

SIP Forum general meeting

Review of previous,
and upcoming fiscal years

21 September 2005



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)

# bugs	# teams
2-5	7
6-10	12
11-20	11
21-50	12

- Introduced Forum-handling of all attendee fee collections
- SIPit 17 just took place (Stockholm)



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!***



Financial discussion: 7/2004 - 6/2005

- 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)

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

Expenses - by working group

	Actual	Plan	Variance
Tech WG	1,396	29,950	(28,554)
Test event WG	51,327	1,150	50,177
Svc prov WG	7,201	14,400	(7,199)
Mktg WG	106,457	127,380	(20,923)
G&A	85,058	66,884	18,174



Financial discussion: 7/2005 - 6/2006

- 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

Candidate name	Votes FOR	Elected ?
Jay Batson (existing)		
Eric Burger (existing)		
Igor Bhatia		
Al Brisard		
Bernard Hammer		
Tim Jasionowski		
John Yoakum		

Adjournment

- Any remaining questions?
- Thank you for attending