

DSL FORUM Annual Report 2002

2002

INTRODUCTION LETTER FROM THE CHAIRMAN

Fellow DSL Forum Member,

As we consider the challenges of a new year, I am filled with gratitude for all we have accomplished together at the DSL Forum. Most significantly, in 2002 we saw the installed base of DSL more than double to now total more than 35 million global consumers. I firmly believe that this could not have been accomplished without the valuable work of the Forum. During this year we:

- Addressed more than 335 Member Contributions.
- Approved 10 new Technical Reports.
- Developed White Papers on SHDSL Technology and Home Networks.
- Advanced the work on Auto-Configuration and Flow-Through Provisioning.
- Produced numerous Test Suites for all three standard DSL flavors.
- Became a globally recognized source for deployment data.
- Provided DSL education to the FCC and began a more active role in regulatory education as a whole.
- Promoted the strong 50% global lead of DSL versus Cable Modems, and did our part to stimulate a positive media, analyst and regulatory environment for our members.



Bill Rodey
Chairman & President

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, DSL spending has grown consistently every quarter. This is a testament that what we are working on is critical for this industry's success.

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 must continue our efforts in several important areas; urging fair regulation, supporting the needs of robust content, reducing implementation costs and simplifying user and network installations.

Thanks to all of you for a terrific year. I hope that 2003 is a banner year for us all. I have truly enjoyed my two years as Chairman & President of the DSL Forum. We have accomplished much together during very trying times for our industry. I am proud that together over my period of office we have helped to stimulate global deployments to grow from 5 million to over 35 million. Many of you know that I will not be seeking a board seat in the upcoming elections. My company now needs me to move into a more prominent spokesperson role for HyperEdge. Since it is not possible to be both a company and industry spokesperson at the same time, I have had to make the very difficult decision to move on from my DSL Forum board duties. Nevertheless, I plan to remain active in the DSL Forum and will continue to strive for strategic initiative advancement in the Marketing and Technical Committees. I look forward to working with all of you in the coming year and to enjoying the realization of our shared vision of a sustainable global mass market for DSL. ■

Regards,

A handwritten signature in blue ink that reads "William P. Rodey".

Bill Rodey

Chairman & President, DSL Forum

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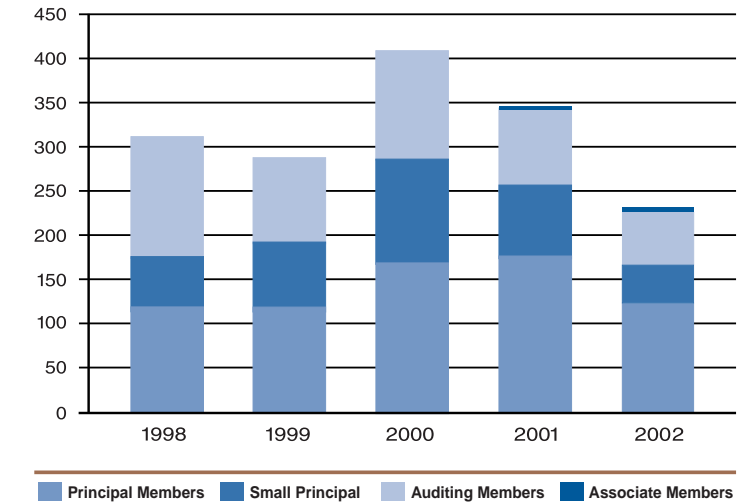
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DSL FORUM MEMBERSHIP STATISTICS IN 2002

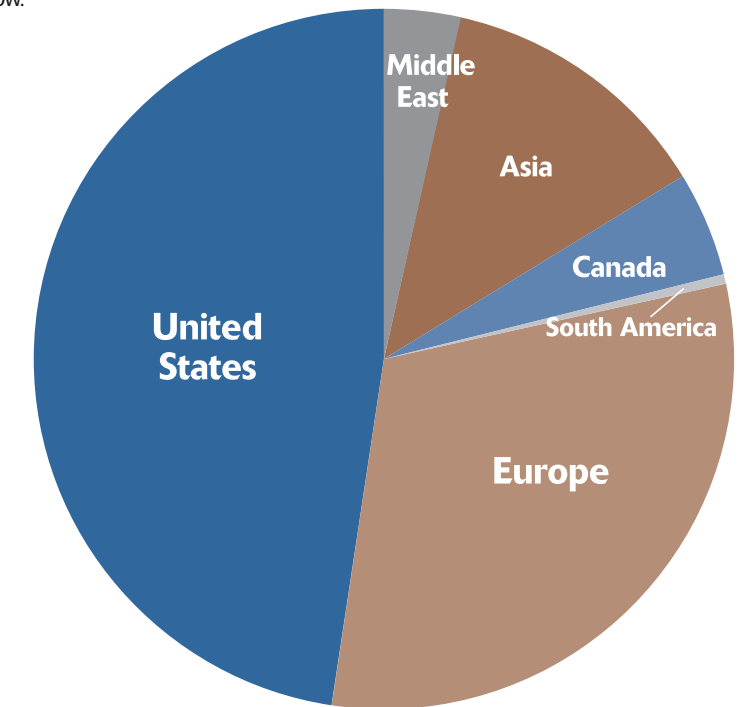
The DSL Forum is an international non-profit industry association working cooperatively to promote DSL. We have forged a powerful alliance of service providers and companies from virtually every sector of communications, networking and computer industries around the world to focus on developing and promoting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

