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

17 January 2011
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

<table>
<thead>
<tr>
<th></th>
<th>06/30/10</th>
<th>06/30/09</th>
<th>06/30/10</th>
<th>06/30/09</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Swedish association (Euro)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating income</td>
<td>-</td>
<td>(3,261)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(395)</td>
<td>(9,830)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>(395)</td>
<td>(13,091)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>38</td>
<td>3,451</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(357)</td>
<td>(9,640)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td>259,358</td>
<td>159,504</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td>1,000</td>
<td>4,825</td>
</tr>
<tr>
<td><strong>Members equity</strong></td>
<td></td>
<td></td>
<td>258,358</td>
<td>154,679</td>
</tr>
<tr>
<td><strong>Total Liab &amp; Mem Eq</strong></td>
<td></td>
<td></td>
<td>259,358</td>
<td>159,504</td>
</tr>
</tbody>
</table>

## US LLC (audited) (USD)

<table>
<thead>
<tr>
<th></th>
<th>06/30/10</th>
<th>06/30/09</th>
<th>06/30/10</th>
<th>06/30/09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>215,926</td>
<td>197,023</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(231,898)</td>
<td>(197,031)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(15,972)</td>
<td>(8)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td>126,696</td>
<td>244,208</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td>139,578</td>
<td>155,565</td>
</tr>
<tr>
<td><strong>Members equity</strong></td>
<td></td>
<td></td>
<td>(12,882)</td>
<td>88,643</td>
</tr>
<tr>
<td><strong>Total Liab &amp; Mem Eq</strong></td>
<td></td>
<td></td>
<td>126,696</td>
<td>244,208</td>
</tr>
</tbody>
</table>

## SIP Forum Consolidated Financial Results

<table>
<thead>
<tr>
<th></th>
<th>06/30/10</th>
<th>06/30/09</th>
<th>06/30/10</th>
<th>06/30/09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>215,926</td>
<td>193,762</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(232,293)</td>
<td>(206,861)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit/(loss)</td>
<td>(16,367)</td>
<td>(13,099)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>38</td>
<td>3,451</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net profit/(loss)</td>
<td>(16,329)</td>
<td>(9,648)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td>386,054</td>
<td>403,712</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td>140,578</td>
<td>160,390</td>
</tr>
<tr>
<td><strong>Members equity</strong></td>
<td></td>
<td></td>
<td>245,476</td>
<td>243,322</td>
</tr>
<tr>
<td><strong>Total Liab &amp; Mem Eq</strong></td>
<td></td>
<td></td>
<td>386,054</td>
<td>403,712</td>
</tr>
<tr>
<td><strong>Cash</strong></td>
<td></td>
<td></td>
<td>373,042</td>
<td>384,773</td>
</tr>
</tbody>
</table>
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!

17 January 2011
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

17 January 2011
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
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 27 (November 2010)

Prior Hosts

17 January 2011
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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
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
SIP FORUM Full Member Companies
(as of 1-17-2011)
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
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.
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)
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
- 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

17 January 2011
Headwinds and Opportunities

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

17 January 2011
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)
- Video Represents Major Revenue Opportunity
Thank You for Your Continued Support!

Richard Shockey, richard@shockey.us
Marc Robins, marc.robins@sipforum.org
Final Adjournment