

INTRODUCTION LETTER FROM THE CHAIRMAN

Fellow DSL Forum Member,

As this tumultuous year comes to a close, I am filled with gratitude for all we have accomplished together at the DSL Forum. Most significantly, in 2001 we saw a tripling of the installed base of DSL to now total more than 15 million global consumers. I firmly believe that this could not have been accomplished without the valuable work of the Forum. During this year we:

- Received and reviewed more than 520 Member Contributions.
- Approved 7 new Technical Reports.
- Produced 3 White Papers.
- Conducted 3 major Interoperability Events.
- Advanced the work on Auto-Configuration and Flow-Through Provisioning.
- Produced numerous Test Suites for all three standard DSL flavors.
- Caught and passed Cable Modems in terms of global installations.

Wow! What a year. We should be very proud that in a year where our industry has been plagued by cutbacks, layoffs and reduced capital spending by LECs, DSL spending grew consistently every quarter. This is a testament that what we are working on is important.

There is much work left to accomplish in order for us to achieve a true global mass market of 200 million DSL broadband lines by 2005 – 20% of all the world's copper telephone lines. We will need to focus our efforts on several important tasks. Four essential areas of focus are in the areas of regulation, content, implementation costs and user-friendly installation.

- Regulation – a level playing field for all broadband technologies in each region or country is essential for true mass-market deployment. We are not seeking favoritism for DSL broadband – just a common, equitable and transparent regulatory framework. The DSL Forum has established a Public Policy Advisory Group reporting to the Board to provide input to the Forum's active communication with regulators and governments. This group formulates responses to regulator and government consultation documents and focuses on communicating the latest updates on the technology to this audience. The DSL Forum has also opened up its quarterly one-day DSL tutorials to the staff of regulators and relevant government departments around the world to help them maintain a currency of knowledge as a foundation for informed decision-making.
- Content development – with at least 15 million DSL broadband subscribers and a further 11 million broadband users via other technologies at the end of 2001, the market has reached sufficient size to justify the development of new multi-media content and applications. As they become available, content and applications that capitalize on the potential of broadband will themselves accelerate demand for broadband. The DSL Forum will be showcasing the latest content and applications alongside the



Bill Rodey
Chairman & President

continued

INTRODUCTION LETTER FROM THE CHAIRMAN - *continued*

broadband technology itself at major international tradeshows such as SUPERCOMM (Atlanta, June 2002). On-line multi-media, interactive games are expected to be one fast-moving content development area.

- Service provision – minimizing the cost of providing services while maximizing the quality is always a key driver of new product and service deployment. The DSL Forum is continuing to fast-track its technical work to deliver best practice and standards for even greater automation of service provisioning and service management, equipment interoperability and network architecture refinement to allow acceleration of global mass market deployment of asymmetric and symmetric DSL versions. As each technical focus achieves consensus, we will publish a Technical Report for use throughout the industry.
- User-friendly installation – once DSL service is set up for an end-user, it is always available – just like switching on a light. Installation, though, has primarily depended on a site visit by a specially trained engineer in most parts of the world, delaying deployment and adding to costs. With equipment interoperability advancing and as technical recommendations for automated equipment configuration set by DSL Forum are implemented, plug and play customer premises equipment is quickly being adopted around the world. Installing DSL at home – or at work – needs to become as straightforward as plugging in a new telephone, CD or DVD player. Most of us are used to being able to add new equipment and services to our information and entertainment resources quickly and effectively. DSL should be just as accessible – it is a technology for everyone, not just for IT specialists.

Thanks to all of you for a terrific year. I hope that 2002 is a banner year for us all. I look forward to working with all of you in the coming year and to enjoying the realization of our vision of a mass market for DSL. ■

Regards,



William V. Rodey

Chairman & President, DSL Forum

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DSL FORUM MEMBERSHIP STATISTICS IN 2001

DSL Forum is an international 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.

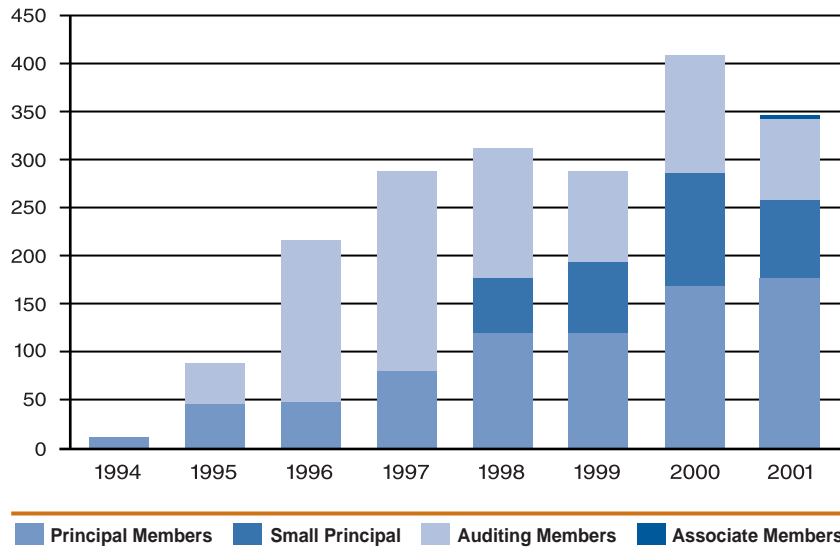
Our membership is now at 346. This is down from 2001, due to industry consolidation, but we are strong and active. We are pleased to have new members joining monthly as the market continues to mature and deployment momentum grows with providers deploying commercial services and the application and user markets realizing its tremendous potential. This year membership growth has been steady with increases seen primarily in European and Asian member companies. In the desire to have more active involvement, we saw seventeen (17) Auditing members upgrade their membership to Principal or Small Company Principal status in 2001.

