             | 915 460          | 938 973          |
| Prepaid expenses and accrued income  | 5 127            | 0                |
|                                      | <b>920 587</b>   | <b>938 973</b>   |
| Cash and bank                        | 1 286 904        | 998 560          |
| <b>Total current assets</b>          | <b>2 207 491</b> | <b>1 937 533</b> |
| <b>TOTAL ASSETS</b>                  | <b>2 207 491</b> | <b>1 937 533</b> |
| <b>EQUITY AND LIABILITIES</b>        |                  |                  |
| <b>Equity</b>                        |                  |                  |
| <u>Unrestricted equity</u>           |                  |                  |
| Profit carried forward               | 736 690          | 0                |
| Net profit for the year              | 218 255          | 736 690          |
|                                      | <b>954 945</b>   | <b>736 690</b>   |
| <b>Total equity</b>                  | <b>954 945</b>   | <b>736 690</b>   |
| <b>Current liabilities</b>           |                  |                  |
| Other liabilities                    | 32 007           | 4 589            |
| Accrued expenses and deferred income | 1 220 539        | 1 196 254        |
|                                      | <b>1 252 546</b> | <b>1 200 843</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b>  | <b>2 207 491</b> | <b>1 937 533</b> |
| <b>Pledged assets</b>                | None             | None             |
| <b>Contingent liabilities</b>        | None             | None             |

## **NOTES**

### **ACCOUNTING AND VALUATION PRINCIPLES**

Applied accounting principles corresponds with the Swedish Annual Accounts Act.

The principles are in accordance with previous year.

Receivables have been reported at the amount at which they are expected to be received.

Other assets and liabilities have been reported at acquisition value unless otherwise stated.

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

Stockholm in September 2002

Jörgen Björkner

Jay Batson

Trefor Davies

Steven Donovan

Hans Eriksson

Christian Huitema

Henning Schulzrinne

Henry Sinnreich

### **AUDITORS ENDORSEMENT**

My audit report was issued on

Erik Åström  
Authorized Public Accountant