The DSL Forum has now completed its 6th full year since it was created in 1994. It has been a turbulent year with many ups and downs, but it has been a very successful one. We now are starting to see the first real fruits of our work.

I would like to thank all the members of the DSL Forum and their delegates for the incredible amount of work that has gone into making this happen. I believe that we can be proud of how far we have come and we can say with some pride that the DSL Forum is making a difference.

DSL awareness has risen dramatically all over the world and we now are counting the number of connected customers in millions. There is little doubt that growth will continue in the US and will accelerate further in all other parts of the world.

Regulation definitely has had a role in preparing the market place for DSL. But we also may say - and with some justification, since we are starting to see the shortcomings of current regulation all over - that the growth of DSL has happened despite the continuing regulatory uncertainties. These, together with a good deal of unconventional behavior of the financial markets, and their ways to evaluate market potential and value, have provided us with a good deal of excitement, especially during the latter part of 2000.

The fact that DSL continues to be on the top of the agenda of the telecom sector is a strong sign that the underlying logic for DSL continues to be sound and the outlook for DSL certainly is positive.

The work of DSL Forum is, however, far from complete. During 2000 we have seen that topics like flow through management and autoconfiguration are vital. They will turn into one of the essential tools to overcome the problems we face today with dissatisfied customers. They are dissatisfied, not because DSL does not live up to its promise, but because of the complexity introduced by technology, by the number of players involved in the provision of services and by the competence of those players on the customer care level.

DSL Forum has shown an impressive capability to adapt and improve its way of working over the years. It has accepted and successfully handled many challenges and used them to further enhance its collective competence. Now, DSL Forum continues to be the reference not only in the broadband technology sector but also for similar organizations.

INTRODUCTION LETTER FROM THE CHAIRMAN

Hans-Erhard Reiter
Chairman and President, DSL Forum

Having had the honor to serve on the Board of Directors of DSL Forum since spring 1995 and as its Chairman and President, I have tried to fulfill my role as part of a magnificent team in managing DSL Forum. I am convinced that it is now time to step down as Chairman and President and make room for somebody else to take over and lead DSL Forum and its membership into a new phase of continuously expanding work. I will continue to serve my full term on the Board of Directors until the Annual Meeting in 2002 to assist the new Chairman in the transition.

I wish to thank everybody with whom I have had the pleasure to work with in my role as chairman of DSL Forum, particularly its members who during several years helped me and all other members of the Board of Directors with their confidence. I hope that our common goals will continue to prevail over individual company objectives, and that DSL Forum will continue to be a well managed but consensus driven and an even more results focused organization.

Hans-Erhard Reiter
Chairman and President, DSL Forum
**DSL FORUM ACCOMPLISHMENTS IN 2000**

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 a 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.

**Membership at the end of 2000 was as follows:**

- **Principal Members** 168
- **Small Company Principal Members** 119
- **Auditing Members** 120

Forum meetings, summits, trade show exhibits, interoperability testing events and other activities not only keep participants abreast of industry news and technical developments, but also provide an essential platform for influencing DSL marketing, technical developments, and consumer buying decisions.

Membership is now at 407, which is a 67% increase over 1999. We also have 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. Ten auditing members upgraded their membership to Principal or Small Company Principal status in 1999. Voting members increased from 186 to 287 from 1999 to 2000.

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.

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

![DSL FORUM MEMBERSHIP GROWTH](chart.png)
DSL FORUM ORGANIZATION

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

Membership Classes of 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 Member**
  New 2000
  (for non-profit and educational institutions, provides no right to vote, but will have all other rights associated with a Principal membership.)

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.

<table>
<thead>
<tr>
<th>Finance &amp; Audit</th>
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<tbody>
<tr>
<td>Membership &amp; Nominations</td>
</tr>
<tr>
<td>Technical Management</td>
</tr>
<tr>
<td>Marketing Management</td>
</tr>
</tbody>
</table>

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 our activity plan to be ready to efficiently drive our work. Among matters related to the technical and marketing work were such initiatives as:

- Recognition Program - Circle of Excellence, Ambassador posting on the Tradeshow Calendar, Summit Speaker Gifts.
- Targeted membership drives, including the creation of the Service Provider Action Council, and personal guest invitations to identified key players.

