SIP Forum general meeting

Review of previous, and upcoming fiscal years

21 September 2005



Meeting agenda

- Meeting operation setup
 - Nominations for chair, minutes takers
- Operational and financial review
- Voting
 - Confirmation of authorized voting members, quorum requirements & decision requirements
 - Reading of items for voting
 - Board member candidates
 - Administrative items
 - Balloting, counting, and results
- Adjourn



Meeting operation setup

- Meeting chairman
 - Nominations
 - Voting

- Minutes takers (2)
 - Nominations
 - Voting

- Administrivia
 - Has meeting been properly notified?



Operational review - 2004

- Met most goals set for the year
 - With some adjustments to accommodate changes in people, requirements
- Income / expenses roughly on plan
 - With some adjustments....
- Lots of "organizational infrastructure" improvements
 - Accounting / financial, electronic (web), legal structure
- Still plenty more we could / should do

Technical WG

- Met goals:
 - Chartered
 - Chair: Rohan Mahy
 - Process documents created
 - Task group creation, Recommendation approval, copyright rights. (IPR rights doc in process)
- Task Groups that now exist:
 - IP PBX / Service Provider interop
 - Triggered by request from SIP Connect to merge their group and specification into SIP Forum process
 - SIP phone
- New goals:
 - Make these two successful
 - Leverage this group for as many TGs as needed, and as we can handle



Marketing WG

- Website overhaul
 - Thanks to Wipro!!!!
 - Provided much needed programming services
 - Site is now much more flexible, powerful
 - Lots of new content
- Other new tech assets
 - New hosting = new mailing lists, wiki,
- Virtual conferences held
- Newsletter revived
- Good growth in conference co-sponsorships
- New trade show booth, updated graphics
- Missed goal: creating white papers

Service Provider working group

- Struggling to find an effective path
- Current members not active enough
- Attempting (again) reorganization of group to gain momentum
 - Open group to non-service provider participants
 - But still people with some relation to services,
 e.g. product vendors, etc.
 - Find new co-chair to help current chair



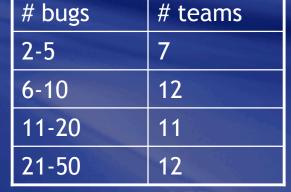
Test Event working group

- SIPit 15 & 16 very successful
- Statistics from SIPit 16 (Banff, Canada)
 - 120 people, 57 teams
 - 15 countries

 Example of usefulness to attendees (of 42 teams that tracked)

 Introduced Forum-handling of all attendee fee collections

SIPit 17 just took place (Stockholm)



Operational accomplishments

- Significant accounting / financial management improvements
 - "Real" budgetary accounting introduced
 - Actual vs. plan reporting, cash flow reports, A/R reports, etc
 - Departmental (WG) cost tracking introduced
 - Financial statements now denominated in Euro
- Created U.S.-based subsidiary LLC
 - Set up required banking services, etc.
- Use of SIP-based technology for internal ops
 - All Board meetings use SIP-based bridge
 - Thanks to Ubiquity Software for this!

Financial discussion: 7/2004 - 6/2005

Major point: "Close enough" to plan

- The "plan" was a difficult approximation to make; poor historical accounting data

Fiscal 2004 (ending 6/30/2005) financials (preliminary, unaudited)

| | Actual | Plan | Variance |
|--------------|-----------|-----------|----------|
| Revenue | 269,087 | 265,000 | 4,087 |
| Expenses | (251,439) | (239,764) | (11,675) |
| Net | 17,648 | 25,236 | (7,588) |
| Total assets | 329,969 | 360,525 | 30,556 |
| Cash | 180,915 | 298,397 | 117,482 |

Expenses - by working group

| | Actual | Plan | Variance |
|---------------|---------|---------|----------|
| Tech WG | 1,396 | 29,950 | |
| Test event WG | 51,327 | 1,150 | 50,177 |
| Svc prov WG | 7,201 | 14,400 | (7,199) |
| Mktg WG | 106,457 | 127,380 | (20,923) |
| G&A | 85,058 | 66,884 | 18,174 |



Financial discussion: 7/2005 - 6/2006

- Major points
 - Assume < 10% growth in membership revenue
 - Net 4 new members
 - Assumes lost members are replaced
 - Mirrors what happened last year
 - Most WG expenses level to slightly up
 - SIPit revenue (and host reimbursements) flow through Forum
- The plan:
 - Revenue:€ 425K
 - Opex: € 417K
- WG opex:
 - MWG: € 140K
 - Tech WG: € 21K
 - SP WG: € 14K
 - Test event WG: € 160K
 - G&A: € 82K



Voting preliminaries

- Current member count: 52
- Quorum requirement:
 - 26 for normal business
 - (Can be satisfied by presence or proxy)
- Voting passage requirement:
 - For yes/no items:
 - The greater of:
 - » 1/2 those voting
 - » 18 (1/3 of the Full Member count)
- Attendance count: <insert>
- Proxy count: <insert>



Voting matters - Board of Directors candidates

| Candidate name | Votes | Elected |
|------------------------|-------|---------|
| | FOR | ? |
| Jay Batson (existing) | | |
| Eric Burger (existing) | | |
| Igor Bhatia | | |
| Al Brisard | | |
| Bernard Hammer | | |
| Tim Jasionowski | | |
| John Yoakum | | 5 |

Adjournment

Any remaining questions?

Thank you for attending