2002 Membership Totals	
Principal Members	124
Small Company Principal Members	44
Auditing Members	56
Associate Members	5



We have a very diverse membership, as the chart shows below.

United States	110
Europe	70
South America	1
Canada	11
Asia	29
Middle East	8



DSL FORUM ORGANIZATION

There is tremendous collective expertise in our members and by 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. The DSL Forum Board develops the strategic goals for each year, and provides direction throughout the year to drive initiatives. Each Board member sits on various Board subcommittees to focus on specific areas of Forum management.

BOARD OF DIRECTORS



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Board Sub-Committees

Finance & Audit

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

Membership & Nomination

Chair: Frank Van der Putten
Members: Peter Adams, Peter LeBlanc, Tom Starr

Technical Management

Chair: Tom Starr
Members: Peter Adams, Greg Bathrick, Michael Brusca, Martin Jackson, Frank Van der Putten, Gavin Young

Marketing Management

Chair: Phil Skeba
Members: Peter LeBlanc, Bill Rodey, Crick Waters, Jay Fausch

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 for the Forum, mapped out the Strategic Initiatives, and our activity plan to drive our work. Some key new initiatives that resulted were:

- **Qualification Oversight Committee (QOC)**, that drives the Forum's interoperability initiatives, including the Independent Testing Laboratory program and the development of meaningful repeatable testing measures for the industry.
- **Home Networking**, which focuses on educating service providers on how to proactively attract and serve families and small businesses to take advantage of DSL broadband empowered home or local area networks. This also looks at the specifications for home network access and drives technical development to address specific bandwidth, application and security requirements.
- **Public Policy Advisory WG**, which is a new working group that is tasked with developing appropriate and meaningful messages to assist the Forum in representing its membership in the public policy arena.

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

Technical Committee

Chair: Gavin Young
Vice Chair: Frank van der Putten

Marketing Committee

Chair: Jay Fausch
Vice Chair: Crick Waters

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

In 2002 these working groups were put in three logical tracks to promote end-to-end solution developments. Those are:

Design

- Architecture & Transport
- VoDSL

Test

- Testing & Interoperability
- G8 & ITL

Operate

- Operations & Network Management
- Auto-Configuration

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

The Marketing Committee structure for 2002:

Marketing Intelligence -

- Strategic Communications – **NEW**
- Summit & Best Practices
- SHDSL
- Deployment Council

Marketing Communication -

- Public Relations
- Ambassador Program
- Websites
- Trade Shows

Marketing and Public Relations support was provided by:



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TECHNICAL COMMITTEE ACHIEVEMENTS

Though our membership numbers were lower this year than last, we still had very good attendance and high quality contributions for the technical committee meetings. This enabled us to make good progress on our goals for 2002:

Completed:

- ✓ Complete ADSL Independent Test Lab (ITL) test plan
- ✓ Rapidly progress SHDSL & VoDSL interoperability test plans and lab testing
- ✓ Pick up VDSL interoperability work to support FSAN initiative
- ✓ Examine network migration to next generation networks including fit with MPLS, bonded-DSL, multicast, etc. in DSL architectures
- ✓ Expand flow-through provisioning beyond ADSL to encompass SHDSL, VoDSL, bonded DSL, etc.

In progress:

- Loop qualification white paper
- Extend Auto-Configuration work beyond basic Internet access to more complex services, e.g. firewalls in business CPE, etc.
- Complete channelized voice work

No progress:

- ✗ Extending flow-through to Fault Management

Below are details on what each working group accomplished.

Architecture and Transport

One of the most active groups was the Architecture & Transport WG. They worked closely with the service providers and FSAN VDSL to progress some key initiatives.