Membership at the end of 2001 was as follows:

| | |
|---------------------------------|-----|
| Principal Members | 179 |
| Small Company Principal Members | 78 |
| Auditing Members | 85 |
| Associate Members | 4 |

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

DSL FORUM MEMBERSHIP GROWTH



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

DSL FORUM ORGANIZATION

By drawing upon the tremendous collective expertise of our members and joining forces to develop a focused strategy, the DSL Forum directs 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)

Associate Members

(For non-profit and educational institutions, provides no right to vote, but will have all other rights associated with a Principal membership)

Barter Members

(Entities who provide special services in barter for their membership. This provides no right to vote, but they are able to attend all meetings)

Each year, members elect new officers to the DSL Forum Board of Directors to lead the effort to promote DSL.

BOARD OF DIRECTORS



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Board members themselves serve on several internal Board sub-committees to focus on specific areas of management.

Finance & Audit

Chair: David Greggains
 Members: Greg Bathrick, Martin Jackson, Phil Skeba

Membership & Nominations

Chair: Mark Peden
 Members: Peter Adams, Martin Jackson,
 Tom Starr, Frank Van der Putten

Technical Management

Chair: Tom Starr
 Members: Peter Adams, Michael Brusca, Greg Bathrick,
 Frank Van der Putten, Gavin Young (ex-officio)

Marketing Management

Chair: Jim Southworth
 Members: Bill Rodey, Mark Peden, Phil Skeba,
 Jay Fausch (ex-officio)

DSL FORUM ORGANIZATION - *continued*

As in previous years, the Board of Directors elected at the Annual Meeting in March held a full-day strategy meeting where they discussed the issues ahead of the Forum and mapped out the Strategic Initiatives, and our activity plan to be ready to efficiently drive our work. Some key new initiatives that resulted were:

- Charter of a **Public Policy Advisory Group**, which is tasked with assisting the DSL Forum in creating an informed public policy community worldwide, and to serve as a global spokes entity for the DSL industry.
- **Membership drives**, including the Charter of a re-focused Service Provider Action Council to engage a more active Service Provider voice in the Forum.
- **Member Awards Banquet**, with Leadership Recognition, Charter Club, Active Newcomer Award, and a DSL lifetime achievement award.

The work of 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: **Jay Fausch**

Vice Chair: **Phil Skeba**

The Marketing Committee also is subdivided into task-oriented groups, which focus on increasing awareness of DSL, and providing true marketing expertise in the area of identifying and prioritizing DSL development needs.

The Marketing Committee structure for 2001:

MarCom-

Public Relations

Ambassador Program

Web Site

Trade Shows

Summit & Best Practices

Mindshare

SHDSL *new*

Deployment Council

In 2001, Voce Communications provided PR support 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 2001. Laurie Gonzalez, expanded her role as Marketing Director, providing support in all areas of strategic planning, marketing communications and public relations, to include a role as Vendor Relations Manager, providing direction and monitoring progress/budget of the Forum's various contractors and agencies. ■

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 for 2001:

Architecture and Transport

Operations & Network Management

Auto-Configuration

Voice over DSL (VoDSL)

Emerging DSLs study group

Testing & Interoperability

TECHNICAL

2001 was a challenging year for the DSL industry but the DSL Forum Technical Committee managed to keep up a good level of productivity.

Apart from the business as usual work on progressing Technical Reports to help guide the industry, members of the Technical Committee have been active in a number of "extra curricular" activities. These have included speaking on technically focused topics at the summit and contributing to BoF sessions on topics as diverse as Business DSL, Ethernet in the First Mile and DSL in the MTU market.

The Technical Committee has been very active in interoperability events and associated demonstrations at industry trade shows. Our work has been very actively liaised to a number of other industry bodies to help unify approaches to broadband.

