



## SIP Forum 2010 Annual General Meeting

Richard Shockey, Chairman of the Board  
Marc Robins, President and Managing Director  
Fiscal 2010

21 September 2005

17 January 2011

Copyright © 2010-11 SIP Forum

# Annual General Meeting Agenda

- ❖ Official business
  - Meeting operation setup
  - Financial review
  - Voting
- ❖ Adjourn Formal Portion of Meeting
- ❖ Unofficial business
  - Reviews: SIPit, SIPconnect, FoIP, UA-Config
  - 2010 Look backward
  - 2011 Look forward – SIPNOC, Video Workshop
- ❖ The Board did not receive any reports of other issues to discuss from any Member

# Meeting Setup and Housekeeping

- ❖ Call Meeting to Order
- ❖ Election of Richard Shockey as Meeting Chair
- ❖ Minutes Takers: Eric Burger and Alan Johnston
- ❖ Proper notification of AGM
  - At least four weeks before AGM (21 December)
  - Notice made 17 December to all Full Member representatives
- ❖ Financial Review

# Financial Summary 7/2009- 6/2010

## Profit / loss

## Balance Sheet

	06/30/10	06/30/09		06/30/10	06/30/09
<b>Swedish association (Euro)</b>					
Operating income	-	(3,261)	Assets	<u>259,358</u>	<u>159,504</u>
Operating expenses	<u>(395)</u>	<u>(9,830)</u>	Liabilities	1,000	4,825
Operating profit/(loss)	(395)	(13,091)	Members equity	<u>258,358</u>	<u>154,679</u>
Interest income	<u>38</u>	<u>3,451</u>	Total Liab & Mem Eq	<u>259,358</u>	<u>159,504</u>
Net profit/(loss)	<u>(357)</u>	<u>(9,640)</u>			
<b>US LLC (audited) (USD)</b>					
Operating income	215,926	197,023	Assets	<u>126,696</u>	<u>244,208</u>
Operating expenses	<u>(231,898)</u>	<u>(197,031)</u>	Liabilities	139,578	155,565
			Members equity	<u>(12,882)</u>	<u>88,643</u>
Net profit/(loss)	<u>(15,972)</u>	<u>(8)</u>	Total Liab & Mem Eq	<u>126,696</u>	<u>244,208</u>
<b>SIP Forum Consolidated Financial Results</b>					
Operating income	215,926	193,762	Assets	<u>386,054</u>	<u>403,712</u>
Operating expenses	<u>(232,293)</u>	<u>(206,861)</u>	Liabilities	140,578	160,390
Operating profit/(loss)	(16,367)	(13,099)	Members equity	<u>245,476</u>	<u>243,322</u>
Interest income	<u>38</u>	<u>3,451</u>	Total Liab & Mem Eq	<u>386,054</u>	<u>403,712</u>
Net profit/(loss)	<u>(16,329)</u>	<u>(9,648)</u>	Cash	<u>373,042</u>	<u>384,773</u>

# Voting and Election Agenda

- ❖ Establishing and Approval of the Voting List
- ❖ Voting Preliminaries
- ❖ List of Candidates for Director
- ❖ Review of Voting Issues
- ❖ Running of Election
- ❖ Vote Results

# Establishing and Approval of the Voting List

- ❖ 4PSA
- ❖ Acme Packet
- ❖ Alcatel-Lucent
- ❖ Aspect Communications
- ❖ AudioCodes
- ❖ Avaya
- ❖ Bell Canada
- ❖ Broadsoft
- ❖ Cable Television Laboratories, Inc.
- ❖ Cablevision Lightpath
- ❖ Cbeyond
- ❖ Cedar Point Communications
- ❖ Cisco Systems
- ❖ Comcast
- ❖ Cox Communications
- ❖ Dialogic Corporation
- ❖ Digium
- ❖ Ericsson
- ❖ GENBAND
- ❖ Glowpoint
- ❖ Ingate Systems AB
- ❖ Juniper Networks
- ❖ Metaswitch Networks
- ❖ Microsoft Corporation
- ❖ Mitel
- ❖ NET
- ❖ Nokia
- ❖ Polycom
- ❖ Samsung
- ❖ ShoreTel Inc.
- ❖ Siemens
- ❖ Snom
- ❖ Sonus Networks
- ❖ Tecnotree
- ❖ Tekelec
- ❖ Tele2 Nederland
- ❖ Telsis Limited
- ❖ University of New Hampshire InterOperability Laboratory