Work in progress:

- WT-075: "Migration to Next Generation Architectures" by adding an Ethernet Access scenario, replacing the Next Generation DLC scenario and updating the broadcast TV scenario.

New work initiated:

- WT-080: "Multi-Service Architecture & Framework", which describes marketing requirements for advanced services. Many of the original recommendations and DSL deployments did not address issues such as QoS (Quality of Service) that

are important for advanced services, e.g. voice and video. WT-080 captures the marketing requirements for these services.

- WT-081: "DSL Evolution-Architecture Requirements for the Support of QoS enabled IP Services", is a set of technical requirements, derived from WT-080's marketing requirements, that describes an IP based architecture.

It is particularly encouraging to see the level of service provider interest and input in driving this work forward. This emphasizes the need to rapidly move today's DSL networks beyond best-effort Internet access towards multi-service platforms with QoS capabilities. Joint meeting sessions with the VoDSL WG progressed work on VoDSL via liaisons to the ITU on management channels within the G.voice reference model.

The outlook for this group in 2003 is to move beyond best effort internet access, and to focus on developing the architecture to support multiple "value-added" services. It is also clear that we will need to address and add QoS capabilities in order to support real-time services such as VoIP.

Operations and Network Management

The Operations and Network Management WG was successful in progressing six new Technical Reports (TRs) in 2002. These were all associated with flow through provisioning.

Completed:

- ✓ TR-047: DSL Service Flow-Through Fulfillment Management Interface
- ✓ TR-050: CORBA v2 for ADSL EMS-NMS Interface
- ✓ TR-051: DSL Specific Conventions for the ITU-T Q.822.1 Performance Management Bulk Data File Structure
- ✓ TR-052: DSL Service Flow-Through Fulfillment Management Interface Addendum (DSL Anywhere)
- ✓ TR-053: DSL Service Flow-Through Scenarios
- ✓ TR-054: DSL Service Flow-Through Fulfillment Management Overview

Work on WT-068, "VDSL Element Management" was progressed via consideration of new input on VDSL line management parameters and also work in the IETF. The work of the FS-VDSL Committee on the FS-VDSL EMS to NMS Interface was examined. As a consequence a new working text was started on a functional specification based on Part 5 of the FS-VDSL Committee's Specifications. Finally, the Operations and Network Management WG updated its white paper on loop qualification.

TECHNICAL COMMITTEE ACHIEVEMENTS - *continued*

In 2003, the focus will shift to downstreaming and supporting other bodies using our DSL Forum technical reports and work. The service flow-through work is nearing completion, while the element management work will be focused on VDSL. Finally we will call for contributions regarding Service Level Assurances and fault management.

Auto-Configuration

The Auto-Configuration WG worked closely with the Deployment Council to discuss the whole area of home networking. The DSL Forum Board considers this to be strategically important to the DSL industry and consequently there are a number of possible areas of activity for the DSL Forum to facilitate development of the home-networking area. A first draft of a Home Networking white paper on basic home-networking setup was created and is currently under edit. Time was spent analyzing the Cable-Home approach. The group also reviewed the IETF Zero-Configuration Material. Finally, the Autoconfiguration WG reviewed work on XML within CPE devices and completed two technical reports.

Completed:

- ✓ TR-046: DSL Auto-Configuration Architecture & Framework

In progress:

- WT-076: Security for Auto-Configuration
- WT-077: Advanced Service Provisioning
- WT-078: xDSL B-NT Image Management

8 Currently, Auto-Configuration specification for best effort Internet access is complete and now undergoing interoperability testing. In 2003, the group will work on advanced services and security in conjunction with the Architecture & Transport WG. The CPE expertise within the WG will support the Deployment Council on home-networking initiatives.

Testing and Interoperability

The Testing and Interoperability WG spent a great deal of time working with the QOC to review testing requirements and the evolution of DSL modem testing. The focus was on taking service provider input and evaluating our test suite in regards to how

meaningful and repeatable the tests were in a multi-testing laboratory scenario. Service provider input was invaluable as we drove for test suite improvements, and began looking at next generation requirements. Two technical reports were completed:

Completed:

- ✓ TR-048: ADSL Interoperability Test Plan, which is now referenced by the ITU
- ✓ TR-049: VoDSL Interop Test Plan

New Work Initiated:

- WT-079: Interoperability Plan for SHDSL
- WT-072: VDSL Interoperability Test Suite, supporting ITU FS-VDSL work

There was also significant progress made on the interoperability testing of Auto-Configuration.