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: Nabil Gebrael
- Vice Chair: Jay Fausch

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 2000:

- **Architecture and Transport**
- **Autoconfiguration**
- **Operations & Network Management**
- **Support to the Emerging DSLs study group (inc. VDSL)**
- **Testing & Interoperability**
- **Voice over DSL (VoDSL)**

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. In 2000, these working groups were:

**MarCom -**
- Ambassador Program
- Public Relations
- Tradeshows
- Web Site
- Deployment Council
- E-Commerce
- Mindshare
- Summit & Best Practices

In November 2000, Voice Communications 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 2000. In May 2000 the Board retained the services of Laurie Gonzalez as Marketing Director to provide support in all areas of strategic planning, marketing communications and public relations.
2000 was a successful year for the DSL Forum Marketing Committee. Participants and volunteers in the Marketing Committee have grown by more than 50%. Participation between the meetings is incredible; with the fourth quarter as an example - there were 45 conference calls in between our quarterly meetings. This is an indication of the valuable work the Marketing Committee is engaged in, and to the commitment from the DSL marketing community to the initiatives that we are working on. Here are some of the highlights of 2000.

In May 2000, we hired Laurie Gonzalez as the Marketing Director for DSL Forum. She has been instrumental by helping set the strategy for the Marketing Committee and driving all of the marketing initiatives. She initiated a reorganization of the Marketing Committee into two distinct tracks, MarCom and classical Marketing.

MarCom:
- Tradeshows and Events
- Ambassador Program
- Web
- Public Relations

Marketing:
- Deployment Council
- Mindshare
- E-Commerce
- Summit & Best Practices

After encouragement from the technical side of the house, the Marketing Committee adopted the contribution system to help organize our activities. All relevant marketing documents are submitted as contributions. Two of our first contributions matured into white papers, the first on Voice over DSL, and the second on Internet Security.

We also followed through with two vehicles to improve member communications; 1) online Working Group Charts that define each working groups leadership, goals, and current action plan or contributions, and 2) an online Conference Call Calendar, which facilitates the ability for members to call in and stay abreast of the progress of multiple working groups, and become involved between meetings for ultimate effectiveness.

Tradeshows
We conducted two major interoperability shows (CES2000, and SUPERCOMM2000). In both shows, we had more participants than we could accommodate. At SUPERCOMM, we had more than 20 DSLAM vendors and 30 CPE vendors participating and demonstrating any-to-any ADSL interoperability. Thousands of people that stopped by were extremely impressed by the progress of the DSL industry. In addition to these two major showcase events, we held a membership reception in DSL WorldForum, Chicago that resulted in many new members and positive coverage. We also were associate sponsors of the NCF show and held an informational booth there.

For 2001, we are planning for the following interoperability events: CES, CeBIT, and SUPERCOMM. We also will have a presence at:
- DSL WorldForum USA (Associate Sponsors, booth and membership reception)
- DSL WorldForum-Europe (Associate Sponsors, booth and membership reception)
- DSLCon Asia (Booth, membership reception and sponsorship)
- ISP Con (Booth Participation, and possible membership reception)

In 2001, we are changing our focus from Annex A ADSL, to embrace and demonstrate interoperability among other xDSL standards, including G.shdsl demonstrations.

DSL Mindshare Campaign
The DSL Forum teamed up with a number of companies in the industry including BellSouth, Intel, Verizon, SBC, Nortel Networks, AMD, Alcatel, Arescom, Efficient and Nokia in order to successfully run a nationwide campaign to promote DSL in North America.

The campaign included press conferences, print advertising (Time, Time Digital, and People magazines), and two TV Programs, which aired at CNBC. The purpose of the campaign was to raise awareness about DSL. By the end of the year the awareness level in North America has reached a significant level, which prompted the Forum to shift its efforts to Europe. For 2001, we are planning a DSL tutorial in 7 cities targeting the regulators and business community. This will be followed by a media campaign in the later part of the year.

Ambassador Program
DSL Forum Ambassadors continue to enjoy the prestige of being recognized throughout the world as the experts on DSL. DSL Forum receives invitations to most events around the world, and the Ambassadors participate in 25 to 30 conferences a year promoting DSL globally on behalf of the Forum. In 2000, the Ambassador program was updated to incorporate better web promotion of Ambassador presentations, a guideline for Ambassador contribution and commitment, and an increased
focus on incorporating new content, especially about new DSL options and killer applications empowered by DSL.