# Voting Preliminaries

- ❖ Current active full member count: 38
- ❖ Bylaws Quorum requirement:
  - 19 for normal business (50%)
  - 29 to change bylaws or dissolve Forum (75%) -- (neither of which has been proposed and can be satisfied by presence or proxy)
- ❖ 25 Proxies are in hand at beginning of the meeting
  - # members present on WebEx and voting
  - $25 > 19$ ; quorum is declared.

## Director Candidates - 6 for 5 Open Seats

- ❖ Anil Balani – Glowpoint
- ❖ Mary Barnes – Polycom
- ❖ Chris Gatch – Cbeyond
  - Current board member standing for re-election
- ❖ Steve Johnson – Ingate Systems
  - Current board member standing for re-election
- ❖ Hadriel Kaplan – Acme Packet
- ❖ Glenn Russell – CableLabs
  - Current board member standing for re-election



# 2010 AGM Voting Issues

- ❖ Issue 1: Voting For New Directors
  - Maximum of 2 total NOT from a Full Member
  - Current board members Richard Shockey and Eric Burger represent Participant Members
  - All six candidates from Full Members
- ❖ Issue 2: Discharge of Director Liability
- ❖ Issue 3: Change of Denomination of Full Member Annual Dues from Euros to US Dollars
- ❖ Time to run the election and count the votes!

# Running of Election, Tabulation of Votes

- ❖ Final Request for Ballots to be Cast
- ❖ Official Voting Deadline Reached
- ❖ Save Ballot data stored in SIP Forum Website Content Management Platform as Text File
- ❖ Load Ballot Text File into OpenSTV ballot tabulation application
- ❖ Run new Director vote according to British Columbia STV Rules per Forum Bylaws
- ❖ Save Results as Text File
- ❖ Perform Manual Count of Voting Issues 2 and 3

# 2010 AGM Vote Results

## ❖ 1. Board Seats

- Mary Barnes
- Chris Gatch
- Steve Johnson
- Hadriel Kaplan
- Glenn Russell

## ❖ 2. Discharge of director liability

- 24 Yea, 1 Nay, Motion Approved

## ❖ 3. Change of Denomination of Full Member Dues

- 24 Yea; 1 Nay; Motion Approved

## Other Business of the SIP Forum

- ❖ Next SIP Forum Chairman of the Board Election Committee deferred to next Board Meeting
- ❖ Minutes Ratified
- ❖ Move to adjourn formal Annual General Meeting