There have been a number of work areas that have successfully resulted in publication of DSL Forum Technical Reports this past year. They are as follows:

[By Vancouver, Canada \(March 12 – 16, 2001\)](#)

- TR-037 Network Management & Operations: DSL CPE Auto-Configuration
- TR-038 DSL Service Flow-Thru Management Overview
- TR-039 Addendum to TR-036 Annex A; Requirements for Voice over DSL

[By Oslo, Norway \(June 18 – 22, 2001\)](#)

- TR-040 Aspects of VDSL Evolution
- TR-041 CORBA Specification for ADSL EMS-NMS Interface

[By New Orleans, Louisiana \(August 27 – 31, 2001\)](#)

- TR-043 Protocols at the U Interface for Accessing Data Networks using ATM/DSL

[By Munich, Germany \(December 3 – 7, 2001\)](#)

- TR-044 Auto-Configuration for Basic Internet (IP Based) Services

In addition, the Technical Committee has worked on a number of Proposed Drafts and Working Texts during 2001:

- PD-001 - Channelized Voice over ADSL
- PD-002 - Testing: G.992.1 ADSL Physical Layer Interoperability Test Plan
- PD-003 - Testing: G.992.2 (G.lite) Interoperability Test Plan
- PD-004 - Testing: HDSL2 Physical Layer Interoperability Test Plan
- PD-005 - Testing: G.991.2 (G.shdsl) Physical Layer Interoperability Test plan

PD-006 - Testing: PPP-based Solutions Interoperability Test Plan

PD-008 - Operations and Network Management: Fault Management

PD-009 - Testing: Report Template for Working Text 62 Tests

WT-052 - Testing & Interoperability: PPP Static Interoperability Testing

WT-060 - Auto-Configuration: Architecture & Framework

WT-062 - Testing & Interoperability: ADSL Interoperability Test Plan

WT-063 - Operations & Network Management: DSL Service Flow-Through Fulfillment Management Interface

WT-066 - Testing & Interoperability: VoDSL Interoperability Test Plan

WT-067 - Testing & Interoperability: Interoperability Conformance Statement (ICS) for T1.421 In-Line Filters

WT-069 - Operations & Network Management: CORBA v2 for ADSL EMS-NMS Interface

WT-070 - Operations & Network Management: DSL Specific Conventions for the ITU-T Q.822.1 Performance Management Bulk Data File Structure

WT-071 - Operations & Network Management: DSL Service Flow-Through Fulfillment Management Interface - Replacing WT-063

The Technical Committee also contributed to the completion of a number of white papers, which covered security, loop management and "DSL Anywhere".

In the coming year there is still much important technical work to be undertaken. Examples include: progressing the autoconfiguration of more complex services, extending flow-through provisioning beyond ADSL (e.g. to G.shdsl and for VoDSL), completion of interoperability lab test plans, progress on VoDSL testing and deployment issues, evolution of architectures to next generation networks and progression of VDSL interoperability testing. We cannot rest until all technical barriers to mass market deployment of DSL have been mitigated. Your continued active participation and writing of contributions is vital. Thanks to all your efforts in 2001 and your continuing contribution in 2002. ■

Gavin Young
Technical Committee Chair
DSL Forum



DSL FORUM LIAISONS

At the close of 2001, the DSL Forum participated as an active liaison with the following organizations:

American National Standards Institute (ANSI) T1E1.4

ANSI promotes consensus standards and conformity assessment. ANSI-accredited developers are committed to supporting the development of national and, in many cases, international standards, including T1E1.4 DSL standards.

ATM Forum

Formed in 1991, the ATM Forum's objective is to promote industry cooperation and awareness for ATM technology by facilitating standards. The ATM Forum Technical Committee works with other worldwide standards bodies to select appropriate standards, resolve differences among standards, and recommend new standards when existing ones are absent or inappropriate.

European Telecommunications Standards Institute

(ETSI) TM6 ETSI's mission is to produce the telecommunications standards that will be used throughout Europe and beyond. ETSI has established standards across management, systems, and transport technologies, including ETSI TM6.

Internet Engineering Task Force (IETF)

The IETF is an international organization committed to developing standards for Internet architectures and protocols that will enable the smooth operation of the Internet.

Telemanagement Forum (TMF)

The TeleManagement Forum is a non-profit global organization that provides leadership, strategic guidance and practical solutions to improve the management and operation of communications services. Through its technical programs, market centers and catalyst projects, the TM Forum and its members develop pragmatic, market-based solutions that help solve burning issues of OSS integration and business process automation

T1M1

T1M1 committee works to develop internetwork operations, administration, maintenance and provisioning standards, and technical reports related to interfaces for U.S. telecommunications networks; some of which are associated with other North American telecommunications networks.

Broadband Content Delivery Forum

The BCD Forum is a worldwide association that collaborates on the technical and business issues affecting end-to-end delivery of broadband content and services to consumers and businesses.



OpenVoB Consortium

OpenVoB's mission is to promote and accelerate the commercial deployment of Voice over Broadband technology, applications and services in broadband access networks. OpenVoB utilizes existing open specifications and set out an interoperability roadmap from which vendors can begin to integrate and test their products through a centralized venue.