Finally, the WG was involved in a number of joint sessions: with the Qualification Oversight Committee (QOC) covering the interoperability and Independent Test Laboratory (ITL) program, with TIA TR 30.3 via a conference call and with the SHDSL marketing WG for a presentation of the SHDSL white paper and agreement on the SHDSL test plans for Joint DSLF/ETSI interoperability event.

Voice over DSL

The VoDSL working group initiated and progressed work on:

- WT-061: Channelized voice over DSL

They continued to maintain a close relationship with the ITU (G.voice) on the above. Current activity also surrounds Voice over ATM (VoATM) systems and the interoperability specifications. This is complete and ready for deployment. Voice over IP (VoIP) efforts will be facilitated within the Architecture working groups "next generation networks" activities covering QoS and real-time services. ■

Gavin Young
Technical Committee Chairman
DSL Forum

**MARKETING COMMITTEE ACHIEVEMENTS**

The activities of the DSL Forum Marketing Committee played a significant role in helping the industry make progress during the dark days of 2002. Through work at our face-to-face meetings as well as regular conference calls, active members continued to make important contributions to keep us on track. Key accomplishments during the year include:

- Our association with Point Topic has allowed us to establish the DSL Forum as the "source" for DSL subscriber figures, giving us an excellent international media/PR opportunity every quarter
- The Summit program was revamped to a half-day format and continues to focus on issues critical to the day, with each quarter's Summit attracting more attendees than the one before
- We re-energized both the participation and contribution level in the Deployment Council, linking as needed to relevant work in the Technical Committee, and made great progress on key DSL enablers such as home networking and the evolving "DSL Home" initiative
- The Service Provider Action Council was reinvigorated to provide a platform for Service Providers to have a cohesive voice into the Forum
- We established a Marketing Qualification & Interoperability working group to promote the DSL interoperability and qualification programs under development in the Forum
- We developed and published a SHDSL Ambassador presentation, white paper, and FAQ to promote the unique applications of SHDSL technology
- We revamped the DSL Forum member website with new content and enhanced its contribution, search, and navigational capabilities, and updated content on our consumer website, DSLLife.com
- We fielded a very successful exhibit at SUPERCOMM 2002, the DSL Global Solutions Showcase, and participated in CeBIT, the IEC Broadband DSL World Forum, and OSP Expo to promote DSL services and solutions
- We conducted 83 DSL Forum executive interviews with the media and greatly increased press coverage around the world involving or referencing the DSL Forum
- We issued 16 press releases and placed 26 by-line articles containing key DSL Forum messages

"A global mass market for DSL." That is our vision. During 2002, we set an aggressive target; 200 million DSL subscribers, or 20 percent of the world's copper loops, running DSL by 2005. Each year the DSL Forum Board of Directors defines a set of "strategic priorities" designed to keep us focused on the things we need to do to realize this vision. The Marketing Committee has been so effective during the past twelve months because of our laser-like focus on these strategic priorities. Every working group has mapped its work efforts to these strategic priorities, and we will continue to do so.

Towards the end of 2002, we established a Strategic Communications working group within the Marketing Committee. This group will focus on ensuring that coherent, integrated industry messages that are consistent with the strategic initiatives outlined by the Board of Directors guide our daily marketing plans and activities. It will develop market segmentation, message mapping, communications strategy, and marketing plans that will allow the DSL Forum to effectively address the key target audiences critical to our mission – enabling the mass market for DSL. The team's efforts encompass the full spectrum of marketing communication vehicles available to the DSL Forum Marketing Committee, including DSL Forum websites, trade shows, conferences, marketing collateral, public relations, and advertising/promotion. It will ensure we maintain a clear focus on our vision in 2003 and beyond.

DSL is clearly taking root around the world. 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 2003, I am excited about working with each of you to make our vision reality. The best is yet to come. ■

Jay Fausch
Marketing Committee Chairman
DSL Forum



Summit & Best Practices

In 2002, we shortened the Summit sessions to 4 hours, to allow our meetings to be reduced one day for our members' convenience. This meant that we reduced the number of sessions in the Summit, and took more time for in-depth discussions in each session. From all accounts this has been a success.

2002 Summit Line-up and Attendance:

Rome (141 attendees)

–Italian Market Overview

–Distributing Content in the Home

Chicago (146 attendees)

–Security

–Service Provider panel

London (155 attendees)

–Retail Best Practices

–Video over DSL

San Francisco (164 attendees)

–Telecommuting

–Home Networking

Deployment Council

The Deployment Council took on key initiatives in 2002, working closely with various technical working groups to advance action around improved Auto-Configuration, and Home Network architecture. Two successful joint sessions (London and SF) with the Auto-Configuration technical working group focused on the networked home. This year there was reinvigorated attendance and contribution into the Deployment Council and in 2003, the DSL Home initiative will take center stage.

