
ADSL FORUM Annual Report 1999



From ADSL to DSL — broadening the Forum's scope to address market needs and opportunities for the new millennium

INTRODUCTION

The ADSL Forum has completed its fifth full year of operation and 1999 was again a landmark year in the advancement of the Forum's goals. The Board of Directors would like to thank the delegates of our member companies for their contributions to the successful work of the Forum and for their efforts in advancing DSL. As 1999 comes to a close, the initiation of mass-market deployment of DSL has now really begun. In parallel and to reflect the broader scope of our work across the whole of DSL technologies, the Forum's membership agreed to change its name to DSL Forum. The achievements this year within the Forum and evidence of significant mass-market deployment owes much to the efforts of the DSL Forum's membership.

The DSL Forum has achieved significant milestones in the development of DSL as a mainstream technology for high-speed broadband delivery of multimedia, data, entertainment, Internet services and more. As we gather in Paris, France for the Annual Meeting of the DSL Forum on 8 February 2000, we can take pride in our accomplishments, which collectively constitute another series of significant steps toward fulfilling the primary goal of the DSL Forum:


"To Drive the Global Mass Market for DSL."


DSL deployment is accelerating fast in North America, Europe and Asia. Extensive global trials have given impetus to the evolution of end-to-end architectures as defined by the DSL Forum and allowed commercial deployment of DSL services in towns and cities all around the world.

Throughout the past year, the DSL Forum has made significant progress in its technical work to support end-to-end architectures and interoperability. In parallel, the Forum's marketing and public relations programs have increased awareness of DSL among stakeholders in the technology and begun to focus on the important end user audiences. DSL remains the most viable option for promoting virtually ubiquitous delivery of broadband services to the consumer mass market. Media commentators have been reflecting their understanding of our key message in their growing coverage of communications technologies in technical and mainstream print and broadcast media.

This Annual Report provides a summary of our substantive accomplishments in 1999 and highlights some of our plans for 2000.

ACCOMPLISHMENTS

DSL FORUM ACCOMPLISHMENTS IN 1999

The DSL Forum is a non-profit industry association working cooperatively to promote DSL. We have forged a powerful alliance of service providers and companies from virtually every sector of communications, networking and computer industries around the world to focus on developing and promoting end-to-end solutions.

Drawing on the enormous collective expertise of our members and joining forces to develop a focused strategy, we have directed significant resources toward the development of end-to-end solutions to deliver DSL technologies to global mass markets. A similar approach to promoting DSL in the media, analyst community, communications industry and full range of user audiences, has been ensuring that DSL gets the recognition it deserves as an affordable, secure and continuous high-speed remote access solution and enabler of e-business and interactive multimedia applications.

Forum meetings, Summits in Washington, DC, Vienna and Hawaii in 1999, trade show exhibits, interoperability testing events and other activities not only keep participants abreast of industry news and technical developments, they provide an essential platform for influencing DSL marketing and technical developments.

Membership is now at 276, partly as a result of numerous industry mergers and acquisitions. We have also added new members among service providers as the market continues to mature and deployment momentum grows with providers deploying commercial services and the application and user markets realize its tremendous potential. Service Providers have joined the Forum in greater numbers than ever before, demonstrating market maturation. Deployment momentum has grown as market potential begins to be realized. More than 15 Auditing members upgraded their membership to Principal or Small Company Principal status in 1999. This was key to getting broad industry consensus for the end-to-end architectures created in the Forum this past year. Voting members increased from 170 to 186 from 1998 to 1999.

Membership at the end of 1999 was as follows:

Principal Members	117
Small Company Principal Members	69
Auditing Members	90

The DSL Forum has a balanced demography of membership represented by Service Providers, Equipment Suppliers and Technology Providers, both domestic and international. This balance leads to confidence that the Forum's work represents a broad and international industry consensus.

MARKETING

Our integrated marketing communications approach and strategy of the past few years, including a proactive PR program has established the DSL Forum as the primary source of information on matters relating to DSL and broadband access for stakeholders, consumers, media and analysts. In addition, our public relations representatives have generated considerable media coverage of DSL and the Forum. This has been achieved through news releases about our accomplishments, editorial opportunities pursued by working closely with key editors and analysts, arranging interviews and briefings, feature articles authored by Forum directors, trade show media relations and more. One key initiative has been P.R. Unlimited's, the Forum's PR firm, "Hook up America" program. This program has arranged for key American journalists to be 'hooked up' to DSL technology via the DSL Forum, giving them a 'first hand' experience of the benefits of DSL. Our communication strategy is to continuously grow awareness and understanding of DSL among stakeholders and potential users and to reinforce the value of the DSL Forum to industry stakeholders. We have established strong ties with influential analysts and editors while articulating a clear and consistent message to educate them about the relative benefits of DSL over other access technologies. We have also vigorously followed-up and rebutted, when appropriate, negative press reporting on DSL.

