

Where Next Generation Networking StartsSM

Dear Colleague,

Spring is in the air—and so are the signs of an economic recovery. But this new economy will be different. Enterprise IT organizations and the remaining network service providers will be more cautious in their spending and more conservative in deploying risky or speculative technologies. In the next few years, only new products or services generating a quick return will get traction in the marketplace.

Fortunately, many important trends are relatively unaffected—such as the prominence of IP, the importance of security, and developments in wireless, packet telephony, and storage networking—and will continue to influence future network investments.

OUR INDUSTRY NOW

The "new economy" bubble burst, forever changing our industry—but things won't stop here. Or will they? As we reach the bottom of the slump, and the networking and telecom industries recover, there seem to be more questions than ever:

- Are we still at the beginning of the Internet revolution?
- Will the evolving Internet ultimately generate demands for new network services?
- Are customers remaining loyal to mostly legacy telecom products and services?
- What new opportunities will arise due to extensive industry consolidation?
- What new investment strategies will be successful?

The answers to these questions will determine the traffic growth on private and public networks—and it will all be covered at the Next Generation Network Ventures conference. Join us in Silicon Valley, April 15-17, to get a better understanding of the new ground rules, and hear from a select group of customers, investors, and startups who know how to succeed in a changed industry.

NGN VENTURES IS DESIGNED TO SERVE YOU

NGN Ventures is designed specifically to help you understand the current climate, identify the venture-backed startups best positioned for success, and anticipate the impact these companies have on your future.

SURROUND YOURSELF WITH SUCCESS

Hear these executives discuss their view of the future:

Ralph Ballart, VP, Broadband Infrastructure & Services, SBC Technology Resources, Inc.

Will Blackbird, Manager - Global Network Architecture, Chevron Texaco

Douglas Crawford, Director, Network Services, Kaiser Permanente

Clayton Lockhart, Vice President, Architecture and Strategic Operations Planning, AT&T

Dave Schaeffer, Founder & CEO, Cogent Communications

Jack Wright, Manager of New Business and Technology Planning, Ford Motor Company

Boardroom level experts sharing their expertise:

Tom Anderson, InterNetworking Solutions-AVP Office the CTO Lucent Technologies

Alex Balkanski, General Partner, Benchmark Capital

Ralph Ballart, Vice President, Broadband Infrastructure & Services, SBC Technology Resources, Inc.

Bill Cadogan, General Partner, St. Paul Venture Capital

Kevin Fong, General Partner, Mayfield Fund

Jim Goetz, General Partner, Accel Partners

Andy Greenawalt, Founder & CTO, Perimeter Internetworking

Promod Haque, Managing Partner, Norwest Venture Partners

David Helfrich, Partner, ComVentures

Sonja Hoel, Managing Director, Menlo Ventures

Al Javed, Vice President, Wireless Networks Technology, Nortel Networks

Jeff McCarthy, General Partner, North Bridge Venture Partners

Dennis Morgen, Network Architecture, Operations and Strategic Planning Vice President, AT&T

Stuart Phillips, General Partner, U.S. Venture Partners

Bruce Sachs, General Partner, Charles River Ventures

Mark Saul, General Partner, Foundation Capital

Dave Schaeffer, Founder & CEO, Cogent Communications

William Stensrud, General Partner, Enterprise Partners

James Wei, General Partner & Co-Founder, Worldview Technology Partners

CEOs of leading startups describing their vision for new technology:

Tuvia Barlev, CEO, Actelis Networks, Inc.

Amir Bassan-Eskenazi, CEO, President & Co-Founder, BigBand Networks, Inc.

Doug Brent, COO, Packet Design, Inc.

Jerry Cady, President & CEO, Pingtone

Bob Conrad, President & CEO, Trebia Networks, Inc.

Charles Corbalis, Founder & CEO, Calient Networks, Inc.