New work initiated:

- "Home Networking White Paper", Contribution dsl2002.318
- "Marketing Requirements Document", Contribution dsl2002.320 (the living document!)
- "DSL Home Initiative" Kick-off with Best Practice Session and work with the Tech WG's

SHDSL

The SHDSL Working Group worked methodically towards their goal of creating robust information regarding SHDSL for the industry to use in technology promotion and educational efforts. They were very successful and all documents are currently available for member use as well as a source of education on the DSL Forum websites.

Created and Approved:

- SHDSL White Paper approved

- SHDSL FAQ approved/posted
- SHDSL Features Presentation approved/posted

In development:

- SHDSL Service Provider Survey (in progress)

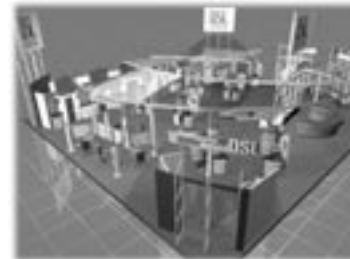
Marketing Communications

From a marketing communications perspective, the message was "DSL-Global Solution". We focused on conveying the fact that there are solutions available today to simplify and streamline DSL deployments, allowing service providers to deploy and install DSL quicker, and to extend the reach to more people with DSL. Another facet of this message is that DSL is a global broadband solution—available today in every region of the world, and the most chosen broadband option overall.

The DSL Forum has a strong arsenal of tools to get the industry message out. Detailed below are the achievements of our communications vehicles:

Trade Shows

The DSL Forum participated in four trade show/conferences in 2002: CeBIT, SUPERCOMM, OSP Expo, and Broadband DSL WorldForum. At SUPERCOMM we were able to demonstrate the key solutions available today to improve the profitability, reach and ease of deployment of DSL. We also demonstrated great new multimedia content, and showcased a SHDSL empowered office. Our press conference provided a media update on today's DSL solutions, and there was a tremendous amount of press coverage and positive responses from this event in particular.



Our participation at CeBIT, OSP Expo and Broadband DSL WorldForum was limited to speaking opportunities, but our message of DSL as a global solution was well received.

Ambassadors

Though there were far fewer conferences in 2002 than 2001, the Ambassadors still managed to make 24 appearances on behalf of the DSL Forum. Members were able to track appearances and plan attendance accordingly via the dslforum.org website, where we placed forum logos next to any conferences with a scheduled Ambassador appearance.

The Ambassador contact was updated, and one new Ambassador was nominated and approved: Veronika Lau.

Public Relations

One of our most active and valuable communication tools was our Public Relations effort. Spreading the positive progress stories and technology/deployment advancements was a critical goal and the PR team excelled in delivery. Here are the highlights:

- Developed and placed 26 DSL Forum by-lined articles
- Issued 16 DSL related Press Releases
- Facilitated 83 DSL Forum executive interviews
- Negotiated and posted 25 Analyst Agreements
- Supported 4 trade shows
- Staged 2 Media Events

The public relations team was also key in lining up the analyst firm to partner with the DSL Forum to announce quarterly DSL adoption data. This brought the DSL Forum a tremendous amount of attention and opportunity to share additional information with the media world regarding technical innovation, and new requirements and guidelines for improving the DSL experience. They ended the year with twelve by-lined articles already in the works for 2003 and a growing opportunity in mainstream media, reaching the various end user groups around the world to educate consumers on the role and benefits of DSL to their lifestyle. ■

DSL FORUM WEBSITES

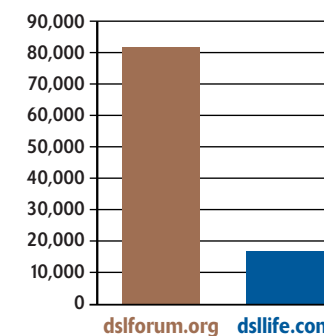
www.DSLForum.org

The DSL Forum websites are becoming destination sites of true merit. With nearly 81,000 hits per month, the main DSL Forum website is recognized as an important resource for anyone interested in DSL. 2002 marked a groundbreaking year as we introduced a new automated system. This resulted in many enhancements to the contribution section and the member services area. A few of the key highlights are:

- An easier upload/download process for contributions.
- The ability to real-time edit personal and company information. This includes self-management of exploder lists, user and company profiles, meeting registration and password retrieval.

In addition to the new automated system, the DSL Forum has brought many exceptional updates and improvements to its website.