ADSL FORUM MEMBERSHIP GROWTH

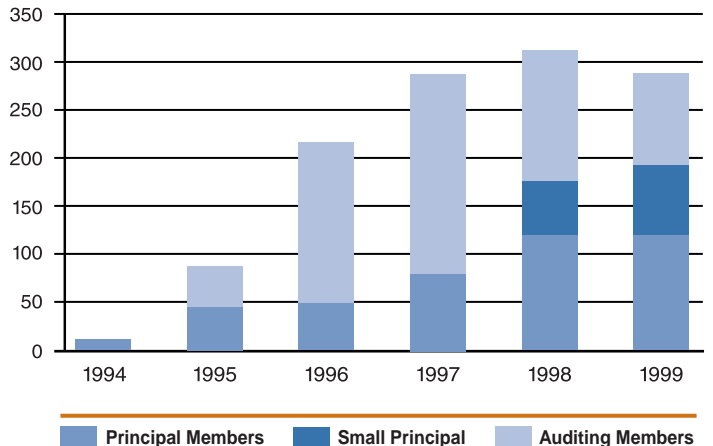


Figure 1 shows the development of the total number of members since the creation of the DSL Forum.

In 1999, the Forum's public relations representatives expanded their focus to directly address the user community through a wide range of media outlets. Now that DSL services are available through multiple sources, it was appropriate to begin a Consumer Awareness Program to educate and inform potential users of the benefits of DSL. This began with a public relations approach to generate editorial coverage, helping to stimulate market interest and has addressed both residential and business audiences.

The DSL Forum's Ambassador program has been a huge success in 1999. Ambassadors have been speaking at an increasing number of conferences and DSL related events in the US, Europe and Asia/Pacific. The Forum's Ambassadors have been dispatched to speak at conferences and industry events around the globe, explaining the Forum's mission, educating the audience about DSL and building a positive reputation for DSL.

During 1999, three DSL Forum Summits were held. These events provided an excellent platform for updates about DSL developments and discussion of key issues. We held our first 1999 DSL Forum Summit in Washington, DC, providing an opportunity to focus on some of the U.S. regulatory aspects of our industry. The DSL Forum's Summit held in Vienna, Austria, last May gave us a look at the European regulatory environment and in Hawaii in September, we focussed on ISPs and research information.

Trade shows have been a continuing marketing and communication activity. In 1999 the DSL Forum exhibited at CeBit, SuperComm, World Telecom and ISPCon. At SuperComm in Atlanta in June, more than 30 leading Forum member companies demonstrated products and services based on a newly formed industry standard for a consumer flavor of high-speed Internet access called G.lite ADSL. The Universal ADSL Working Group (UAWG), a consortium of industry leading PC, networking and telecommunications companies, organized this event with the Forum. Its achieved objective was to demonstrate that products and services based on the G.lite ADSL specification inter-operate with one another – a key milestone for the broad deployment of ADSL services to the consumer market. The UAWG also announced at that time that it was transitioning future development of the G.lite specifications, and their contributions to the standards process, to the DSL Forum. Each trade show provided an opportunity to reach members and prospective members, ISPs, ASPs, media and market commentators, to educate them about DSL and generate significant editorial coverage and briefings. 2000 promises to be an even more exciting year for the marketing work of the Forum with trade show participation planned at the International Consumer Electronics Show, CeBit, DSLCon and SuperComm. The SuperComm event will again be a

multi-vendor program. The focus will be DSL interoperability and its importance in accelerating the deployment of DSL.

The DSL Forum's Website is another major method of disseminating key information about DSL. It is a valuable resource for anyone interested in DSL, drawing 40,000+ hits a month from editors, analysts, industry observers and increasingly, the end user audience from businesses to the general public. A major update of our Forum Website began during the last month of 1999 and will continue throughout the early part of 2000. The "Members Only" section has developed into a highly useful working tool for all members with automated facilities for registering contributions and archiving important documents. As part of our name change, the new address for the Forum Website will be <http://www.dslforum.org>.

