



SIP Forum General Meeting

Dr. Eric W. Burger
Chairman of the Board, SIP Forum
Fiscal 2008

Meeting agenda

- ❖ Official business
 - Meeting operation setup
 - Financial review
 - Voting
- ❖ Adjourn
- ❖ Unofficial business
 - Reviews: SIPit, SIPconnect
 - 2008 Look backward
 - 2009 Look forward

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

Meeting Setup and Housekeeping

- ❖ Election of meeting chair
- ❖ Minute taker: Dan York, Participant Member
- ❖ Minute reviewers
 - Carl Ford, Participant Member
 - Thomas Cross, Participant Member
- ❖ Proper notification of AGM
 - At least four weeks before AGM (21 August)
 - Notice made 18 August to all Full Member representatives

Financial discussion: 7/2007 - 6/2008

Profit / loss

Balance Sheet

	06/30/08	06/30/07		06/30/08	06/30/07
Swedish association (audited) (Euro)					
Operating income	(252)	63,742	Assets	<u>261,258</u>	<u>253,569</u>
Operating expenses	<u>(17,029)</u>	<u>(100,668)</u>	Liabilities	36,964	15,528
Operating profit/(loss)	(17,281)	(36,926)	Members equity	<u>224,294</u>	<u>238,041</u>
Interest, tax	<u>3,534</u>	<u>1,484</u>	Total Liab & Mem Eq	<u>261,258</u>	<u>253,569</u>
Net profit/(loss)	<u>(13,747)</u>	<u>(35,442)</u>			
US LLC (unaudited) (USD)					
Operating income	130,036	61,286	Assets	<u>115,479</u>	<u>147,277</u>
Operating expenses	<u>(141,490)</u>	<u>(31,602)</u>	Liabilities	97,248	117,592
			Members equity	<u>18,231</u>	<u>29,684</u>
Net profit/(loss)	<u>(11,454)</u>	<u>29,684</u>	Total Liab & Mem Eq	<u>115,479</u>	<u>147,276</u>
SIP Forum Consolidated Financial Results					
Operating income	129,784	125,028	Assets	<u>376,737</u>	<u>400,846</u>
Operating expenses	<u>(158,519)</u>	<u>(132,270)</u>	Liabilities	134,212	133,120
Operating profit/(loss)	(28,735)	(7,242)	Members equity	<u>242,525</u>	<u>267,725</u>
Interest, tax	<u>3,534</u>	<u>1,484</u>	Total Liab & Mem Eq	<u>376,737</u>	<u>400,845</u>
Net profit/(loss)	<u>(25,201)</u>	<u>(5,758)</u>	Cash	<u>300,565</u>	<u>333,202</u>

Establishing and Approval of the Voting List

- ❖ 3Com
- ❖ Acme Packet
- ❖ Alcatel-Lucent
- ❖ Aspect Communications
- ❖ Audiocodes Ltd.
- ❖ Avaya
- ❖ Bandwidth.com
- ❖ Broadsoft
- ❖ Cable Television Laboratories, Inc.
- ❖ Cbeyond Communications
- ❖ Cedar Point Communications
- ❖ CGI Group Inc.
- ❖ Cisco Systems
- ❖ Covergence
- ❖ Cox Communications
- ❖ Data Connection Limited (DCL)
- ❖ Dialogic Corporation
- ❖ Digium
- ❖ Ericsson
- ❖ Hewlett-Packard
- ❖ IBM
- ❖ Ingate Systems AB
- ❖ Microsoft Corporation
- ❖ NEC Infrontia, Inc.
- ❖ NET
- ❖ NeuStar
- ❖ Nokia
- ❖ Oracle
- ❖ Paetec
- ❖ Polycom
- ❖ RADVision
- ❖ Samsung Electronics Co., Ltd.
- ❖ ShoreTel Inc.
- ❖ Siemens
- ❖ Snom
- ❖ SOLINET GmbH
- ❖ Sonus Networks
- ❖ Tandberg
- ❖ Tecnomen
- ❖ Tekelec
- ❖ Telsis Limited
- ❖ University of New Hampshire InterOperability Laboratory

Voting preliminaries

- ❖ Current member count: 42
- ❖ Quorum requirement:
 - 21 for normal business
 - 32 to change bylaws or dissolve Forum
(Can be satisfied by presence or proxy)
- ❖ 34 Proxies are in hand at beginning of the meeting
 - Item #2 is a bylaw change
 - $34 > 32$; quorum is declared.