The Ambassador program increased its emphasis for 2001 on targeting the global market, especially regions of emerging DSL growth. The plan is to target Asia, the Middle East, South America, and other regions in addition to our coverage in North America and Europe.

Web Committee
DSL Forum’s web sites took on increasing importance as our “Forum Face to the World”. They are a valuable resource for anyone interested in DSL, drawing approximately 900,000 hits a month from members, editors, analysts, and industry observers and increasingly, the end user audience from businesses to the general public. A major update of our Forum web sites began during December 1999, continued throughout 2000 and will complete in 2001 with a new design, new automated capabilities, and new content.

You can expect in 2001 to see the DSLForum.org web site as the best in the industry, with great looking graphics, easy to maneuver layout, great search engines, much more advanced email exploder lists management, much easier contributions upload and download process, and many more features that would make it a great representation to the public and members of the kind of professional organization we are. The budget has been approved for this work, and the redesign will be approved at the Forum’s meeting in Vancouver, March 2001. We anticipate the work to be completed 2002. In addition to redesigning the look and feel, we have contracted a technical writer to review and create new content for the web sites. We are very excited about this redesign work, and we think you will be very pleased as well.

2000 improvements:
www.DSLForum.org
• New Working Group Chart online
• New storefront
• Continuously updated Virtual Press Room
• New Conference Call Calendar

www.DSLLife.com
In 1999 we established a new users’ web site called DSLLife.com (http://www.dsllife.com). In 2000, the content was under continuous development. It provided information about many important services to potential DSL users including;
• Basic education on DSL and its benefits, including tutorials and FAQs.
• Point-n-Click map which provides referrals to services available in the user’s area, and provides a free portal to Service Providers to promote their deployment areas and to provide their urls for us to direct users to their doorsteps.
• Multimedia content such as Webcasts of DSL Forum’s press conferences and online viewing of the two television shows developed by DSL Forum, DSL Delivers and Destination DSL.

Summit and Best Practices Committee
Early in 2000, we decided to hold the summits at every quarterly meeting. Summits have proven to be very valuable to our members and non-members alike. We are averaging more than 400 people at each Summit. The Topics this year included Security, VoDSL, Autoconfiguration, a Road to Retail update, Deployment successes, Market forecasts for Europe, North America and Asia, and Regulatory updates. With such success, we plan to continue these Summits at full speed.

Deployment Council
At our strategy session in Orlando, we identified the need for a committee that can be “the Voice of the Market to the Forum…the Voice of the Forum to the Market.” As such, the Deployment Council committee was created, and has been very active since then. The Deployment Council has taken on two major initiatives; creation of an industry wide Service Provider and end-user Master Service Requirements document, and a two fold Frequently Asked Questions listing, which targets end-users and the press with accurate and positive progress statements regarding key issues surrounding DSL. These two initiatives should be finalized in the first half 2001.

E-Commerce
Recognizing the need to standardize in the industry, we created the e-commerce committee, which focuses on bringing consistency in reporting, defining, and categorizing areas, products, and participants in the DSL arena.

Key initiatives for 2000:
• DSL Forum Glossary of terms, presented as a contribution, and awaiting edit and approval by both technical and marketing committees.
• DSL Categorization of market players, presented as a contribution.
• Marketing Liaison process, which is being further defined, with consideration of any technical liaison impacts.
MARKETING (continued)

Public Relations

Americas Overview

Public Relations activities were especially active in 2000 as the demand and interest for DSL worldwide heightened. Press articles in the first half of 2000 focused on the excitement around DSL’s benefits and potential for mass-market penetration. Press interest in DSL Forum was also high, with numerous articles and more than 40 media attending a Forum press conference at the SUPERCOMM 2000 trade show. More than 60 media also were enrolled in DSL Forum’s “Hook-up America” free DSL program, a proactive effort to put DSL service in the hands of key media to encourage more frequent and positive coverage of the benefits of DSL.