## SIP Forum 2010 General Meeting

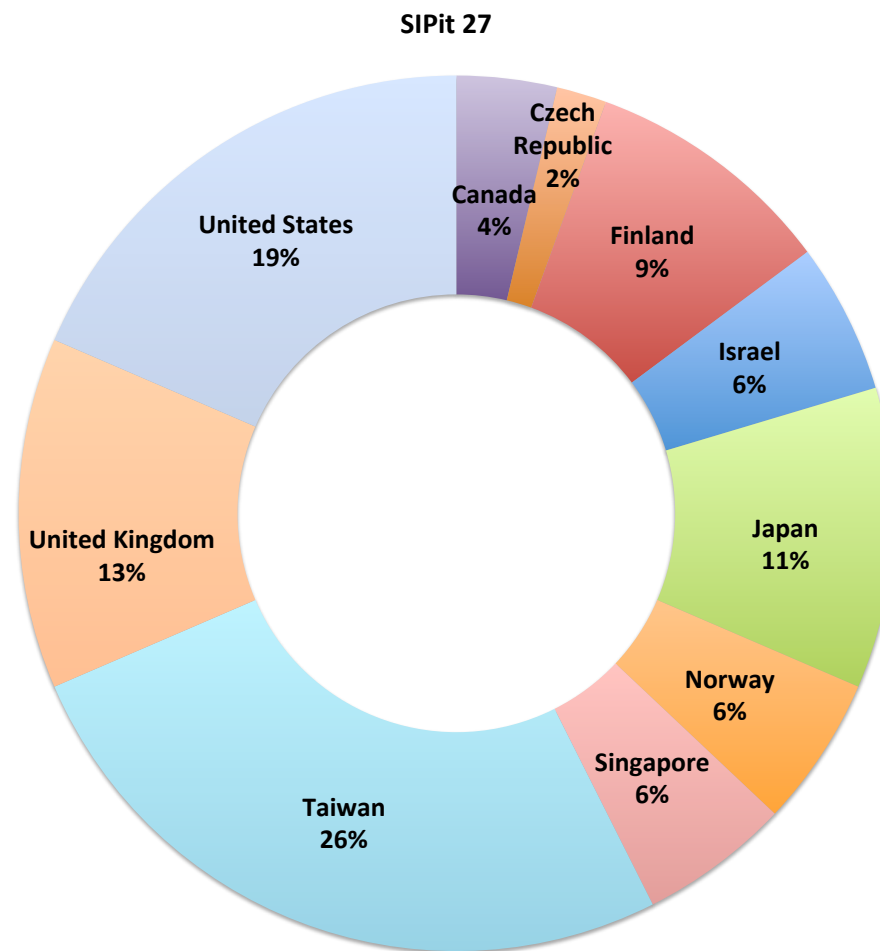
SIPit : Test Event Working Group  
Robert Sparks, SIP Forum Director

- ❖ 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

# SIP<sup>it</sup>



# SIPit is an International Event





## 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

*Bakeoff* →

## Past Events

SIPit 1 (April 1999) - SIPit 27 (November 2010)

Prior Hosts



pulver.com

ERICSSON

3COM



Ubiquity



hot-sp

MITEL



Jasomi Networks

JP NIC



Alcatel-Lucent



NICT

EDVINA

TANDBERG

## ❖ Upcoming Events

- SIPit 28 : April 11-15, 2011
  - Huntsville, Alabama, US
  
- SIPit 29 : October 24-28, 2011
  - Near Nice, France



## More Information



[www.sipit.net](http://www.sipit.net)



## SIPconnect 1.1 Briefing

Richard Shockey  
Chairman of the Board  
Chair Technical Working Group

## Would You Believe We're Done!

- ❖ IETF MARTINI Group approved GIN draft
- ❖ IESG approval of GIN draft expected Thursday January 20
- ❖ Anticipate SIP Forum TECHWG ballot Friday, January 21 (two-week ballot period)
- ❖ Board Ratification Shortly Thereafter



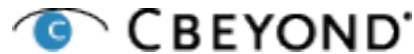
## SIP Forum: The Year in Review

Marc Robins  
SIP Forum MD  
2010 SIP Forum AGM



# SIPFORUM Full Member Companies

(as of 1-17-2011)



# SIP Forum Academic/Institutional Members

## Columbia University:



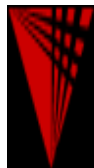
The Fu Foundation  
School of Engineering & Applied Science



Fraunhofer  
Institute for Open  
Communication Systems



TEXAS A&M  
UNIVERSITY



ILLINOIS INSTITUTE OF TECHNOLOGY



University of Glamorgan

because great minds don't think alike

Georgetown  
UNIVERSITY

est. 1789

Gradiant

# Review of Milestones and Activities

- ❖ Increased Participant (Individual Membership) to @10K
- ❖ LinkedIn SIP Forum Group about 1K and growing fast
- ❖ Full membership roster held relatively steady over past year
- ❖ Added Juniper, Glowpoint, and 4PSA as new Full Members
- ❖ Added Georgetown University as new Academic Member
- ❖ Co-sponsorship relationships remain strong
- ❖ Maintained strong media relationships with TMC, Nojitter.com, FierceVoIP, and Telecom Reseller, and other media outlets.
- ❖ Fax-over IP Interoperability Task Group publishes official FoIP Problem Statement.