AVERAGE MONTHLY HITS



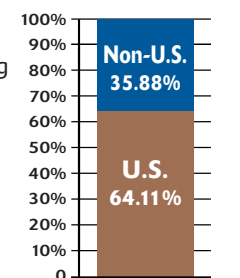
2002 Improvements:

- New External Relations section, which includes a regulatory and policy calendar of events, current reports and news, regulatory links and more.
- New Interoperability program section, including ITL FAQ's, participant logos and contact information.
- New search function throughout the DSLF site has been implemented.
- New "link kit" encourages members to link their sites to DSLF site.
- New scroll over function on top navigation bar for both public and private home pages, as well as new sub-tabs for easier navigation.
- Improved Site Map with added section descriptions.
- Produced 4 Online Newsletters that were circulated to both non-members and members of the Forum.
- Continuously updated key sections including; DSL Industry Articles, Virtual Press Room, Analysts Corner, Conference Call Calendar and Industry Events information.
- Continuously updated Membership and Vendor listings.

www.DSLLife.com World-Wide Hits

The consumer based website of the DSL Forum has grown by leaps and bounds in 2002. With nearly 200,000 hits per year, and a third of the hits being from outside the U.S., DSLLife.com is focused on bringing the most up-to-date DSL information to the 'global' user and achieves this effort by the continuous improvement of its website.

AVERAGE MONTHLY INTERNATIONAL HITS



2002 Improvements:

- New 'Look and Feel' to the site, which includes easier navigation and a new home page image, as well as beefed up content.
- New Request Form, which allows users to nominate their favorite sites to our "Hot Sites" listing.
- Continuously added new DSL providers to the Point-n-Click map, which enables consumers to search for DSL availability.

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.dslife.com/start-ed/provider.html> or contact Bryan Gunsher at bryan@webworksgroup.com for more information. ■

DSL FORUM POSITION & OUTLOOK

The DSL Forum is recognized today as the voice of the global DSL industry. An ever-increasing number of standardization bodies and industry organizations are turning to our work as a basis for standards and continued initiative development. This past year we were honored to have the ITU reference our TR-048 in their latest round of ADSL standards. The DSL Forum maintains formal relationships with many of organizations to expedite the adoption of DSL across the industry. Many in the media not only recognize the DSL Forum as the authority on broadband DSL access, but also on many other matters related to the business of broadband communications. This past year our relationship with Point Topic has resulted in the DSL Forum now being able to provide quarterly market penetration updates to members, the industry and media, which has greatly widened our scope of influence.

Politicians and regulators on both sides of the Atlantic are interested in the DSL Forum's views of the developing regulatory environment, have established a healthy dialog with us and provided presentations at our summit meetings where they have requested direct input from the DSL Forum. In 2003, we will proactively court their audience, providing education and comment to help expedite the decision process and drive public policy towards a fair and level playing field for DSL.

Our efforts regarding improvements in DSL interoperability, CPE auto-configuration and service provider automated flow-through provisioning will continue. Through these efforts, costs are going down and installations are both simplified and streamlined. We have also focused work centered on the SHDSL and emerging

VDSL standards. We are setting the stage for new high speed content to emerge and thrill millions of DSL consumers. Our efforts in 2003 must be focused on supporting these new applications; ones that will turn what was once a luxury into a must-have commodity with unlimited availability and reach.

It is clear that there are numerous challenges ahead that provide opportunities for members to get involved. In 2003, marketing and public relations work will focus on public perception and driving demand, with our "Get Connected...Stay Connected with DSL" campaign. We will position the 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. Our goal of 200 million subscribers by year-end 2005 is central to all our decisions and initiatives that we will rollout in 2003. And with a combined technical and marketing effort at the DSL Forum, we are making great strides towards creating a shared platform of excellence to support this goal. As millions of people adopt broadband in 2003, 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 DSL Forum 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. 2002 was a year of which the Forum and its members can take signification pride.

The DSL Forum has performed its tasks and duties in a professional and cooperative spirit in 2002. Its Officers have made every effort to manage the Forum in the best interests of its members.