In 1999 we established a new users' WebSite called DSLLife.com (<http://www.dslife.com>). The content of much of this site is under continuous development. As we go to print, it already provides information about many important services to potential DSL users including basic education on DSL and its benefits, referral to services available in the user's area and multimedia content such as Webcasts of the DSL Forum's press conferences. One of the hottest new areas now up and running on the site is a click-down map that a consumer can use to determine where DSL service is available, worldwide. In 2000, this site will play a big role in educating the consumer and helping to drive mass market growth.

The Forum also formed an alliance with the International Engineering Consortium (IEC) in 1999, to jointly promote DSL technology to the stakeholder marketplace. The organizations together developed and approved a plan to work together on numerous professional marketing and academic educational programs in 2000.

In 1999, the Forum also laid the groundwork for two major consumer targeted marketing initiatives. In January 2000, the Forum will stage a cooperatively funded exhibit at the International Consumer Electronics Show. Also, beginning in early 2000, we have plans for a cooperatively funded advertising campaign targeting consumers and other end-users, initially in the North American market.

TECHNICAL

During 1999, the DSL Forum's Technical Committee has continued to evolve its work focus and working practices to meet the changing needs of all players in the global DSL industry. The use of the Technical Roadmap to identify work plans, priorities and record progress to date has continued. In addition, 1999 saw the introduction of the use of focus

groups and workshops to fast track progress on key issues. The Technical Committee has also re-organized its working group structure to adapt to new technological and market developments. The salient aspects of Technical Committee progress in 1999 are highlighted below.

1999 has seen the emergence of Voice over DSL (VoDSL) as a key technological development. The DSL Forum first embraced this technology via a one-day workshop that included tutorials on both the market opportunity and the technical aspects (both voice and DSL related). A task force was then formed to identify how the DSL Forum could best add value and accelerate the development and market adoption of VoDSL. This culminated in the formation of the VoDSL Working Group that has been extremely active in agreeing its scope, organizational structure and soliciting volunteers for key roles. Already the group has produced a techno-marketing white paper, made extremely good progress on a requirements document and is progressing two parallel solutions. One solution comes under the title of BLES – Broadband Loop Emulation Services - and the other is Multi-Service Data Networks (VoMSDN). These have synergies with the use of VoATM and VoIP respectively.

The ATM Architecture group has made good progress on both core network and customer premises architecture options. In 1999 the DSL Forum membership agreed that standards compliant DMT modulation and an ATM link layer are preferred for ADSL. Work is continuing in the architecture group to examine evolutionary addition of capabilities as we move towards the multi-service era of ADSL.

The UAWG and the DSL Forum jointly organized and promoted the demonstration of DSL-lite interoperability at SuperComm in June 1999. Following this event the UAWG invoked its sunset clause handing over further work on DSL-lite interoperability issues to the DSL Forum. The majority of the technical work fell to the Testing & Interoperability WG. It soon became apparent that the T&I WG was assigned two almost orthogonal types of work. The first was the careful and meticulous development of working texts, which requires attention to detail and due process. The second was to provide the technical direction to the interoperability events, which requires a keen focus on technical program delivery by a target date. It was therefore decided to introduce some parallel working via an Interop sub-group to address plugfest type activities. This ad-hoc group includes vendors planning to participate in the interoperability events and planning the technical focus of the plugfest/staging events. This group has successfully organized a number of plugfests in 1999 including one that was attended by 48 vendors. During 1999 the Testing and Interoperability WG also produced an RFI for a test house that will provide a single focus for DSL testing activity during 2000.

The Operations and Network Management groups completed the tasks originally assigned to them and then began to re-focus jointly on new challenges. Hence these two distinct Working Groups (WG) were merged. The CPE & CO Configurations and Interfaces WG also completed its tasks during 1999 and were subsequently halted. The ATM Transport sub-group completed its tasks and was put on temporary hold until the number of new transport issues (e.g. arising from VoDSL work etc.) reach critical mass to justify further work. This group will be re-launched in 2000.

The final organizational change to the Technical Committee in 1999 was the formation of the SymDSL WG. This was spawned from the Emerging DSLs Study Group, with a view of providing a focus for work on SymDSL. The intent is to re-use as much of the Forum's work on ADSL architectures and protocols as possible in order to maximize synergies between ADSL, SymDSL and the systems level (where the market dictates this is appropriate).