International Telecommunications Union (ITU) SG15 Q4

The ITU provides telecommunications technology standardization by studying technical, operating, and tariff questions and adopting recommendations with a view to standardizing telecommunications on a worldwide basis.

Continental Automated Buildings Association (CABA)

The Continental Automated Buildings Association) is North America's key source for information, education, and networking relating to home and building automation. Its mission is to encourage the development, promotion and adoption of business opportunities in the home and building automation industry.

International Multimedia Telecommunications

Consortium The IMTC's mission is to promote and facilitate the development and implementation of interoperable multimedia conferencing solutions based on open international standards — particularly the multimedia conferencing standards adopted by the International Telecommunication Union (ITU), as well as other standards organizations.

Partnerpoint

Partnerpoint is an Internet-based business networking resource created, owned, and managed by the U.S. Chamber of Commerce in Washington, DC. Our goal is to help executives in the telecommunications, Internet, information-technology, e-business, media, and related industries find business partners, next door or around the world.

Most recently an agreement to liaise has been struck with Global ISDN Industry Forum (GIIF), as a result of their keynote speech at the DSL Forum Summit and Technical Meeting, in Munich, Germany. ■

MARKETING

By just about any measure, 2001 was a demanding year. As the DSL market matured, and marketing challenges rose to the level of our technical challenges, it has been gratifying to see member companies continue to commit resources to DSL Forum marketing efforts, especially in light of the current economic environment. The New Orleans quarterly meeting during the summer of 2001 marked record setting participation in Marketing Committee activities, where the marketing sessions attracted participation from a record 40% of delegates attending the New Orleans meeting. Subsequent quarterly meetings have had equally strong levels of marketing activity.

The DSL Forum Marketing Committee made great strides during 2001. We've completed key milestones in these critical areas:

- The launch of our **redesigned DSL Forum website** (www.dslforum.org) which I provide details of below.
- **40 Ambassador presentations** were given around the world, in order to improve DSL mindshare and spread the news of DSL technological advancements.
- The DSL Forum was a strong presence at **CES, CeBIT and SUPERCMM 2001**, and a variety of smaller shows, where our exhibit demonstrated new levels of DSL interoperability with 30 plus participants at each show, and showcased many exciting new applications that take DSL from a luxury to a necessity for Internet performance.
- The **SHDSL working group was chartered**, and created a standardized definition of SHDSL for the industry, and a strong presentation for Ambassador and web education efforts.
- The Deployment Council continued defining the Service Provider and End-user Master Requirement Document, and created an end-user and Press FAQ that will be released in 2002.
- A full-time **External Relationship manager**, Jeri Pitoniak, was hired in October to help us leverage the work of other industry bodies towards the goals of the DSL Forum.
- Two **Service Provider Action Councils** were held, which provided a great platform for the Service Providers to have a cohesive voice into the Forum.

- The Summit program was strong and focused on issues critical to the day.
- Our Public Relations team was put to the test as they fielded the tough questions regarding market stability and industry shake-ups, and they did an excellent job of continuing to promote the progress that the Forum was driving and the many successes that counter the negative press that was so popular.

Demand for broadband access is poised to explode. With intense competition from other broadband technologies, the upcoming year will be a critical time for the DSL Forum's marketing efforts.

Looking forward to 2002, I am excited about working with each of you to create and deliver a marketing plan based on

strong industry messages that are consistent with our collective interests and the strategic initiatives outlined by our Board of Directors. In these times of uncertainty, it is even more critical that we align DSL Forum marketing initiatives into a coherent, integrated marketing plan that will allow us to effectively address the key target audiences critical to our mission, enabling a mass market for DSL.

On the next two pages, I provide details of two of the most critical MarCom efforts, and welcome you to check out the dslforum.org website and browse through the marketing section to see our progress. ■

Jay Fausch
Marketing Committee Chair
DSL Forum



WEB COMMITTEE

www.DSLForum.org

With a yearly average of over 1,000,000 hits, the DSL Forum's web site is truly a valuable resource for our membership and an important informational vehicle for a large audience of DSL business and home users, editors, analysts and industry professionals. In 2001, a complete redesign was undertaken and completed to further improve the look and feel of the site. The site now hosts more content than ever along with great looking graphics and easier navigation. And more enhanced features are still on the way.