PR activities were generally administered through:

- Proactive and reactive outreach to press regarding Forum news and activities
- News releases
- Pursuit of editorial opportunities in print and broadcast outlets
- Coordination of media interviews with Forum board members at trade shows and summits

A high press interest for DSL continued into the second half of 2000, however, the focus changed radically from discussing DSL’s expansion into the mass market to stories of disgruntled DSL users experiencing long waits and faulty service. Regardless of demand for DSL service in 2000 far exceeding capacity (and far outpacing the growth of Cable modem technology in its first three years combined), the media clearly seemed to want to capture the flashiest story angle possible. DSL Forum PR representatives took aggressive measures to respond to and rebut – as appropriate – a number of negative press articles.

Initiatives

DSL Forum set forth a number of key initiatives to increase awareness among the media and industry analyst community, including the kick-off of the “DSL Mindshare” campaign. Part of this campaign included the “Hook-up America” free DSL program that put DSL service in the hands of key media to encourage more frequent and positive coverage of DSL and its benefits to the consumer and small/medium business markets. More than 60 media were enrolled in this program, with several service provider Forum members who generously provided free DSL service to the press.

Measurement

Although a formal press clipping and measurement system wasn’t in place until 2000, the Forum’s PR efforts in 2000 outperformed the goals for the year, which supported the mission to create increased media and public awareness around DSL and DSL Forum. Because of these efforts in 2000, DSL Forum enjoys a high profile and well-respected reputation by dozens of key media outlets and influencers throughout the Americas. Our reputation grew as THE source of non-partisan DSL progress information, and the majority of our work was demand based. In 2001, the PR goal is to become more proactive in securing key opportunities for DSL promotion beyond the U.S. to address Canada and South America, which begins with the creation of a PR plan that incorporates our first global editorial calendar.

Europe/Asia Overview

From a public relations perspective, the market environment and general excitement around DSL in 2000 provided an enormous opportunity to educate media, their readers, viewers and listeners about DSL. But, as it turned out, it also created the need to manage end-user expectations downwards in terms of timetables for mass-market deployment in Europe in particular.

Outcomes

- On the education front, our feature article ‘Wired for Speed’ was published in five languages and eight end-user publications, explaining the essence of the technology and the benefits it can bring.
- Briefing journalists as well as would-be early adopters of DSL in Europe and Asia was a major part of our role with about 100 enquiries a month requiring an average of 20 minutes each – that was after they had visited DSL Forum web sites. At our Paris and Dublin Summit meetings, leading industry media attended and received briefings from Forum directors as well as other speakers, resulting in extensive and in-depth Forum branded coverage.
- Commissioned feature articles, ghost-written by the PIEELLE team, were at an even higher rate than in earlier years with 24 written and placed covering the technology itself, deployment, VoDSL and more besides.
- In June 2000, a 16-page supplement to Communications Week International was published in association with DSL Forum – carrying our branding and a commissioned feature by Hans-Erhard Reiter – all negotiated and facilitated as part of our public relations program.

News stories from Forum meetings and media attendance at the Paris and Dublin Summits generated further high quality, targeted coverage in industry media, which was our priority for the year.
At CeBIT 2000, our one trade show outside the Americas, we generated the news that DSL was the ‘hot topic’ of the show. That even led the CNN news report from Hanover. Within the show itself, every visitor received a CD ROM including a DSL Forum multi-media presentation, which delivered audience impact even though our stand space was no more than an information booth.

With advice and inputs to the board and various working groups of the Forum throughout the year on communication issues and opportunities and strategies developed for 2001, the year was certainly the busiest we have had since DSL Forum appointed PIELLE in mid-1997 – both proactively and reactively.

**Combined PR-Looking ahead**

- Implement a comprehensive press measurement program, setting a benchmark of at least 10 DSL Forum sourced articles per quarter, which will include articles that result from interviews, and articles that we prepare and submit on behalf of DSL Forum.
- Leverage summits for increased press activity/education by providing a full year in advance summit session alert, telemarketing for attendance at each summit, and facilitating a “Meet the Press” luncheon at each Summit between the press attendees, the featured speakers and DSL Forum Board of Directors.
- Hone evolving DSL Forum and industry messages with Deployment Council; craft for various audiences and to effectively counteract negative press.
- Increase regular Forum news flow between summits.
- Aggressive placement of up to 12 carefully crafted perspective pieces and white papers on DSL authored by DSL Forum.
- Step up DSL Forum PR presence in Canada and Latin America for the Americas campaign.
- Step up DSL Forum PR presence in the Middle East and Asia.
- Strengthen relations with key industry analysts through a targeted outreach program to leverage analysts’ collective knowledge, influence and information; seek increased analyst participation and attendance at Summits; forge agreements with key firms to post executive summaries of DSL analyst reports on DSL Forum Web site.