The DSL Forum's Technical Committee finished 1999 with the following Working Group structure:

1. ATM over ADSL (including end-to-end architecture and transport aspects)
2. Voice over DSL (VoDSL)
3. Operations & Network Management
4. Testing and Interoperability
5. Symmetrical DSLs
6. Support to the Emerging DSLs Study Group (inc. VDSL) – joint with marketing

The Working Groups continued to complete their work on technical recommendations at an impressive rate. During 1999 the following TRs were completed and published on the Forum Website:

[By Washington DC Meeting \(March 2, 1999\)](#)

TR-013: Interface & Configurations for ADSL - WT-018v5

TR-014: DMT Line Code Specific MIB - WT-022v4

TR-015: CAP Line Code Specific MIB - WT-023v4

TR-016: CMIP-based Network Management Framework - WT-025v4

By Vienna (May 25, 1999)

- TR-017: ATM over ADSL Recommendation - (TR-002 Issue 2)
- TR-018: References and Requirements for CPE Architectures for Data Access WT-031v3
- TR-019: ADSL Forum Recommendation for Physical Layer of ADSLs with a Splitter - PR-001
- TR-020: ADSL Forum Recommendation for Physical Layer of ADSLs without a Splitter - PR-002
- TR-021: ADSL Forum Recommendation for ATM layer of ADSLs - PR-003

By Hawaii (August 31, 1999)

- TR-022: The Operation of ADSL-based Networks - WT-026v6
- TR-023: Overview of ADSL Testing - WT-027v5
- TR-024: DMT Line Code Specific MIB - WT-036v2

By Montreux (Nov. 16, 1999)

- TR-025: Core Network Architecture for Access to Legacy Data Network over ADSL - WT-033v5
- TR-026: T1.413 Issue2, ATM-based ADSL ICS - WT-034v5
- TR-027: SNMP-based ADSL LINE MIB - WT-037v3

By end of year (Dec. 1999)

- TR-028: Updated CMIP Specification for ADSL Element Management -WT-038v1

1999 saw the DSL Forum make its first use of workshops to address key issues. The first of these was held in Washington in March. This one-day workshop covered ADSL operations and network management. 210 people attended it, over 100 of who were from service providers (RBOCs, CLECs and ISPs). The focus was provisioning, fault management and element management aspects of ADSL. This gave a significant insight into real-world experiences and challenges being faced by telcos as they have moved from trials into ADSL "business as usual" operation. The Forum's meeting in Vienna was also preceded by a one-day workshop, this time the topic was Voice over DSL. 170 people attended this workshop.

The structure of the DSL Forum's Technical Committee and the competence-based divisional structure of a commercial company contain an analogy. It is not productive to re-organize every time a new technology development or challenge occurs. Some issues are best dealt with by a cross-organizational task force; much like a temporary project team. This task force and cross Working Group approach to progressing key issues

has been successfully adopted in 1999. An example is the work on CPE management and auto-configuration that is a joint effort between the Operations & Network Management WG and the ATM WG. This joint WG will develop requirements and candidate designs. The topic was the subject of a BoF session followed by an extended one-day working session to accelerate progress. The outcome of such task forces can then be critiqued by the rest of the Technical Committee to expedite progress of ideas and discussions into an agreed draft working text. Another area in which the task force approach has been used is that of service provider management interoperability to address provisioning and fault management flow through between service and network providers. Both of the aforementioned task forces have had active E-mail debates about their own subject through specific exploders and have organized additional one-day face to face meetings between regularly scheduled quarterly Forum meetings.

In 1999, the Technical Committee chairs spent more time planning the meeting agenda and preparing the contribution allocation in advance. This has greatly improved the meeting for many members, helping them to be in the right room at the right time for the topics of interest to them. 1999 has also seen a huge increase in the number of other bodies that want to liaise with the DSL Forum, hence the number of liaisons that need to be addressed at each meeting. This has now reached a point where the current process has become too cumbersome and time consuming, so the Technical Committee is seeking to make improvements in this process area as we enter 2000.

The leadership of the Technical Committee held a one-day strategy workshop at the end of 1999 to review the technical and market developments that would impact the work of the Technical Committee as the DSL Forum enters the new millennium. The priorities, organizational structure and processes used by the Technical Committee were also reviewed.

