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

#### Profit / loss

<table>
<thead>
<tr>
<th>Swedish association (audited) (Euro)</th>
<th>06/30/08</th>
<th>06/30/07</th>
<th>Balance Sheet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>(252)</td>
<td>63,742</td>
<td>Assets</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(17,029)</td>
<td>(100,668)</td>
<td></td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>(17,281)</td>
<td>(36,926)</td>
<td>Liabilities</td>
</tr>
<tr>
<td>Interest, tax</td>
<td>3,534</td>
<td>1,484</td>
<td>Members equity</td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(13,747)</td>
<td>(35,442)</td>
<td>Total Liab &amp; Mem Eq</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>US LLC (unaudited) (USD)</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>130,036</td>
<td>61,286</td>
<td>Assets</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(141,490)</td>
<td>(31,602)</td>
<td></td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(11,454)</td>
<td>29,684</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SIP Forum Consolidated Financial Results</th>
<th>06/30/08</th>
<th>06/30/07</th>
<th>Balance Sheet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>129,784</td>
<td>125,028</td>
<td>Assets</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(158,519)</td>
<td>(132,270)</td>
<td></td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>(28,735)</td>
<td>(7,242)</td>
<td>Members equity</td>
</tr>
<tr>
<td>Interest, tax</td>
<td>3,534</td>
<td>1,484</td>
<td>Total Liab &amp; Mem Eq</td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(25,201)</td>
<td>(5,758)</td>
<td>Cash</td>
</tr>
</tbody>
</table>

19 September 2008

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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

19 September 2008
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!

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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
SIPit

- 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 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
Past Events

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

Prior Hosts

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Upcoming Events

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

19 September 2008
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
eburger@sipforum.org