The momentum of public relations activity – protecting and promoting the interests of and reputation of DSL Forum and DSL technologies – has already been scaled up for 2001 with a major new initiative – Knowledge Share. Knowledge Share is designed to focus on the industry and its regulators, encouraging them to understand fully and address the underpinning issues and opportunities of unbundling local loops in Europe to facilitate the delivery of the mass market sooner rather than later – and getting everything right first time.

This program is continuing to evolve and develop in line with industry and market needs and opportunities to support the achievement of DSL Forum’s mission – facilitating the global mass market for DSL technology.
The year 2000 saw the Technical Committee scale up work in a number of new and important areas. It initiated a white paper on DSL security, formed a specific group to address autoconfiguration, started new work on loop management (especially important in unbundled environments), VoDSL management and began to increase its focus on VDSL.

In terms of improved processes the technical Committee has modified the liaison process to help expedite the closing plenary. Copies of closing plenary presentations now are distributed during the meeting to help members prepare their meeting reports in a timely manner. The Technical Committee also has introduced a new category of document called the Proposed Draft (PD) which is intended to capture ongoing work that is either not mature enough to constitute a Working Text (such as evolving test plans) or for which there is not consensus on initiating a Working Text.

The cooperation with other industry bodies increased. An MOU was signed with ETSI to facilitate exchange of work between the two bodies. There was extensive cooperation with the ATM Forum on various aspects of VoDSL and autoconfiguration. We have worked closely with the IETF on MIB issues and with the OBF and TMF on flow through provisioning. In addition we have kept up our regular dialogue with the ITU and ANSI T1E1.4 to ensure that our systems and testing work is commensurate with their physical layer standards. As we move into 2001, cross-industry co-operation looks set to continue and grow with increased dialogue with ANSI T1M1 and the FSAN VDSL group.

There have been numerous Birds of a Feather (BoF) sessions this year that have covered a number of topics including voice quality assessment, G.shdsl, security issues and the activities of other organizations such as ATIS and FSAN VDSL. These events have ranged from the purely educational through to sessions designed to seek the views of the membership on certain topics and to encourage debate (e.g. on options for “DSL everywhere”).

Members of the Technical Committee also have played their part in the Forum summits and the Service Provider Council by giving presentations and helping to facilitate such events. In particular they have been active (in the Testing and Interoperability Working Group) in supporting external tradeshow demonstrations of interoperability (including CES, Supercomm, etc.).

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:

**TECHNOLOGY**

**By Paris, France meeting (Feb. 8-11, 2000)**
- TR-029 ADSL Dynamic Interoperability Testing
- TR-030 ADSL EMS to NMS Functional Requirements

**By Orlando, Florida (May 16-19, 2000)**
- TR-031 ADSL ANSI T1.413 - 1998 Conformance Testing
- TR-032 CPE Architecture Recommendations for Access to Legacy Data Networks
- TR-033 ITU-T G.992.2 (G.lite) ICS
- TR-034 Proposal for an Alternative OAM Communications Channel Across the U Interface
- TR-035 Protocol Independent Object Model for ADSL EMS-NMS Interface

**By Dublin, Ireland (Aug. 29 - Sept 1, 2000)**
- TR-036 Requirements for Voice over DSL

In addition, the Technical Committee finished the year 2000 by placing the following documents out for ballot:

- **Straw**
  - WT-046 CORBA Specification for ADSL EMS-NMS Interface
  - WT-047 Aspects of VDSL Evolution

- **Letter**
  - WT-048 DSL CPE Auto-Configuration
  - WT-050 DSL Service Flow-Thru Management Overview
  - WT-055 Addendum to TR-036 Annex A; Requirements for Voice over DSL

In the coming year, the Technical Committee will continue to address any residual barriers to mass market adoption of DSL by focusing on key issues such as interoperability, autoconfiguration, scaleable operational processes and management approaches. In addition it will actively support and encourage the emergence of VDSL, G.shdsl and VoDSL into the wider market. 2001 also looks to be a year in which there will be a focus on expanding the service set supported over DSL including VoDSL deployment, multimedia/ multi-service and work on SVCs.
DSL FORUM POSITION & OUTLOOK

With the name change approved by DSL Forum members in 1999, we signaled that our scope of work would widen significantly during 2000. Our commitment to all xDSL options has widened our focus, and has incorporated a tremendous amount of new work, especially around G.shdsl and VDSL.