POSITION & OUTLOOK

With the name change approved by the DSL Forum members in November, we signal that our scope of work has widened significantly during 1999 as a result of both the incorporation of the work of the former UAWG into the DSL Forum and the intensification of the work on SDSL.

The DSL Forum is recognized by an ever-increasing number of standardization bodies and industry organizations and maintains formal relationships with many of them to expedite progress across the industry. Media, largely as a result of the work of the Marketing Committee, now recognize the DSL Forum as the authority on broadband access in general

and of course on DSL in particular, but also on many other matters related to broadband communication business.

Politicians and regulators on both sides of the Atlantic are interested in the DSL Forum's views of the developing regulatory environment and have repeatedly communicated with us – as well as presenting to us at our Summit meetings.

The important work on DSL interoperability, CPE auto-configuration and service provider flow through operations will continue. In addition issues such as DSL security and the impact of IP QoS and MPLS developments will need consideration. SymDSL and VDSL will also gain in prominence. The delivery of multiple services simultaneously over DSL together with service provider selection issues will also gain in significance. It is clear that there are numerous challenges ahead that provide opportunities for members to get involved in interesting "21st century" leading-edge technical and marketing work!

Following initial steps in 1999, marketing and public relations work will continue to shift its focus gradually towards the consumer. In parallel, the team will ensure that all stakeholders in this industry, as well as analysts and media, are kept well informed on what is going on in the DSL world in an unbiased and professional way. The planned Mindshare Campaign and the Consumer Electronics Show are but two examples of this. With DSL now having entered the mass-market paradigm, marketing and PR will face new challenges for which the Marketing Committee is well prepared.

It is the view of the Board of Directors of the DSL Forum that the first year of the new millennium will again be one of formidable challenges and significant opportunities. Managing expectations of DSL among stakeholders and end users around the world requires a combination of technical excellence and development with marketing and communication by the Forum and by the industry as a whole.

As the preferred solution for secure, continuous high-speed remote access in the local loop, DSL technologies are well positioned to win new converts in the years ahead. We look forward to your continuing participation and support as we usher in an exciting future.

ORGANIZATION DSL FORUM ORGANIZATION

By drawing upon the tremendous collective expertise of our members and joining forces to develop a focused strategy, the DSL Forum can direct significant resources toward the development of end-to-end solutions.

Membership Classes of the DSL Forum

Principal Members

(full rights and membership fee)

Small Company Principal Members

(full rights and reduced fee)

Auditing Members

(no voting rights, no right to nominate Officers, admission to Plenary Meeting only, full information, reduced fee)

Each year, members elect new officers to the DSL Forum Board of Directors to lead the effort to promote DSL. Board members themselves serve on several internal Board sub-committees to focus on specific areas of management.

Finance & Audit

Membership & Nominations

Technical Management

Marketing Management

As in previous years, the Board of Directors elected at the Annual Meeting in March held a full-day strategy meeting when they discussed the issues ahead of the Forum and to map out our activity plan to be ready to efficiently drive our work. Among matters related to the technical and marketing work a SWOT analysis was presented and discussed. Valuable conclusions were drawn for the future; the name change was discussed in a similar manner to the widening scope of the Forum's work to incorporate the UAWG work and SDSL; and some guidelines for the future positioning of the DSL Forum were also covered.

As a result, during 1999 the way of working and the organization of the DSL Forum meetings have been gradually changed in order to enable more productive work during and in between meetings.

The work of the DSL Forum is performed under two main committees, which were headed by the following chairpersons:

Technical Committee

Chair: Gavin Young

Vice Chair: Frank van der Putten

Marketing Committee

Chair: Dawn Diflumeri-Kelly

Vice Chair: Franz Starnberger

In October 1998 PR Unlimited, Inc. became the Forum's new public relations consultant for the Americas. They and Pielle Consulting, responsible for public relations work on behalf of the Forum in the European and Asia/Pacific regions, continued their high impact activities throughout 1999 and into 2000. In May 1999 the Board retained the services of Mark Meudt as marketing consultant, to provide support in all areas of strategic planning, marketing communications and public relations.



The Technical Committee is subdivided into a series of sub-committees or working groups that focus on specific areas to facilitate and expedite the technical work of the Forum.

The Technical Committee structure changed during 1999:

ATM over ADSL

Voice over DSL

Operations & Network Management

Testing & Interoperability

Symmetrical DSLs



Additionally the Forum recently created an "Emerging DSLs Study Group" that bridges both the Technical and Marketing Committees.

