Dear Broadband Forum colleague,

Engineering smarter and faster networks to meet the requirements of the industry, the Broadband Forum continues to be THE place companies focus their time, talents and resources to ensure global broadband standards keep pace with market demand. Staying active in the Forum is an important way for companies to stay on top of broadband developments, to benefit from early knowledge and collaboration on industry best practices while influencing the major technology trends. The Broadband Forum charts the future of communication networks, which are improving lifestyles throughout the world.

We accomplished so much this year the highlights being:

✔ expanding our Certification Program to address G-PON equipment,
✔ publishing IPv6 integration and migration tools,
✔ providing new measures to ensure DSL Quality Management (DQM),
✔ evolving device management specifications (TR-069) for easier implementation and broader application,
✔ establishing the converged network specifications to facilitate MPLS support of LTE.

We exceeded threefold our goal for reaching the number of publications worldwide with our marketing and educated our industry more effectively than ever with timely and valuable tutorials, online education and white papers.

Through our effective collaboration with other standards bodies we play a central role in the eco-system of standards organizations, driving industry advancement and acting as a catalyst to spur deployments around the world. Thank you for your support and utilization of the Broadband Forum's work - our goal truly is to empower the broadband industry to advance and prosper in 2012.

Sincerely,

Tom Starr
Chairman
The Broadband Forum
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Board of Directors

Chairman
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AT&T

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Kevin Foster
BT

Vice President
Marcin
Drzymala
Telekomunikacja Polska

Vice President
Andrew G. Malis
Verizon Communications

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Alcatel-Lucent

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David Sinicrope
Ericsson

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Robin Mersh
Broadband Forum

Board Member
Peter Adams
ADTRAN

Board Member
Greg Bathrick
PMC-Sierra

Board Member
Les Brown
Lantiq

Board Member
Christophe Alter
France Telecom

Board Member
Sultan Dawood
Cisco Systems

Board Member
George Dobrowski
Huawei Technologies

Board Member
Mauro Tiloca
Telecom Italia

Board Member
Mauro Tiloca
Telecom Italia
## Committee Leadership

The work of the Broadband Forum is performed under two main working committees, the Technical Committee and the Marketing Committee and a special advisory group, the Service Provider Action Council (SPAC).

### TECHNICAL LEADERSHIP TEAM

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Committee Chair</td>
<td>Christophe Alter</td>
<td>France Telecom</td>
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<tr>
<td>Technical Committee Vice Chair</td>
<td>Frank Van der Putten</td>
<td>Alcatel-Lucent</td>
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<tr>
<td>Broadband Home Co-Chairs</td>
<td>Greg Bathrick, PMC-Sierra</td>
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<td></td>
<td>Jason Walls, QA Cafe</td>
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<tr>
<td>End-to-End Architecture Co-Chairs</td>
<td>David Thorne, BT</td>
<td>BT</td>
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<td></td>
<td>David Allan, Ericsson</td>
<td>Ericsson</td>
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<td>Fiber Access Network Co-Chairs</td>
<td>Regis Coat, France Telecom</td>
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<td></td>
<td>Alessandro Capurso, Telecom Italia</td>
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<td>IP/MPLS &amp; Core Chair</td>
<td>Rao Cherukuri, Juniper Networks</td>
<td></td>
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<td>IP/MPLS &amp; Core, Applications &amp; Deployment Vice Chair</td>
<td>David Sinicrope, Ericsson</td>
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<tr>
<td>IP/MPLS &amp; Core, Certification Vice Chair</td>
<td>Drew A. Rexrode II, Verizon Communications</td>
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<td>Les Brown, Lantiq</td>
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<tr>
<td>Metallic Transmission Vice Chairs</td>
<td>Lincoln Lavoie, UNH InterOperability Laboratory</td>
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<td></td>
<td>Massimo Sorbara, Ikanos Communications</td>
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<td>Operations &amp; Network Management Chair</td>
<td>Peter Adams, ADTRAN</td>
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<tr>
<td>Chief Editor</td>
<td>Michael Hanrahan, Huawei Technologies</td>
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### MARKETING LEADERSHIP TEAM

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<td>Yue Chen</td>
<td>Juniper Networks</td>
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<tr>
<td>Marketing Committee Vice Chair</td>
<td>Sultan Dawood, Cisco Systems</td>
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<td>Chair of International Development</td>
<td>Nikhil Shah, Juniper Networks</td>
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<td>Vanessa Nakamura, Nokia Siemens Networks</td>
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<tr>
<td>Best Practices/Summit/BoF Chair</td>
<td>Dov Zimring, Google, Inc.</td>
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<td>Vanessa Nakamura, Nokia Siemens Networks</td>
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<td>Content Development – Tutorials Chair</td>
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### SERVICE PROVIDER ACTION COUNCIL

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<tr>
<td>SPAC Co-Chairs</td>
<td>Drew A. Rexrode II, Verizon Communications</td>
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<td></td>
<td>Mauro Tilocca, Telecom Italia</td>
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Strategic Initiatives

In 2010 the Board of Directors determined that an end-to-end approach to broadband was required to ensure we provide the full scope of specifications needed for the industry to take broadband to the next level. In 2011, that approach was implemented across all working groups of the Forum.

Three Strategic Focus areas were identified by the Board:

- **Green**, including energy efficiency measures and tools as well as management solutions for metering/monitoring consumption (traversing all Forum work)
- **Broadband Convergence**, looking at Fixed Networks in combination with Mobile Networks from an architecture, management, backhaul and service assurance perspective
- **Business Services**, exploring the value add role of the Broadband Forum in this new field, which includes machine-to-machine, Cloud and Data Center support

Oversight Committees are in place to catalyze these key areas of work. The progress made around these strategic initiatives and the full range of Forum work is detailed in the sections that follow.