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 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.

The important work on DSL interoperability, CPE autoconfiguration and service provider flow through provisioning will continue. In addition, application support is taking an increasingly important role. SymDSL and VDSL are also gaining in prominence. The delivery of multiple services simultaneously over DSL together with service provider selection issues also will gain in significance. It is clear that there are numerous challenges ahead that provide opportunities for members to get involved.

Following the success of 2000 efforts, marketing and public relations work will continue to focus on DSL and DSL Forum positive positioning, and on providing awareness and prioritization of market requirements to facilitate efficient and meaningful work in our technical development. 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.

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 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.
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

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<thead>
<tr>
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<th>December 31 1999</th>
<th>December 31 2000</th>
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<tbody>
<tr>
<td><strong>Unrestricted Revenues:</strong></td>
<td></td>
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</tr>
<tr>
<td>Membership Fees</td>
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<td>Meeting Observer Fees</td>
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<td>Sponsorship Revenues</td>
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<td>CDA Donation</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$1,454,828</strong></td>
<td><strong>$4,791,530</strong></td>
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| **Unrestricted Expenses:** |                  |                  |
| Management Fees          | $379,225         | $392,810         |
| Sales & Marketing        | $337,413         | $468,416         |
| Consulting & Professional Fees | $115,305 | $66,153 |
| Meetings & Trade Shows   | $405,370         | $2,015,793       |
| General & Administrative | $258,308         | $1,121,311       |
| **Total**                | **$1,495,621**   | **$4,064,483**   |

Increase in Unrestricted Membership Equity $40,793 $727,047

### Unrestricted Membership Equity, January 1st

- Unrestricted Membership Equity, January 1st $849,878 $747,618

### Unrestricted Membership Equity, December 31st

- Unrestricted Membership Equity, December 31st $809,085 $1,474,665

### Statement of Financial Position

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<tr>
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<th>December 31 1999</th>
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<tr>
<td><strong>Assets</strong></td>
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<tr>
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| **Liabilities & Membership Equity** |                  |                  |
| Liabilities:                |                  |                  |
| Accounts Payable            | $143,821          | $17,739          |
| Deferred Membership Fee Revenue | $744,000       | $895,900         |
| **Total Liabilities**       | **$887,821**     | **$913,639**     |

**Membership Equity - Unrestricted**

- Membership Equity - Unrestricted $747,618 $1,474,665

**Total Liabilities & Membership Equity**

- Total Liabilities & Membership Equity $1,635,439 $2,388,304
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<td>ARESCOM, INC.</td>
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PRINCIPAL MEMBERSHIP (continued)

