SIP Forum 2009 Annual General Meeting

Dr. Eric W. Burger
Chairman of the Board, SIP Forum
Fiscal 2009
Meeting agenda

- Official business
  - Meeting operation setup
  - Financial review
  - Voting
- Adjourn
- Unofficial business
  - Reviews: SIPit, SIPconnect
  - 2009 Look backward
  - 2010 Look forward

- The Board did not receive any reports of other issues to discuss from any Member

03 November 2009
Meeting Setup and Housekeeping

- Election of meeting chair
- Minute taker: Glenn Russell, Steve Johnson
- Minute reviewers
  - Steve Johnson
  - Glenn Russell
- Proper notification of AGM
  - At least four weeks before AGM (06 October)
  - Notice made 02 October to all Full Member representatives
### Profit / loss Balance Sheet

<table>
<thead>
<tr>
<th>Swedish association (audited) (Euro)</th>
<th>06/30/09</th>
<th>06/30/08</th>
<th>06/30/09</th>
<th>06/30/08</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>(3,261)</td>
<td>(252)</td>
<td>Assets</td>
<td>159,504</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(9,830)</td>
<td>(17,029)</td>
<td>Liabilities</td>
<td>4,825</td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>(13,091)</td>
<td>(17,281)</td>
<td>Members equity</td>
<td>154,679</td>
</tr>
<tr>
<td>Interest, tax</td>
<td>3,451</td>
<td>3,534</td>
<td>Total Liab &amp; Mem Eq</td>
<td>159,504</td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(9,640)</td>
<td>(13,747)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| US LLC (unaudited) (USD)           |          |          |          |          |
| Operating income                   | 215,042  | 130,036  | Assets   | 246,131  | 115,479  |
| Operating expenses                 | (198,993)| (141,490)| Liabilities | 151,876 | 97,248   |
| Operating profit/(loss)            | 16,049   | (11,454)| Members equity | 94,255  | 18,231   |

### SIP Forum Consolidated Financial Results

| Operating income                   | 211,781  | 129,784  | Assets   | 405,635  | 376,737  |
| Operating expenses                 | (208,823)| (158,519)| Liabilities | 156,701 | 134,212  |
| Operating profit/(loss)            | 2,958    | (28,735)| Members equity | 248,934 | 242,525  |
| Interest, tax                      | 3,451    | 3,534    | Total Liab & Mem Eq | 405,635 | 376,737  |
| Net profit/(loss)                  | 6,409    | (25,201)| Cash     | 333,102  | 300,565  |
Establishing and Approval of the Voting List

- 8x8
- 3Com
- Acme Packet
- Alcatel-Lucent
- Aspect Communications
- Avaya
- Bandwidth.com
- Bell Canada
- Broadsoft
- Cable Television Laboratories, Inc.
- Cablevision
- Cbeyond Communications
- Cedar Point Communications
- CGI Group Inc.
- Cisco Systems
- Comcast
- Cox Communications
- Data Connection Limited (DCL)
- Dialogic Corporation
- Digium
- Ericsson
- GENBAND
- Ingate Systems AB
- Microsoft Corporation
- NET
- NeuStar
- Nokia
- Nortel
- Oracle
- Paetec
- Polycom
- RADVision
- Samsung
- ShoreTel Inc.
- Siemens
- Snom
- SOLINET GmbH
- Sonus Networks
- Tandberg
- Tecnotree
- Tekelec
- Tele2 Nederland
- Telsis Limited
- University of New Hampshire InterOperability Laboratory
- XO Communications

03 November 2009
Voting Preliminaries

- Current member count: 46
- Bylaws Quorum requirement:
  - 23 for normal business (50%)
  - 32 to change bylaws or dissolve Forum (75%) -- (neither of which has been proposed and can be satisfied by presence or proxy)
- 29 Proxies are in hand at beginning of the meeting
  - # members present and voting
  - 29 > 23; quorum is declared.
Director Candidates - 4 for 3 Open Seats

- Dr. Eric Burger – NeuStar
  - Current board member standing for re-election
- Richard Shockey – Participant Member
  - Current board member standing for re-election
- Dr. Alan Johnston – Avaya
- Dr. Bernard Aboba – Microsoft
2009 AGM Voting Issues

- **Issue 1: Voting For New Directors**
- **Issue 2: Discharge of director liability**
  - A maximum of 2 total NOT from a Full Member
  - One candidate for the Board represents Participant Members (Richard Shockey)
  - 3 Candidates from Full Members
- **Issue 3: Adoption of Draft IPR and Copyright Policy Documents**
- Time to vote!
Vote results