## Review of Milestones and Activities, Con't

- ❖ Successful SIPit 25, 26 and 27 events
- ❖ Formed Smart Grid SIG
- ❖ UA-Configuration Task Group Recommendation Ratified and Published as RFC 6011 by IETF
- ❖ SIP Forum and i3 Forum Announce Partnership to Promote Interoperability of SIP-Based Carrier Services
- ❖ SIP Forum and i3 Forum Launch Groundbreaking International Test Program for FoIP Services
- ❖ SIP Forum and IPv6 Forum Form Partnership
- ❖ Established formal Liaison with UCIF and IMTC
- ❖ SIP Forum Launches SIPNOC

## SIPNOC – SIP Network Operators Conference



**New two-day educational conference for service providers to focus on how to “make SIP work in the network” and address the key operational issues facing SIP in today’s telecom world**

**SIPFORUM**

# SIPNOC Dates and Venue

**SIPNOC**  
2011

*The SIP Network Operators Conference*  
Herndon, Virginia | April 25-27, 2011 | **LEARN MORE**  
Presented by **SIPFORUM**

- ❖ April 25-27, 2011 at Hyatt Dulles Hotel, Herndon, VA
- ❖ Developed for the technical and operational staff of service providers, including engineers.
- ❖ Features special keynote from Doug Sicker, Chief Technologist, FCC
- ❖ Dr. Eric Burger serving as Program Chair
- ❖ Early-Bird Discount and Special 50% Discount for SIP Forum Full Members (min 2 registrants from Full Member company)

**SIPFORUM**

# SIPNOC Topics

- ❖ Application development
- ❖ Testing
- ❖ SIP Trunking
- ❖ FoIP
- ❖ User-Agent Configuration
- ❖ Emergency Services
- ❖ Policy Servers
- ❖ Security
- ❖ Operational Issues
- ❖ Call Routing and Peering
- ❖ Troubleshooting and Monitoring
- ❖ SIP Interconnection (SIP-to-SS7 signaling gateways)
- ❖ HD-Voice/Video Deployment Challenges

# SIPNOC Registration and Hotel Reservations



❖ For more information:

<http://www.sipnoc.org>

❖ Register at: [http://www.regonline.com/sipnoc\\_2011](http://www.regonline.com/sipnoc_2011)

❖ Hotel Reservations:

<https://resweb.passkey.com/go/SIPNOC2011>





## SIP Forum: The View Forward

Richard Shockey  
2010 SIP Forum AGM

## Looking Forward – Activities and Goals for 2010-11 FY

- ❖ Continue growth of Full Member base, with emphasis on service provider community
- ❖ Continue growth of academic and participant membership
- ❖ Update SIPconnect Compliant Program for SIPconnect 1.1 and continue program participant growth
- ❖ Launch 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
- ❖ Continue to expand technical initiatives to include video interoperability workshop and new task group

# Headwinds and Opportunities

- ❖ Industry Consolidation
- ❖ The Silo-ization of Communications Services
- ❖ ARPU
- ❖ Potential Competition from Other Standards (RTC-WEB...)

# Headwinds and Opportunities, Con't

- ❖ Good News: We Won!
- ❖ Class 5 Replacement and VoLTE have just started
- ❖ FCC 477 Report (Interconnected VoIP subscriptions increased by 22% during 2009 (from 21 million to 26 million subscriptions)
  - [http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-304053A1.doc](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-304053A1.doc)
- ❖ Video Represents Major Revenue Opportunity



Thank You for Your Continued Support!

Richard Shockey, [richard@shockey.us](mailto:richard@shockey.us)

Marc Robins, [marc.robins@sipforum.org](mailto:marc.robins@sipforum.org)

## Final Adjournment