2001 Improvements:

- Site redesign; new look and feel, including flash animations
- *New* DSL Forum Online Newsletter
- *New* Analyst Corner
- *New* Service Provider Central section
- *New* Press Events informational page
- *New* Ambassador Pictures/Biographies
- *New* Board of Directors Annual Elections section
- *New* ITL Program section
- Redesigned Technical & Marketing Working Group Charts
- Continuously updated DSL Industry Articles and Virtual Press Room
- Continuously updated Conference Call Calendar and Industry Events information
- Continuously updated Membership and Vendor listings
- Introduction of the My DSLForum member's section - the first stage within a series of major system enhancements

What's in store for the DSLF web site in 2002? Members can expect to see an improved Contribution site with an easier upload/download process, the ability to edit person/company profiles and manage email exploders lists, a personalized DSLF workspace where Forum work and emails can be received and reviewed, an enhanced registration process, advanced search features, a new public External Relations section and much more.

www.DSLLife.com

In 1999, the Forum established a new user's web site called DSLLife.com in order to educate consumers and increase demand for DSL. Since then, there have been improvements to the site's navigation through major redesigns and extensive updates to the content, which provides basic education on DSL and its benefits. Today, the site averages over 600,000 hits per month.

2001 improvements:

- Continuously added new DSL providers to the Point-n-Click map, which enables consumers to search for DSL availability by typing in their phone number, city and country, and it provides a free portal for Service Providers to promote their deployment areas and web site URL
- Continuously posted positive DSL related articles
- Updated basic education on DSL and its benefits

In 2002, our technical writer is expected to complete several new items for posting, such as case studies, application notes and interactive tutorials. A new project plan will also be created and implemented which will focus on refreshing the existing educational content on the site as well as adding new industry information.

If your company is interested in listing its DSL availability information to the Point-n-Click map on DSLLife.com, please go to <http://www.dsllife.com/started/provider.html> or contact Bryan Gunsher at bryan@webworksgroup.com for more information. ■

PUBLIC RELATIONS

In the context of DSL Forum's mission – to facilitate a global mass market for DSL - three key priorities were the focus of the Forum's public relations teams for North America (Voce Communications) and for Europe and Asia-Pacific (Pielle Consulting) in 2001:

- Accelerate the spread of knowledge about DSL and its benefits among core stakeholder groups (all industry players including equipment and service providers, regulators, content and application providers) and, in line with national and regional deployment, among end users (business and residential)
- Increase DSL Forum branding visibility in media coverage on DSL – shifting the Forum back into a proactive, authoritative and quoted information source from a position where it had become a primary source for background briefing but was quoted infrequently
- Build relationships with third parties, particularly industry analysts, to provide new content and data for media relations, for the website and, for member benefit.

The year began strongly in the US with high impact media activity including airtime on TechTV at DSL Forum's first trade show of the year – **CES**. Two further trade shows – **CeBIT** for Europe and **SUPERCOMM** in the US – provided further significant opportunities to 'spread the word' about DSL in support of interoperability demonstrations that showcased latest applications and content.

In Europe the year started on a high note with two 2,000-word by-lined feature articles in the prestigious annual publication **ECTA Review** (European Competitive Telecommunications Association). One feature provided an update on technology developments and the work of the Forum to deliver interoperability, automated configuration and flow-through provisioning, essential to mass-market deployment. The second highlighted aspects of regulatory frameworks required for robust market development – key topics at a time of regulatory review and local loop unbundling in Europe.

Similar themes were addressed in more than a dozen **by-lined feature articles** written and placed throughout the year for the DSL Forum including:

- Global Communications distributed at SUPERCOMM and CommunicAsia
- International Telecommunications Quarterly

- Global Communications Interactive
- International Journal of Network Management
- Global Broadband Solutions
- Communication Technology Developments
- Telecommunications Development Asia Pacific
- Outside Plant

Interviews were set up and facilitated for DSL Forum board members – primarily chairman, Bill Rodey and past chairman, Hans-Erhard Reiter – with over 40 publications during the year including face-to-face in Vancouver, London and Munich where, in December, Bill Rodey talked about SHDSL. That interview is now showing on Internet TV, in German at www.silicon.de.

A new initiative for 2001 was the **Analysts Corner** on the website. Our public relations teams created **alliances with 12 industry analyst and research firms** to provide new report summaries as web content, editorial content and, in most cases, discounts to members for full research reports.

Providing a start point for message focus throughout our public relations and marketing activity, a first **Message Map** was also developed and provided as a formal contribution for the Oslo meeting. That work is now an integral part of our strategic communication planning.

With **news releases** promoting each DSL Forum meeting and highlighting new Technical Reports and technical working group outcomes, 2001 was another busy year. As with all other aspects of DSL Forum work, there is more to be done, more to achieve, greater reach into emerging markets and to end-users around the world to ensure that when it comes to broadband, DSL is top of mind. That's the agenda for 2002. ■

DSL FORUM POSITION & OUTLOOK

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. Many in the media now not only recognize 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 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. In 2002, our efforts will be proactive to court their audience, providing education and comment to help drive public policy to develop fair and level playing field environments.

Our efforts regarding improvements in DSL interoperability, CPE autoconfiguration and service provider automated flow through provisioning will continue. And through these efforts, costs are going down and installations are simplified and streamlined. We are setting the stage for new high speed demanding content to emerge and thrive. Our efforts in 2002 must be focused on supporting these new applications; ones that will turn what was once a luxury into a commodity with unlimited availability and reach. It is clear that there are numerous challenges ahead that provide opportunities for members to get involved.