Director candidates - 7 for 5 seats

- ❖ Chris Gatch – Cbeyond
 - Current board member standing for re-election
- ❖ Steve Johnson – Ingate
 - Current board member standing for re-election
- ❖ Glenn Russell – CableLabs
- ❖ Anwar Siddiqui – Avaya
 - Current board member standing for re-election
- ❖ Rene Sotola – CGI Group
- ❖ Robert Sparks – Tekelec
 - ❖ Current board member standing for re-election
- ❖ Timothy Winters - University of New Hampshire Interoperability Laboratory

Voting

❖ Director election

- A maximum of 2 total NOT from a Full Member
- One standing Board Member represents Participant Members (Eric Burger)
- All candidates are from Full Members

❖ Question 1: Discharge of director liability

❖ Question 2: Modification of By-Laws Relating to Creation of New Academic Membership Category

❖ Time to vote!

Vote results

❖ Board

- Robert Sparks
- Steve Johnson
- Chris Gatch
- Rene Sotola
- Glenn Russell

❖ Discharge of director liability

- 32 Yea, 2 Nay; Motion Approved

❖ Addition of Academic Member category

- 34 Yea; Motion Approved

Other Business of the SIP Forum

- ❖ Next Election Committee deferred to next Board
- ❖ Move to adjourn formal Annual General Meeting



SIP Forum 2008 General Meeting

SIPit : Test Event Working Group
Robert Sparks, Tekelec

- ❖ 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

SIP^{it}



SIPit is an International Event

SIPit 22 in US 

SIPit 21 in China 

SIPit 20 in Belgium 

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

SIP^{it}

Bakeoff →

Past Events

SIPit 1 (April 1999) - SIPit 22 (April 2008)

Prior Hosts



pulver.com

ERICSSON

3COM



Ubiquity



hot-sp

MITEL



Jasomi Networks

JPNIC

iol

Alcatel-Lucent



BII
天地互连



Upcoming Events

- ❖ SIPit 23 – October 2008 – Lannion, France
 - Hosted by the ETSI Interopolis Service

INTEROPOLIS



- **Registration deadline: October 3**

- ❖ SIPit 24 – May 2009 – Akihabara, Japan

More Information



www.sipit.net



SIPconnect Briefing

Richard Shockey
Board Member
Director, NeuStar



SIP Forum: The Year in Review

Marc Robins
2008 SIP Forum AGM

Membership Stats: How'd We Do

- ❖ 2007-8 Goal: Grow Overall Membership
 - Actual: 100% Growth in Participant Membership
- ❖ 2007-8 Goal: Add 10 New Full Members (from Base of 23)
 - Actual: Added 16 Net New Full Members
- ❖ 2007-8 Goal: Renew 3 Full Member Companies that have dropped membership
 - Actual: Nokia, SNOM, Sonus Renewed
- ❖ 2007-8 Goal: Create new membership categories
 - Actual: Adding Academic/Institutional Category

2007-8 Marketing and Promotional Activities

- ❖ New Marketing Collateral
- ❖ SIPconnect Promotion
- ❖ PR Announcements
- ❖ Event Co-Sponsorships
- ❖ Trade Show Presence
- ❖ Speaking Gigs at Industry Conferences
- ❖ Workshops (IETF SIP Interop, SIPconnect Compliance)
- ❖ Editorial Contributions (print and online)
- ❖ Web Site Revamp/Refresh
- ❖ Restarted Newsletter

Looking Forward – Add'l Goals for 2008-9 FY

- ❖ Add 7 Net New Full Members
- ❖ Continue Growth of Participant Membership
- ❖ New Advertising Campaign
- ❖ Webinars
- ❖ Trade Show Pavilions (i.e.. “SIP Solutions Center” concept)
- ❖ Blog
- ❖ Bulletin Board/Wiki



SIP Forum: The View Forward

Eric Burger
2008 SIP Forum AGM

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

2009 Plan

- ❖ Execute on identified interoperability issues
 - SIPconnect 2.0
 - User Agent configuration
 - Fax-over-IP
- ❖ Discussions on
 - Unified Communications
 - P2P SIP
- ❖ Identified Goals
 - Membership growth

Annual Targets

❖ From relevant SIP Forum impact areas

- Interoperability testing
- Interoperability reporting
- Market awareness
- Others

❖ Tangible, achievable goals

- Stated on a periodic basis
- Reported on a periodic basis
- Actions
 - Complete - see Marc's presentation
 - Abandon
 - In Progress



Thank You for Your Continued Support

Eric Burger
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Final Adjournment