The Marketing Committee also is subdivided into task-oriented groups which focus on increasing awareness of DSL, educating key audiences about the many key benefits of DSL and winning 'mindshare' in the marketplace for DSL. In 1999, these working groups were:

Public Relations & Education (renamed Strategic Communication)

Ambassador Program

Website

DSL Forum Summits

CES 2000

MINDSHARE advertising

IEC

FINANCIAL REPORT

DSL FORUM FINANCIAL REPORT

Our auditors, Cote & Company, Certified Public Accountants have reviewed the financial management of the DSL Forum. The following gives an overview over the key financial figures and indicators of the DSL Forum.

Statement of Unrestricted Revenues, Expenses & Change in Membership Equity

December 31	1999	1998
Unrestricted Revenues:		
Membership Fees	\$1,132,500	\$942,000
Meeting Observer Fees	\$205,100	\$182,395
Sponsorship Revenues	\$56,431	\$147,000
Interest	\$16,655	\$32,322
CDA Donation	—	\$12,000
Dividend income	\$4,013	\$111
Realized gains on investment sales	\$23,294	\$3,997
Unrealized gains on investments	\$5,954	\$3,604
Other	\$10,881	\$13,616
	\$1,454,828	\$1,337,045
Unrestricted Expenses:		
Management Fees	\$379,225	\$287,557
Sales & Marketing	\$337,413	\$167,695
Consulting & Professional Fees	\$115,305	\$83,510
Meetings & Trade Shows	\$405,370	\$392,846
General & Administrative	\$258,308	\$44,593
	\$1,495,621	\$976,201
Increase in Unrestricted Membership Equity	\$40,793	\$360,844
Unrestricted Membership Equity, January 1st	\$849,878	\$489,034
Unrestricted Membership Equity, December 31st	\$809,085	\$849,878

Statement of Financial Position

December 31	1999	1998
Assets		
Cash & Investment	\$ 1,085,010	\$921,890
Prepaid Expenses	\$550,429	\$5785
Total Assets	\$1,635,439	\$927,675
Liabilities & Membership Equity		
Liabilities:		
Accounts Payable	\$143,821	\$54,297
Deferred Membership Fee Revenue	\$744,000	\$23,500
Total Liabilities	\$887,821	\$77,797
Membership Equity - Unrestricted	\$747,618	\$849,878
Total Liabilities & Membership Equity	\$1,635,439	\$927,675