In 2002, marketing and public relations work will focus on positioning DSL in the public, as a tried and true “Global Solution” and will position DSL Forum as a key driver of DSL technical advancements, and market awareness. In parallel, the team will ensure that all stakeholders in this industry, as well as regulators, analysts and media, are kept well informed on what is going on in the DSL world in an unbiased and professional way.

Setting the bar high and exceeding expectations of DSL among stakeholders and end users around the world is the governing factor to everything we do. And with a combined technical and marketing effort at DSL Forum, we are making great strides towards creating a shared platform of excellence to support the goals of our industry.

As millions of people adopt broadband in 2002, the DSL Forum will do all possible to make sure that DSL is equipped to meet the critical needs of the population today and positioned to meet the expanded multi-media needs of the future. ■

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. 2001 was a year of which the Forum and its members can take significant pride.

DSL Forum has performed its tasks and duties in a very professional and cooperative spirit during 2001. Its Officers have 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. ■

William Rodey
Chairman and President

Tom Starr
Vice President

David Greggains
Secretary & Treasurer

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 | 2000 | 2001 |
|---|--------------------|--------------------|
| Unrestricted Revenues: | | |
| Membership Fees | \$1,557,000 | \$1,473,750 |
| Meeting Observer Fees | \$429,005 | \$307,203 |
| Sponsorship Revenues | \$1,813,322 | \$2,429,514 |
| Mindshare | \$881,120 | — |
| Interest | \$62,417 | \$79,399 |
| CDA Donation | — | — |
| Dividend income | \$20,633 | \$2,861 |
| Realized gains on investment sales | \$14,376 | — |
| Unrealized gains on investments | \$8,928 | — |
| Other | \$4,729 | \$6,868 |
| | \$4,791,530 | \$4,299,595 |
| Unrestricted Expenses: | | |
| Management Fees | \$392,810 | \$481,701 |
| Sales & Marketing | \$468,416 | \$623,612 |
| Consulting & Professional Fees | \$66,153 | \$262,115 |
| Meetings & Trade Shows | \$2,015,793 | \$2,800,179 |
| General & Administrative | \$1,121,311 | \$205,369 |
| | \$4,064,483 | \$4,372,976 |
| Increase in Unrestricted Membership Equity | \$727,047 | (\$73,381) |
| Unrestricted Membership Equity, January 1st | \$747,618 | \$1,474,665 |
| Unrestricted Membership Equity, December 31st | \$1,474,665 | \$1,401,284 |

Statement of Financial Position

| December 31 | 2000 | 2001 |
|--|--------------------|--------------------|
| Assets | | |
| Cash & Investment | \$ 1,661,094 | \$1,594,599 |
| Prepaid Expenses | \$727,210 | \$198,825 |
| Total Assets | \$2,388,304 | \$1,793,424 |
| Liabilities & Membership Equity | | |
| Liabilities: | | |
| Accounts Payable | \$17,739 | \$89,890 |
| Deferred Membership Fee Revenue | \$895,900 | \$302,250 |
| Total Liabilities | \$913,639 | \$392,140 |
| Membership Equity - Unrestricted | \$1,474,665 | \$1,401,284 |
| Total Liabilities & Membership Equity | \$2,388,304 | \$1,793,424 |