Maxcom Telecomunicaciones
MEDIACENTERS.COM
Metalink
Metrodata
Microsoft Corporation
Mitel Corporation
Motorola
National Semiconductor
Navini Networks
NEC
Net to Net Technologies
Net.com
Netcom Systems
Netility
New Edge Networks
Newbridge Networks
Next Level Communications
NHC Communications
NightFire Software
Nokia
Nortel Networks
Northcoit.com
Northpoint Communications
NTT Corporation
Occam Networks
OKI Electric Industry
On2.com
OpenCon Systems
Orckit Communications
Pairgain Technologies
Paradyne
PCTEL
Peak XV Networks
Pliant Systems
PMC Sierra
Point Reyes Networks
Polycam Inc.
Ponte Communications
Praxon
Prestolite Wire/Krone
Profec Group
Professional Multimedia Network Systems GmbH
Promatory Communications
Promscend Communication
Pulse
QS Communications
Quante AG
RAD Data Communications
Radio Shack
Ramp Networks
Raychem
RC Networks
RealTech Systems Corporation
Recsol I&C
Redback Networks
RHK
RITAS Corporation
RIT Technologies
Rosun Technologies
Sagem Group
Samsung
Santera Systems
Sapphire Communications
Sasken Communication Technologies
SBC
Sece Composants S.A.
Sedona Networks
Sharegate
Sheer Networks
Siemens
Sigma Tel
Silicon Labs
Silicon Spice
Simpler Networks
Sonera Corporation
Sonoma Systems
Sonus Networks
Sphere Communications
Spirent Communications
Sprint
STMicroelectronics
Sumitomo Electric Industries
Sun Microsystems
Surf Communication Solutions
Syndeo Corporation
Tachion Networks
tdSoft Communications
Telamon Corporation
Telcordia Technologies
Tele Danmark
Telebyte
TeleChoice
Telecom Italia
TeleDream
Telwest
Telia AB
Tellabs
Telmax Communications
Telocity
Telrad
Telstra
Teradyne
TERAYON
Texas Instruments
TollBridge Technologies
Tollgrade Communications
Toshiba Corporation
Transwitch Corporation
Tripath Technology
TTC
Turk Telekom
Turnstone Systems
Universal Microelectronics
University of New Hampshire
Verizon
ViaGate Technologies
VideoTele.com
Virata Corporation
Virtual Access
Vitria Technology
VoicePump
Voyan Technology
WaiLAN Communications
webMethods
Westell
Westwave Communications
Wilcom
Wind River Systems
Winfire
WorldCom
XAVI Technologies
XIRCOM
XO Communications
Xpeed Networks
Zhone Technologies
Zyxel Communications
AUDITING MEMBERSHIP

4i2i
Abocom
Access Conferences International
AccFast Technology Corp.
Accton Technology
Advanced Power Components
Aeta.com
Aethra
Allied Data Technologies
Angeles Design Systems, Inc.
Askey Computer
ASUSTek Computer
Atech Technology Co.
Aurora Technologies Group
AVM
Aztech Systems
BI Technologies
Bicobest
Bintec Corporation
Burr-Brown Corporation
C-Cube Microsystems
C-DOT
Cap Gemini Ernst & Young
Castlenet Technology
Centre for Wireless Communications
cFos, Lueders/Winkler
CHIPLOGIC
CIS Industries
Clare REMtech
CoEv, Inc.
Commscraft Pty
Comtrend
CoSine Communications
D-Link
Dataflex Design Communications
Delta Products Corporation
DETECON
Dorado Software
Dresdner Kleinwort Benson
DT Magnetics
DTI
E & E Magnetic Products
E-Tech
Edgcumbe Instruments
ELSA
Emperative
Epcos
ESI
ETRI
Eurobell PLC
Eurotel Telecom
FirstWorld Communications
furukawa
Fuzion Wireless Communications
GCI Technologies
HarmonyCom
Hewlett Packard
HUB Fabricating Company
Iceland Telecom
Imajeq.com
Intercai Nederland B.V.
Interlink
Ishoni Networks
Iskratel
Katron Technologies
Kinpo Electronics
Korea Telecom
KPMG
KYE Systems
Lake Communications
Larscom
@Link Networks
MCK Communications
MediaKube
Midcom
Millennia Systems
Mitsubishi Electric Corporation
MMG - North America
mPhase Technologies
NBase-Xyplex
NeoWave
Netensity
Netergy Networks
NextGenTel
OSI
Pacific Century Cyberworks
Pivotech Systems
QuesCom SA
Quokka Sports
Schott Corporation
Scientific Generics
Signal Processing Associates
Silicon Integrated Systems
Sony Electronics, Inc.
Sony Semiconductor Europe
Superior Telecommunications
Swisscom Ltd
Talema-Nuvotem
Tamura Corporation of America
Tecate Industries
Tecom Co., LTD.
Teldat
Telefonica CTC Chile
Telefonica de Argentina
Telefonica de Espana
Telenor
Telint Global
Temex Components
Toko America
Trident Microsystems
Tut Systems
University of Pretoria
US West
UUNET Technologies
Valence Semiconductor
Vpacket Communications
Wong’s Technology USA
Xecom
Xstreamis plc
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. 2000 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 2000. 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  William Rodey
Chairman and President  Vice President and Treasurer
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