PRINCIPAL MEMBERSHIP

2Wire
3Com
ADC Telecommunications
ASC
AT&T Laboratories
Accelerated Networks
Admit Design Systems
Advanced Fibre Communications
Advanced Micro Devices
Agilent Technologies
Alcatel Telecom
Ameritech
Analog & Digital Devices
Analog Devices
Anda Networks
Arescom
Assured Access Technology
Atlas Communication Engines
AudioCodes
Avail Networks
Aware
Bandspeed
Belgacom
Bell Atlantic
Bell Canada
BellSouth Telecommunications
Bosch Telecom
British Telecom
Broadband Technologies
CS Telecom
Cable & Wireless
Cabletron Systems
Cadence Design Systems
Catena Technologies
Cayman Systems
Celotek
Centillium Technology
Chunghwa Telecom Labs
Cisco Systems
CommTech Corporation
Compaq Computer
Concentric Network
Conexant
Conklin Corporation
Copper Development Association
Copper Mountain Networks
CopperCom
Covad Communications
DSET Corporation
Design of Systems on Silicon (DS2)
Deutsche Telekom AG
Digicom Systems
Digi International
Duet Technologies
ECI Telecom
Earthlink
East by North
Efficient Networks
Eicon Technology
Element 14
Ericsson
Fantastic Corporation
Flashcom
Fluke Corporation
France Telecom
Fujitsu Limited
GTE Corporation
General Bandwidth
Globespan
Gorham & Partners
Harris Corporation
Hekimian
Hellenic Telecommunications Organization
Helsinki Telephone Corporation
Hitachi
Hyundai Electronics
i-Beam Broadcasting
iMagicTV
INTERSPEED
IPM Datacom
ITRI
Infinitec Communications
Integral Access
Integrated Device Technology
Integrated Telecom Express
Intel
Intracom S.A.
Inverness Systems
Italtel
Jato Communications
Jetstream Communications
KPN Telecom
Kenetec
LG Information & Communications Ltd.
LSI Logic Corporation
Lucent Technologies
MCI Worldcom
Marconi Communications
Matsushita Electric Ind. Co.
Metalink
Microphase
Microsoft
Mitel Corporation
Motorola Semiconductor
NEC
NTT
National Semiconductor
Netcom Systems
Netopia
Newbridge Networks Corporation
Next Level Communications
NightFire Software
Nokia Networks Oy
Nortel Networks
Northpoint Communications
OKI America
OpenCon Systems
Orckit Communications
PCTEL
PMC-Sierra Inc.
PairGain Technologies
Paradyne
Philips Multimedia & Network Systems
GmbH
Promatory Communications
Pulse
Pulsecom
Radio Shack
Ramp Networks
Raychem
Redback Networks
Redstone Communications
Rhythms NetConnections
Rosun Technologies
SAGEM
SBC Technology Resources
STMicroelectronics
Samsung Electronics Co.
Santera Systems
Secre Composants SA
Siecor
Siemens AG
Silicon Automation Systems
Silicon Spice
Sonera Corporation
Sphere Communications
Sprint
Starnet Technologies
Sumitomo Electric Industries
Sun Microsystems
Surf Communication Solutions
TTC
Tektronix
Telcordia (Bellcore)
Tele Danmark
TeleChoice
Telecom Italia
Telia AB
Tellabs OY
Telmax Communications
Telrad
Telstra
Teradyne
Texas Instruments
TollBridge Technologies
Tollgrade Communications
Toshiba Corp.
Toucan Systems
Transcend Access Systems
Transwitch Corporation
Turk Telecom
Turnstone Systems
Tycho Networks
UUNET Technologies
Universal Microelectronics
VTT Electronics
ViaGate Technologies
Virata
Vitria Technology
WCI Cable
WaiLAN Communications
Westell
Wind River Systems
xDSL Networks
XTSREAMIS plc
ZILOG
Zyxel Communications

AUDITING MEMBERSHIP

3CX
4i2i
AKM
Abocom System
Aethra
Ambient Technologies
Ambit Microsystems
Aztech Systems
Basis Communications
Bintec Communications
Burr-Brown Corporation
Cellware GmbH
C-DOT (Centre for Development of Telematics)
CIS Industries
CSI/Suttle Apparatus
Centre for Wireless Communications
Coilcraft
Comtrend
Consultronics
Critchley Components
D-Link
DTI
Davicom Semiconductor
Delphi Delco Electronics
Delta Products Corporation
Diamond Multimedia
E-Tech
ELSA GmbH
ESS Technology
ETRI
Edgumbe Instruments
Epigram
GC International
Halfdome Systems
HarmonyCom
HiQ Networks
Huawei Technologies
IIR Limited
Iceland Telecom
Interlink
Jersey Telecoms
KAPSCH
Katron Technologies
Korea Telecom
LASAT NetworkS
Matthews Communications
Midcom
Mitsubishi Electric
NEC DO Brasil S.A.
NeoWave
Network Equipment Technologies
Parks S/A Comunicacoes Digitais
Predictive Systems
Rad Data Communications
Rit Technologies
Ryan-Hankin-Kent
Schott Corporation
Scientific Generics
Silicon Integrated Systems
Sony Semiconductor Europe
Superior Telecommunications
TDK Semiconductor
tdSoft Communications
TELEknowledge Group
TNC (The Networking Company)
TRACE GmbH
Tadiran
Taicom Data Systems Co.
Tainet Communication System Corporation
Telamon Corporation
Telefonica de Espa a
Telekom Malaysia BHD
Telenor
Teles AG
TeleSoft International
Telocity
Telus Advanced Communications
TeraGen Corporation
Toko America
UTStarcom
University of New Hampshire
University of Pretoria
Wandel & Goltermann A.T.E. Systems
Wind
Wisecom
Wong's International
Xecom
Xedia Corporation
Yokogawa Electric Corporation

CONCLUSION

The Board of Directors would like to take this opportunity to thank the delegates of our member companies for their continued contributions to the successful work of the Forum and for their efforts in advancing DSL. We also thank them for their confidence in our officers and chairpersons. 1999 was a year of which the Forum and its members can take significant pride.

The DSL Forum has performed its tasks and duties in a very professional and cooperative spirit during 1999. Its Officers have taken great care and made every effort to manage the Forum in the best interests of its members.