PRINCIPAL MEMBERSHIP

| | | |
|-------------------------------|--|--|
| 186K Ltd. | Chunghwa Telecom Labs | Institute for Information Industry (III) |
| 2Wire | Cisco Systems | Integral Access |
| 3Com | CoEv, Inc. | Integrated Telecom Express, Inc. |
| ACACIA | Coilcraft | Intel |
| AccessLan Communications | Communications Standards Review | Interactive Enterprise Ltd. |
| Actelis Networks | Compaq Computer Corporation | Intertek Testing Services |
| Acterna | Comtest Networks | IPM Datacom |
| Actiontec Electronics | Conexant | Ishoni Networks |
| ADC Telecommunications | Conklin Corporation | Iskratel |
| AdEvia Limited | Consultronics | ITRI |
| Admit Systems | Convergent Networks | Jetstream Communications |
| ADTRAN | Copper Development Assoc. | Kenetec |
| Advanced Fibre Communications | Copper Mountain Networks | Knowledge Junction |
| Advanced Micro Devices | Coreon | KPN Telecom |
| Advanced TelCom Group | Cornet Technologies | KTL |
| Aethra | Corning Cable Systems | L.E.A. |
| Agilent Technologies | CoSine Communications | Legerity |
| Ahead Communications | Covad Communications | LSI Logic |
| Alcatel | CSI/Suttle Apparatus | Lucent Technologies |
| Allied Data Technologies | Data Connection | Marconi Communications |
| Ambit Microsystems | Dataflex Design Communications | Matsushita Electric |
| Analog Devices | DBTEL | Maxcom Telecomunicaciones SA DE CV |
| Anda Networks | Deutsche Telekom | Metalink |
| Applied Innovation | DSL B it Hantro Oy | Microsoft Corporation |
| Arca Technologies | DV Tel. Inc. | Mitel Networks |
| Arescom, Inc. | eAccess Ltd. | Motive Communications |
| Askey Computer | EarthLink, Inc. | Motorola |
| AT&T Laboratories | East by North | National Semiconductor |
| Atlantic Telecom | EBONE | Navini Networks |
| Avail Networks | ECI Telecom | NEC |
| Avaya, Inc. | Efficient Networks | Net to Net Technologies |
| AVM | Eicon Networks | Net.com |
| Aware | Elisa Communications | Netility |
| Aztech Systems | Emperative | Netopia |
| Bandspeed | ENERGIS Communications | Next Level Communications |
| BATM | Epcos | NHC Communications |
| BayPackets | Ericsson | NightFire Software |
| Bel Fuse | e-Site | Nokia |
| Belgacom | Excelsus Technologies | Nortel Networks |
| BellSouth Telecommunications | Fluke Networks, Inc. | NTT Corporation |
| Birch Telecom | France Telecom | Occam Networks |
| BRECIS Communications | Fraunhofer-ESK | OKI Electric Industry |
| Broadband Gateways | Fujitsu | Orckit Communications |
| Broadcom | Garnet Systems Co. | Paradyne |
| Broadframe Corporation | General Bandwidth | PCTEL |
| BroadJump | GlobaLoop | PMC Sierra |
| BroadMAX Technologies | GlobeSpan | Polycom Inc. |
| Broadxent | Go Digital | Ponte Communications |
| BT | Gorham & Partners, Ltd. | Prestolite Wire/Krone |
| Bulldog Communications | Harris Corporation | Profec Group |
| Calix Networks | Hekimian | Proscend Communication |
| Carrier Access Corporation | Hellenic Telecommunications Organization | Pulse |
| Castlenet Technology | Hewlett Packard | QS Communications |
| Catena Networks | Hitachi | Quante AG |
| Cayman Systems | HyperEdge Corporation | Qwest Communications |
| Celestix Networks | Hyundai Electronics | RAD Data Communications |
| Celsian Technologies | Ikanos Communications | Radio Shack |
| Centillium Communications | iMagicTV | RC Networks |
| Cetecom | Incognito Software | Redback Networks |
| Charles Industries | Infinilink Corporation | RHK |

PRINCIPAL MEMBERSHIP - *continued*

| | | |
|-----------------------------------|------------------------------|-------------------------|
| RIAS Corporation | Sun Microsystems | Turnstone Systems |
| riodata AG | Surf Communication Solutions | Tut Systems |
| RIT Technologies | Symmetricom | TUV Rheinland of N.A. |
| Rosun Technologies | TDK Semiconductor | UAT |
| Sagem Group | TEGWWM | VDSL Systems Oy |
| Samsung | Telcordia Technologies | Verilink |
| Santera Systems | Tele Danmark | Verizon |
| Sapphire Communications | Telebyte | ViaGate Technologies |
| Sasken Communication Technologies | TeleChoice | VideoTele.com |
| SBC | Telecom Italia | Vina Technologies |
| Schmid Telecommunication | TeleDream | Virata Corporation |
| sentitO Networks | Telekom Austria | Virtual Access |
| Sharegate | Telia AB | Vitria Technology |
| Sheer Networks | Tellabs | VoicePump |
| Siemens | Telmax Communications | Voyan Technology |
| Sigma Tel | Telocity | WaiLAN Communications |
| Simpler Networks | Telrad | Westell |
| Sonera Corporation | Teradyne | Westwave Communications |
| Sonus Networks | TERAYON | Wilcom |
| Spirent Communications | Texas Instruments | Wind River Systems |
| Sprint | Tioga Technologies | WorldCom |
| State Farm Insurance | TollBridge Technologies | XAVI Technologies |
| STMicroelectronics | Tollgrade Communications | XIRCOM |
| Sumida | Toshiba Corporation | Zhone Technologies |
| Sumitomo Electric Industries | Transwitch Corporation | Zyxel Communications |