Therefore, the DSL Forum 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 Tom Starr David Greggains
Chairman and President *Vice President* *Secretary and Treasurer*

DSL FORUM FINANCIAL REPORT

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

Statement of Unrestricted Revenues, Expenses & Change in Membership Equity:

December 31	2001	2002
Unrestricted Revenues:		
Membership Fees	\$1,473,750	\$968,750
Meeting Observer Fees	\$307,203	\$248,666
Sponsorship Revenues	\$2,249,514	\$349,965
Interest	\$79,399	\$20,554
Dividend Income	\$2,861	\$684
Other	\$6,868	\$610
	\$4,299,595	\$1,589,229
Unrestricted Expenses:		
Management Fees	\$481,701	\$439,175
Sales & Marketing	\$623,612	\$468,302
Consulting & Professional Fees	\$262,115	\$94,200
Meetings & Trade Shows	\$2,800,179	\$936,915
General & Administrative	\$205,369	\$102,160
	\$4,372,976	\$2,040,752
Increase in Unrestricted Membership Equity	(73,381)	(451,523)
Unrestricted Membership Equity, January 1st	\$1,474,665	\$1,401,284
Unrestricted Membership Equity, December 31st	\$1,401,284	\$949,761

Statement of Financial Position:

December 31	2001	2002
Assets		
Cash & Investment	\$1,594,599	\$1,346,506
Prepaid Expenses	\$198,825	\$5,000
Total Assets	\$1,793,424	\$1,351,506
Liabilities & Membership Equity		
Liabilities:		
Accounts Payable	\$89,890	\$84,695
Deferred Membership Fee Revenue	\$302,250	\$317,050
Total Liabilities	\$392,140	\$401,745
Membership Equity – Unrestricted	\$1,401,284	\$949,761
Total Liabilities & Membership Equity	\$1,793,424	\$1,351,506

PRINCIPAL MEMBERSHIP

2Wire
 Abocom
 ACACIA
 Acterna
 Actiontec Electronics
 ADC Telecommunications
 Admit Systems
 ADTRAN
 Advanced Fibre Communications
 Advanced TelCom Group
 Aethra
 Agilent Technologies
 Alcatel
 Allied Data Technologies
 Ambit Microsystems
 Analog Devices
 ARESCOM, INC.
 Ascom Transmission, Ltd.
 Askey Computer
 Aspex Technology
 AT&T Laboratories
 Avail Networks
 AVM
 Aware
 Aztech Systems
 Bel Fuse
 Belgacom
 Bell Canada
 BellSouth Telecommunications
 BRECIS Communications
 Broadcom
 Broadframe Corporation
 BroadJump
 BroadMAX Technologies
 Broadxent
 BT
 Bulldog Communications
 Calix Networks
 Catena Networks
 Centillium Communications

CETECOM ICT Services
 Chaos Telecom
 Chunghwa Telecom Labs
 Cisco Systems
 Communications Standards Review
 Comtest Networks
 Comtrend
 Conexant
 Conklin Corporation
 Consultronics
 Copper Mountain Networks
 Corecess
 CoSine Communications
 Covad Communications
 CSI/Suttle Apparatus
 D-Link
 Data Connection
 Deutsche Telekom
 DSLB it Hantro Oy
 EarthLink, Inc.
 East by North
 ECI Telecom
 Elisa Communications
 Ericsson
 Excelsus Technologies
 France Telecom
 Fraunhofer-ESK
 Fujitsu
 Garnet Systems Co.
 Gatespace AB
 General Bandwidth
 GlobespanVirata
 Gorham & Partners, Ltd.
 Harris Corporation
 Hellenic Telecommunications Organization
 HyperEdge Corporation
 Ikanos Communications
 Infineon Technologies
 Integrated Telecom Express, Inc.
 Intel
 IPM Datacom

Ishoni Networks
 Iskratel
 ITRI
 Jetstream Communications
 Ki Consulting & Solutions
 KTL
 L.E.A.
 Lattelekom SIA
 LSI Logic
 Lucent Technologies
 Marconi Communications
 Matsushita Electric
 Metalink
 Metro-OptiX
 Microsoft Corporation
 Mitel Networks
 Motive Communications
 Motorola
 NEC
 Net.com
 Net to Net Technologies
 Netopia
 Nexans
 Next Level Communications
 NHC Communications
 Nokia
 Nortel Networks
 NTT Corporation
 Occam Networks
 OKI Electric Industry
 Paradyne
 Pedestal Networks
 PMC Sierra
 Polycom Inc.
 Pulsent Corporation
 Quante AG
 Qwest Communications
 RAD Data Communications
 Samsung
 Santera Systems
 Sasken Communication Technologies

SBC
 Schmid Telecommunication
 Siemens
 Silicom
 Sonera Corporation
 Spirent Communications
 Sprint
 STMicroelectronics
 Sumida
 Sumitomo Electric Industries
 Sun Microsystems
 Symmetricom
 Telcordia Technologies
 Tele Danmark
 Telebyte
 TeleChoice