Therefore, the Board of Directors proposes to the members present at the Annual Meeting to accept this Annual Report and approve the financial report provided by the Treasurer.

Hans-Erhard Reiter
Chairman and President

William Rodey
Vice President and Treasurer

BOARD OF DIRECTORS

As of 12/31/99

Chairman & President

Hans-Erhard Reiter
Ericsson Telecom AB
KK/ETX/WS/X/L
S-126 25 Stockholm, SWEDEN
Phone: +46.8.719.0612
Fax: +46.8.719.7746
hans-erhard.reiter@etx.ericsson.se

Vice Chairman & Treasurer

William V. Rodey
Westell Technologies
5625 South 9th Avenue
Countryside, IL 60525 USA
Phone: +1.708.354.3886
Fax: + 1. 708.354.3886
brode@westell.com

Secretary

David Greggains
Gorham & Partners Ltd.
61 Coleherne Court
Old Brompton Road
London, ENGLAND SW5 0EF
Phone: +44.171.370.1263
Fax: +44.171.370.5375
davidgreg@msn.com

Kevin Kahn
Intel
2111 NE 25th Avenue
M/S JF3-206
Hillsboro, OR 97124-5961 USA
Phone: +1.503.264.8802
Fax: +1.503.264.3483
kevin.kahn@intel.com

Dan Arazi
Orckit Communications
38 Nahalat Yitzhak
67448 Tel Aviv, ISRAEL
Phone: +972.3.6945.209
Fax: +972.3.696.5678
dannya@orckit.com

Gavin Young
British Telecom
Room B67/107
Martlesham Heath
Ipswich, Suffolk
IP5 3RE UK
Phone: +44.1.473.645.963
Fax: +44.1.473.648.954
gavin.2.young@bt.com

Les Humphrey
Nortel
BNR Europe
London Road
Harlow, Essex CM17 9NA UK
Phone: +44.1.279.402.475
Fax: +44.1.279.403.818
ldh@nortelnetworks.com

Martin Jackson
Virata Ltd.
Mount Pleasant House
2 Mount Pleasant
Huntingdon Road
Cambridge CB3 0BL UK
Phone: +44.1223.566919
Fax: +44.1223.566915
martin.jackson@virata.com

Tom Starr
Ameritech
2000 West Ameritech Center Dr.
Room 3C52
Hoffman Estates, IL 60196 USA
Phone: +1.847.248.5467
Fax: +1.847.248.3775
tom.starr@ameritech.com

James Southworth
Concentric Network
1400 Parkmoor Avenue
San Jose, CA 95126-3429
Phone: +1.408.817.2800
Fax: +1.408.817.2630
jsouthworth@concentric.com

DSL FORUM STAFF

Executive Director

Karen Moreland
Association Management Solutions
39355 California St., Ste. 307
Fremont, CA 94538-1447 USA
Phone: +1.510.608.5902
Fax: +1.510.608.5917
kmoreland@dslforum.org

Project Manager

Karen Campo
Association Management Solutions
39355 California St., Ste. 307
Fremont, CA 94538-1447 USA
Phone: +1.510.608.5921
Fax: +1.510.608.5917
kcampo@dslforum.org

Association Coordinator

Dorothy Anne Cardona
Association Management Solutions
Fremont, CA 94538-1447 USA
Phone: +1.510.608.3998
Fax: +1.510.608.5917
cardona@dslforum.org

Marketing Executive

Mark Meudt
Association Management Solutions
39355 California St., Ste. 307
Fremont, CA 94538-1447 USA
Phone: +1.630.215.4235
Fax: +1.630.548.3847
markmeudt@aol.com

Trade Show Manager

Leslie Kefer
Association Management Solutions
39355 California St., Ste. 307
Fremont, CA 94538-1447 USA
Phone: +1.510.608.5909
Fax: +1.510.608.5917
lkefer@dslforum.org

PUBLIC RELATIONS

PR Representative

North & South America
Kristi Kosloske or Khyati Shah
PR Unlimited, Inc.
Phone: +1.773.935.3300
Fax: +1.773.935.8571
kristi@prunlimited.com

PR Representative

Europe & Asia-Pacific
Carol Friend or Sushila Prasad
Pielle Consulting
Phone: +44.171.323.1587
Fax: +44.171.631.0029
teampielle@compuserve.com