- Board Seats
  - Alan Johnston
  - Richard Shockey
  - Eric Burger

- Discharge of director liability
  - 27 Yea, 1 Nay, 1 Abstention; Motion Approved

- Adoption of IPR and Copyright Policies
  - 27 Yea; 2 Nay; Motion Approved
Other Business of the SIP Forum

- Next Election Committee deferred to next Board
- Ratified Minutes
- Move to adjourn formal Annual General Meeting
SIP Forum 2009 General Meeting

SIPit : Test Event Working Group
Robert Sparks, SIP Forum Director
- Week-long engineering test events
  - Held twice a year
  - Moves around the globe
- Averages around 100 implementations
  - 60 to 90 companies
  - 16 to 20 countries
SIPit is an International Event

SIPit 25 in US
SIPit 24 in Japan
SIPit 23 in France
Goal: Find and fix what doesn’t work

- Issues are corrected in real-time
  - Allows immediate retesting
- Very high-yield testing
  - Participants claim 4 to 6 months of results from the week at SIPit compared to what they would achieve testing separately
Goal: Find and fix what doesn’t work

- The Standards improve
  - If two teams have to argue about the specification, the specification needs to be corrected
  - Testing identifies errors and omissions in the Standards
  - Reports from the SIPit allow the IETF to remain focused on real industry needs
Past Events
SIPit 1 (April 1999) - SIPit 25 (April 2008)

Prior Hosts
SIPconnect 1.1 Briefing

Richard Shockey
Board Member, Co-Chair Technical Working Group
SIP Forum: The Year in Review

Marc Robins
SIP Forum MD
2009 SIP Forum AGM

03 November 2009
Membership Stats: How’d We Do

- **2008-9 Goal: Continue to Grow Overall Membership**
  - Actual: 25% Growth in Participant Membership

- **2008-9 Goal: Add 10 New Full Members**
  - Actual: Added 10 New Full Members

- **2008-9 Goal: Develop New Initiatives**
  - Actual: FoIP, UA-Config Task Groups and Smart Grid SIG

- **2008-2009: Add new Academic/Institutional Members**
  - Actual: Added 5 new Academic Members
SIP FORUM Full Member Companies
(as of 11-03-09)
SIP Forum Academic/Institutional Members

The Fu Foundation School of Engineering & Applied Science

Fraunhofer Institute for Open Communication Systems

ATM | Texas A&M University

Illinois Institute of Technology

University of Glamorgan because great minds don’t think alike
2008-9 Review of Milestones and Activities

- Full membership roster held steady over past year and was unscathed from recession
- Full member attrition modest and historically low
- Participant membership increased to @7000 (as of 11/03/09)
- New technical activities include User-Agent Configuration, FoIP Task Groups, and Smart Grid SIG
- New Academic membership category gaining members
- Co-sponsorship relationships at historical high
- SIPconnect Compliant Program grew from 7 to 14 participants, several add’l pending
- Established and/or maintained media relationships with TMC, Nojitter.com, FierceVoIP, Telecom Reseller, and Strategic Path.
- Increased Website content updates, resulting in better SEO.
- Stabilized IT infrastructure
- SIPconnect Compliance Workshop held in conjunction with TMC and Ingate SIP trunking Workshops.
Looking Forward – Goals for 2009-10 FY

- Continue growth of Full Member base -- net increase of 10 new full members during current fiscal year
- Continue growth of academic and participant membership
- Update SIPconnect Compliant Program for SIPconnect 1.1 and continue program participant growth
- Create and manage successful SIPconnect 1.1 launch campaign, including advertising, PR, editorial, webinars, workshops and other activities
- Launch first SIPconnectING event (SIPconnect Interoperability Testing) at UNH-IOL
- Launch Blog and Twitter account (draft pages are up)
- Increase Forum PR and promotion with support of Elevate Communications
Looking Forward, Goals con’t

- Continue to expand technical initiatives to possibly include UC, HD video, and security
- Create more "Open-House" Networking Meetings at trade shows/conferences where we have speaking/workshop activities, instead of exhibiting (better use of marketing funds)
- Follow-through on SIP Trunking research project that has been percolating.
- Join Internet Caucus and Smart Grid Interoperability Panel
- Create ITAD Registry Database
What Do We Stand For?

- Protect end-to-end principal
- Protect user privacy and security
- Protect network operator security
- Ensure user choice for communication
  - Modality
  - Services
  - Business models
Thank You for Your Continued Support

Eric Burger
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03 November 2009
Final Adjournment