

Where Next Generation Networking StartsSM

Dear Colleague,

Next Generation Network Ventures is an executive conference we host annually in Silicon Valley in conjunction with *Business Communications Review*. NGN Ventures picks up where our Next Generation Networks conference leaves off—focusing exclusively on leading start-ups in the networking space. From April 15 to 17, 2003, at the Hyatt Regency San Francisco Airport Hotel, we will examine the most promising new technologies and hottest new companies in the field.

As someone who has worked in this field, you recognize the important role start-up companies play in determining the course of our industry. Innovations from venture-backed entrepreneurs are constantly reshaping the landscape of networking, so it's important to understand the market segments being financed, and to have an appreciation for the direction key technology start-ups are taking. Innovations by next-generation networking start-ups have the power to alter the networking industry with implications for established and new players.

The carefully crafted program of NGN Ventures will help you understand the current climate, identify the venture-backed start-ups best positioned for success in it, and anticipate the impact these companies may have on your future. To develop the NGN Ventures program, we review dozens of market sectors and analyze hundreds of new start-ups. We choose from among the most promising companies in the most attractive market segments. Then we invite the presidents or CEOs of about 40 of these companies to present their vision of the networking future.

But we don't stop there. For each market segment, we also invite important executives from the investment community and established players in the networking industry to offer their perspective on the market and on what they have just heard from the start-up CEOs. This "boardroom perspective" will enable you to better evaluate the entrepreneurial vision of the start-up companies.

SURROUND YOURSELF WITH SUCCESS

End-user executives discussing their needs for the future:

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

Will Blackbird, Manager - Global Network Architecture, Chevron Texaco

Douglas Crawford, Director, Network Services, Kaiser Permanente

Clayton Lockhart, VP for Strategic Network and Operations Architecture

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 of the CTO, Lucent Technologies

Alex Balkanski, General Partner, Benchmark Capital

Dr. 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-Eskenzi, CEO, President & Co-Founder, BigBand Networks, Inc.

Doug Brent, President and CEO, Packet Design, Inc.

Jerry Cady, President & CEO, Pingtone

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

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

Here are the technology areas on which we will focus at NGN Ventures 2003:

- **Next-Generation First-Mile Solutions: Broadband Access Products**
- **New Directions in Metropolitan Networking: Meeting Real Needs**
- **Emerging Optical Architectures: Enhancing or Replacing SONET/SDH**
- **Emerging Technologies in Storage Networking**
- **Next-Generation Network Security: Protecting the Infrastructure**
- **Next-Generation Voice: Leveraging the Broadband Infrastructure**
- **Session Controllers: Making VoIP/Multimedia Compatible with Firewalls and Address Translation**
- **What's Next for Ethernet? Innovations for Public Nets**
- **Emerging Wireless Alternatives: The Broadband Frontier**
- **Rethinking the Internet Traffic Model: Beyond TCP/IP**

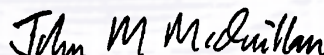
New this year will be two panels featuring executives of service providers and enterprise IT departments. These customer representatives will tell you what their plans are for the future, and offer their wish list of future products and services. We think you will find that these sessions act as a reality check on the innovations presented by the start-ups.

The information gathering and networking opportunities at NGN Ventures continue on into the evenings with informal receptions, structured corporate briefings, and the chance to see innovative products at work during the networking showcase featuring new technology providers. In just three days, you can catch up with the very best entrepreneurs and most influential investors involved in networking today.

We hope you will join us in Silicon Valley, April 15-17, 2003, for this exciting program. There is no better place to be than NGN Ventures to understand Where Next Generation Networking StartsSM.



David Passmore,
The Burton Group
Chairman, NGN Ventures



Dr. John M. McQuillan,
McQuillan Ventures
Chairman, NGN Ventures

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.
Vivek Ragavan, President & CEO, Atrica Inc.
Dr. Greg Raleigh, President & CEO, Airgo Networks
Kevin Rankin, President & CEO, Tropic Networks
Dr. Lawrence Roberts, Chairman & CTO, Caspian Networks
Christopher Rust, Founder & CEO, Mahi Networks
Mick Scully, CEO, Appian Communications
Raj Sharma, President & CEO, NexTone Communications
Jagdeep Singh, CEO, Infinera Networks
S. "Sundi" Sundaresh, President & CEO, Candra Inc.
Murti 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.

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