AUDITING MEMBERSHIP

| | | |
|------------------------------------|---|---------------------------------------|
| 4i2i | ETI | RCS Reseaux |
| Abocom | Exigen Group | Realtek Semiconductors |
| AccFast Technology Corp. | Future Communications Software | RequestDSL Limited |
| Accton Technology | GCI Technologies | Schott Corporation |
| Acer Communications & Multimedia | General Cable | Serconet |
| Aeta.com | HarmonyCom | Silicon Integrated Systems |
| Ascom Transmission, Ltd. | imajet.com | SmartLink Technologies |
| Aspex Technology | ITI Limited | Sony Electronics, Inc. |
| ASUSTek Computer | Kinpo Electronics | Superior Telecommunications |
| Atech Technology Co. | Korea Telecom | Talema-Nuvotem |
| BABT | KYE Systems | Tamura Corporation of America |
| BI Technologies | Lake Communications | Tecom Co., LTD. |
| Bicotest | Maxxio Technologies | Teldat |
| C-Cube Microsystems | MCK Communications | Telefonica CTC Chile |
| C-DOT | MDS Gateways | Telefonica Investigacion y Desarrollo |
| Centre for Wireless Communications | Midcom | Telenor |
| Cirrus Logic | Mitsubishi Electric Corporation | Telindus |
| CIS Industries | MMG - North America | Telstra |
| Comtrend | mPhase Technologies | Temex Components |
| CopperCom | NeoWave | Toko America |
| Croatian Telecom | Netensity | TXU Communications |
| Delta Products Corporation | Netergy Networks | US Robotics |
| D-Link | NextGenTel | UUNET Technologies |
| Dresdner Kleinwort Benson | Pacific Century Cyberworks | Verticalband Ltd. |
| DT Magnetics | Partner Voxtream | Vogt electronics AG |
| DTI | Premier Magnetics Inc. | Vpacket Communications |
| ELCON Systemtechnik | Professional Multimedia Network Systems | Yokogawa Electric Corporation |
| ELSA | GmbH | Zoom Telephonics |
| E-Tech | QuesCom SA | ZTE Corporation |

ASSOCIATE MEMBERSHIP

| | |
|--------------------------------------|-----------------------------|
| Communication Authority | OPASTCO |
| International Engineering Consortium | University of New Hampshire |

DSL FORUM STAFF INFORMATION

| NAME | TITLE | PHONE NUMBER | EMAIL | ROLE |
|-----------------|---|--------------|------------------------|---|
| Laurie Gonzalez | Marketing Director & Vendor Relations Manager | 770.761.9300 | lgonzalez@dslforum.org | The Marketing Director provides strategic and tactical Marketing direction to the efforts of the Forum. She coordinates all MarCom activities and acts as a Forum spokesperson. Also acting in the role of Vendor Relations Manager, she oversees all vendors that are contracted by the Forum. |
| Jeri Pitoniak | External Relations Manager | 770.339.4406 | jpitoniak@dslforum.org | The External Relations Manager's goal is to serve the interest of DSL Forum's membership by creating synergy with other industry associations, standards bodies, educational institutions, and governmental agencies. She will expand the awareness within other organizations of DSL Forum and DSL in general. |

DSL FORUM SECRETARIAT

| | | | | |
|-------------------|------------------------|--------------|-----------------------|--|
| Julia Jorgenson | Executive Director | 510.608.5915 | juliaj@dslforum.org | Working under the direction of the Board of Directors, the Executive Director oversees all activities of the Forum and ensures that the association is run professionally and soundly, both legally and financially. She works with the Board of Directors to ensure that the goals of the Forum are executed in all Forum's activities and manages the Secretariat's staff supporting those committees. |
| Karen Moore | Senior Project Manager | 510.608.5921 | kmoore@dslforum.org | The Senior Project Manager is responsible for all web site development and maintenance. She coordinates all meeting related logistics including meeting room allocation, food and beverage and audio visual requirements. She also supports the Technical and Marketing Committees with special projects and initiatives. |
| Tracy Villanueva | Trade Show Manager | 510.608.5932 | tracyv@dslforum.org | The Trade Show Manager provides all tactical coordination related to the management of the Forum's tradeshow and technology demonstrations. She also coordinates all logistics related to the quarterly Summit program. |
| Christine Freytag | Senior Coordinator | 510.608.5918 | cfreytag@dslforum.org | The Senior Coordinator handles specific projects supporting both the technical and marketing committees. She also manages the technical document and ballot process, produces the quarterly newsletter and handles all Forum sponsorship opportunities. |
| Christina Wear | Coordinator | 510.608.5916 | cwear@dslforum.org | The Coordinator manages the day to day business operations of the Forum. The primary focus of this position is member services, including meeting registration, new member processing, database management, answering the main phone line and responding to general member inquiries. |

DSL FORUM PR REPRESENTATIVES

| | | | | |
|-----------------|---|-----------------|----------------------------------|---|
| Carol Friend | Public Relations Representative Europe and Asia Pacific | 44-20-7323-1587 | carol.friend@pelleconsulting.com | Pielle Consulting provides PR support for the Forum in Europe and Asia. |
| Kristi Kosloske | Public Relations Representative The Americas | 773.755.2012 | dslforum@hotpresspr.com | Hot Off The Presses provides PR support for the Americas. |

An electronic copy of this report can be downloaded at http://www.dslforum.org/private/memberinfo/annual_reports.html

