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)

<table>
<thead>
<tr>
<th># bugs</th>
<th># teams</th>
</tr>
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<tbody>
<tr>
<td>2-5</td>
<td>7</td>
</tr>
<tr>
<td>6-10</td>
<td>12</td>
</tr>
<tr>
<td>11-20</td>
<td>11</td>
</tr>
<tr>
<td>21-50</td>
<td>12</td>
</tr>
</tbody>
</table>
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!*

- **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)

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Plan</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>269,087</td>
<td>265,000</td>
<td>4,087</td>
</tr>
<tr>
<td>Expenses</td>
<td>(251,439)</td>
<td>(239,764)</td>
<td>(11,675)</td>
</tr>
<tr>
<td>Net</td>
<td>17,648</td>
<td>25,236</td>
<td>(7,588)</td>
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<tr>
<td>Total assets</td>
<td>329,969</td>
<td>360,525</td>
<td>30,556</td>
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<tr>
<td>Cash</td>
<td>180,915</td>
<td>298,397</td>
<td>117,482</td>
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</table>

Expenses - by working group

<table>
<thead>
<tr>
<th>Working Group</th>
<th>Actual</th>
<th>Plan</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tech WG</td>
<td>1,396</td>
<td>29,950</td>
<td>(28,554)</td>
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<tr>
<td>Test event WG</td>
<td>51,327</td>
<td>1,150</td>
<td>50,177</td>
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<tr>
<td>Svc prov WG</td>
<td>7,201</td>
<td>14,400</td>
<td>(7,199)</td>
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<tr>
<td>Mktg WG</td>
<td>106,457</td>
<td>127,380</td>
<td>(20,923)</td>
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<tr>
<td>G&amp;A</td>
<td>85,058</td>
<td>66,884</td>
<td>18,174</td>
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</table>

- **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
  - Net: €9K (rounded)

- **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

<table>
<thead>
<tr>
<th>Candidate name</th>
<th>Votes FOR</th>
<th>Elected</th>
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<tbody>
<tr>
<td>Jay Batson (existing)</td>
<td></td>
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<tr>
<td>Eric Burger (existing)</td>
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<tr>
<td>Igor Bhatia</td>
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<tr>
<td>Al Brisard</td>
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<tr>
<td>Bernard Hammer</td>
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<tr>
<td>Tim Jasionowski</td>
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<tr>
<td>John Yoakum</td>
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Adjournment

• Any remaining questions?

• Thank you for attending