Event co-chairs David Passmore and John M. McQuillan developed the NGN Ventures program by reviewing dozens of market sectors and analyzing hundreds of new startups. This process helps them discern the 40 most promising companies in the most attractive market segments—companies with a vision of the networking future. The presidents and CEOs of these companies will make up the distinguished panel of experts at NGN Ventures, along with important executives from the investment community and established players in the networking industry. This "boardroom perspective" enables you to better evaluate the entrepreneurial vision of startup companies.

"REALITY CHECK" PANELS

In response to attendee feedback, NGN Ventures has added two panels of executives from service providers and enterprise IT departments. These customer representatives will discuss their plans for the future and offer their "wish list" of expected products and services.

PUTTING IT ALL TOGETHER FOR YOU

The three-day NGN Ventures program closes with Dave Passmore and John M. McQuillan concisely summarizing all the startup presentations, customer plans, VC commentary, and analysis presented throughout the conference. In prosperous times, everyone thinks they know the formula for success. In these lean times, only the best companies succeed. Make sure you're one of them. Come to NGN Ventures to find out how to thrive in 2003 and beyond—register today.

NGN VENTURES NETWORKING SHOWCASE

NGN knows better than anyone that businesses wouldn't exist without relationships. To encourage networking—as well as give you a place to relax—there will be a showcase the evenings of April 15 and 16. Take advantage of this time to meet other networking professionals who want to discover, understand, and do business with those companies who will shape the future of the Internet. Showcase details will be provided onsite.

OPPORTUNITY IS KNOCKING

Be a part of this exciting program by joining us in Silicon Valley April 15-17, 2003. At NGN Ventures, you will talk with experts about the best opportunities for success in today's industry and there is no better place to be to understand Where Next Generation Networking StartsSM. Register online at www.ngnventures.com, or call 800-227-1234.

Skip Crilly, Co-Founder & CTO, Vivato Networks
Ray Dolan, Chairman & CEO, Flarion Technologies
Roger Dorf, President & CEO, Celite Systems
Mark Galvin, Chairman, Cedar Point Communications, Inc.
Peter George, President & CEO, Crossbeam Systems
Jef Graham, President & CEO, Peribit Networks
Bruce Hill, CEO, Netrake
Pawan Jaggi, Founder & CEO, Celion Networks
Parveen Jain, CEO & President, IntruVert Networks
Opher Kahane, Co-Founder & CEO, Kagoor Networks
Bijan Khosravi, Chairman & CEO, Movaz Networks, Inc.
Clifford Meltzer, President & CEO, Digital Fountain
Jim Melvin, President & CEO, Mazu Networks
Edward Ogonek, President & CEO, Akara
Andy Ory, President, CEO & Co-Founder, Acme Packet
Surya Panditi, CEO, Polaris Networks
Darryl Ponder, Chairman & CEO, Optical Solutions, Inc.
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Christopher Rust, Founder & CEO, Mahi Networks
Mick Scully, CEO, Appian Communications
Raj Sharma, President & CEO, NexTone Communications
Jagdeep Singh, CEO, Infinera Networks
Doug Smith, President & CEO, Cyneta Networks
S. "Sundi" Sundaresh, President & CEO, Candera Inc.
Murli Thirumale, President & CEO, Net6
John Webley, President & CEO, Turin Networks
Alastair Westgarth, CEO & President, Navini Networks

SPONSORSHIP OPPORTUNITIES ARE AVAILABLE

New companies can no longer wait until the final stages of product development to introduce themselves to the world. Get a jump on the competition as a sponsor at NGN Ventures. Benefits include an unmatched opportunity to build relationships with potential buyers or investors, and the chance to establish brand and product awareness with the networking industry leaders of tomorrow. To reserve your place in the NGN Ventures Showcase, contact Vicky Steffen at 217-793-9156 or vsteffen@bcr.com.

REGISTER TODAY! 1-800-227-1234
www.ngnventures.com