Telecom Italia
 Telefonica Investigacion y Desarrollo
 Telekom Austria
 Telia AB
 Telindus
 Tellabs
 Telrad
 Teradyne
 Texas Instruments
 Thomson Multimedia
 Tollgrade Communications
 Toshiba Corporation
 Turnstone Systems
 Tut Systems
 TUV Rheinland of N.A.
 Uniden America Corporation

Valo Systems
 Verilink
 Verizon
 VideoTele.com
 Virtual Access
 VoicePump
 Voyan Technology
 Westell
 Wilcom
 Wind River Systems
 WorldCom
 XAVI Technologies
 Zhong Technologies
 Zyxel Communications

AUDITING CLASS

3Com
 4i2i
 AccFast Technology Corp.
 Aeta.com
 Angeles Design Systems, Inc.
 Atech Technology Co.
 Best Data Products
 BI Technologies
 Carrier Access Corporation
 Castlenet Technology
 Celsian Technologies
 Centre for Development of Telematic
 Cesky Telecom
 CoEv, Inc.
 Communications Test Design
 Croatian Telecom
 Delta Networks
 DTI
 ELCON Systemtechnik

ETI
 Exigen Group
 Future Communications Software
 Hewlett Packard
 Hyundai Electronics
 Inventel
 Kinpo Electronics
 Korea Telecom
 KPN Telecom
 KYE Systems
 Lake Communications
 Linksys
 Maxxio Technologies
 MDS Gateways
 MMG - North America
 MTnet
 Netergy Networks
 NextGenTel
 Optimal Communications LTD

Pacific Century Cyberworks
 Partner Voxtream
 Prestolite Wire/Krone
 Professional Multimedia Network Systems GmbH
 Realtek Semiconductors
 RIT Technologies
 Sagem Group
 SELTA SpA
 Serconet
 SmartLink Technologies
 Teldat
 Telefonica CTC Chile
 Tenovis GmbH & Co. KG
 US Robotics
 Vitria Technology
 Vogt electronics AG
 Yokogawa Electric Corporation
 ZTE Corporation

ASSOCIATE CLASS

Communication Authority
 Copper Development Assoc.

International Engineering Consortium
 OPASTCO

University of New Hampshire

COMPLETE LISTING OF TECHNICAL REPORTS BY APPROVAL QUARTER

By Rome, Italy (March 4-8, 2002)

TR-045	Testing & Interoperability	PPP Static Interoperability Testing
TR-046	Auto-Configuration	Auto-Configuration: Architecture & Framework
TR-047	Operations and Network Management	DSL Service Flow-Through Fulfillment Management Interface

By Chicago, IL (May 20-24, 2002)

TR-048	Testing & Interoperability	ADSL Interoperability Test Plan
TR-049	Testing & Interoperability	VoDSL Interoperability Test Plan
TR-050	Operations and Network Management	CORBA v2 for ADSL EMS-NMS Interface
TR-051	Operations and Network Management	DSL Specific Conventions for the ITU-T Q.822.1 Performance Management Bulk Data File Structure

By London, UK (August 26-29, 2002)

TR-052	Operations and Network Management	DSL Service Flow-Through Fulfillment Management Interface Addendum (DSL Anywhere)
TR-053	Operations and Network Management	DSL Service Flow-Through Scenarios
TR-054	Operations and Network Management	DSL Service Flow-Through Fulfillment Management Overview

DSL FORUM STAFF INFORMATION

NAME	TITLE	PHONE NUMBER	EMAIL	ROLE
Laurie Gonzalez	Marketing Director & Vendor Relations Manager	+1.770.761.9300	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.
DSL FORUM SECRETARIAT				
Karen Moore	Executive Director	+1.510.608.5921	kmoore@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 activities and manages the Secretariat's staff supporting those committees.
Erica Katz	Project Manager	+1.510.608.5909	ekatz@dslforum.org	The Project Manager 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, coordinates all logistics related to the quarterly Summit program, manages the technical document and ballot process and handles all Forum sponsorship opportunities.
Debbie Hetland	Senior Coordinator	+1.510.608.5907	dhetland@dslforum.org	The Senior 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. She also handles specific projects supporting both the technical and marketing committees and produces the quarterly newsletter.
DSL FORUM PR REPRESENTATIVES				
Carol Friend	Public Relations Representative Europe and Asia Pacific	+44.20.7323.1587	dslforum@pielleconsulting.com	Pielle Consulting provides PR support for the Forum in Europe and Asia.
Kristi Kosloske	Public Relations Representative The Americas	+1.773.755.2012	dslforum@hotpress.com	Hot Off The Presses provides PR support for the Americas.

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