Service Provider Action Council (SPAC) Activities

The Service Provider Action Council (SPAC) brings the service provider community together to guarantee the Broadband Forum has continuous guidance on service requirements and technical evolution. This engagement of Service Providers guarantees market relevance and timely specification delivery. At each meeting in 2011, the SPAC attendance averaged more than 50 attendees from over 15 service provider companies.

Topics in 2011 Included:

- Broadband Forum Role in Leading Innovation
- BBF G-PON Certification Program- Meeting Service Provider Requirements
- Report on TR-069 Utilization & Future
- Service Provider Input into FSAN IOP Test Event
- IPv6 Day & BBF Engagement
- Board Strategy Outcomes and Impacts on SPAC
- TR-069/UPnP Proxy Management
- OD-263 Operators requirements for FTTdP scenarios and ITU-T G.fast
- OD-264 Operators requirements for VDSL2 Low Power Modes
- WT-124i3 Survey on Residential/Broadband Gateway Functionality
- Access Trunk Use and Capacity Framework
- Network Located Residential Gateways
- Feedback on joint 3GPP/BBF workshop
- Service Provider Requirements for Energy Efficient G-PON
**Technical Committee Achievements**

In 2011, our workload was immense as we covered almost 1600 contributions; quite an increase from previous years. The working groups progressed 73 working texts (WTs) and 18 technical reports (TRs) were approved. Following the Board’s strategic directive, each working group prioritized their workload to ensure that key G-PON, IPv6, MPLS, VDSL2, DQM and remote management work moved forward quickly. New work also began in the areas of Connected Home and Business Broadband management solutions.

The Broadband Forum packages technical reports into distinct BroadbandSuite Releases that provide a roadmap of broadband solutions. Each new release builds on the platform of the former releases. Ultimately, the release program offers the industry a toolkit for broadband deployment.

Great progress was made as the **BroadbandSuite 4.0, 4.1 and 5.0 were released** in 2011. These releases provide important solution sets for the industry.

- **BroadbandSuite 4.0** provides integration and migration solutions for network and management support of the new addressing protocol – IPv6
- **BroadbandSuite 4.1** offers tools and techniques for enhancing service delivery and support of the Connected Home
- **BroadbandSuite 5.0** provides the architecture, management and testing tools needed to ensure interoperability in PON deployments

### BROADBAND SUITE 4.0

<table>
<thead>
<tr>
<th>MANAGEMENT R4.0</th>
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<th>USER R4.0</th>
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<tr>
<td>TR-187: IPv6 for PPP</td>
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<td>MR-244: IPv6 Tutorial</td>
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### BROADBAND SUITE 4.1

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<td><strong>TR-252</strong>: xDSL Protocol-Independent Management Model</td>
<td>TR-127 Issue 2: Dynamic testing of splitters and in-line filters with xDSL transceivers</td>
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<td>TR-198: DSL Quality Suite</td>
<td>TR-138: Validation of G.997.1 Parameters</td>
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### BROADBAND SUITE 5.0

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<td>TR-167: G-PON fed TR-101 Ethernet Access Node</td>
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<td>TR-200: Using EPON in the context of TR-101</td>
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<td>MR-185: Next Generation Broadband Access</td>
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<td>MR-229: Leveraging Standards for Next Generation Broadband Wholesale Access</td>
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<td>MR-246: G-PON Tutorial</td>
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<tr>
<td><strong>TR-247</strong>: G-PON ONU Abstract Test Plan</td>
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<tr>
<td><em>Members Only</em>: OD-247: G-PON ONU Conformance Test Plan</td>
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“IPv6 represents the future of the Internet and the Broadband Forum’s work on standards and specifications is a great enabler. Working with the Broadband Forum allows us to ensure that our Certification Program meets the needs of the industry.”

Latif Ladid, President
IPv6 Forum
Technical Committee Achievements  (Continued from page 5)

Working Group Progress

In the End-to-End Architecture Working Group, the team focused on interface definitions and nodal functional requirements from Customer Premises Equipment (CPE) through Access Node, aggregation network and Broadband Network Gateway (BNG), to peering interfaces with network and application service providers. Focusing on end-to-end service delivery across this domain, the majority of the work of this group centered on developing network options for enabling IPv6 integration and migration, establishing next generation fixed and 3GPP wireless interworking specifications and developing the technical specifications that will make up the Multi-service Network Architecture release scheduled for publication in 2012.

The IP/MPLS & Core Working Group focused this year on finalizing an important mobile backhaul specification, which provides transition and migration strategies to address the 4G/LTE opportunity. The group addressed ways for IP/MPLS technology in a converged network architecture to facilitate deployment of IP, Ethernet, ATM and TDM services, thereby providing the capability to address multiple applications such as mobile backhaul, Cloud, and Data Center support.

Development of abstract test suites for ATM over MPLS continued and new work to address Ethernet over MPLS began in 2011. New work was also launched to extend MPLS into the Access Aggregation realm and Carrier Ethernet Networks. The group worked closely with the Marketing Committee to develop a series of MPLS oriented tutorials and white papers.

The Fiber Access Network Working Group was very active in the development of the abstract test plan and detailed conformance test plans for the new Broadband Forum G-PON ONU Certification Program, which was a huge and valuable undertaking for the industry. Working with FSAN, the team held a number of joint Plugfest events, progressing new module and XG-PON1 testing. The group also worked to develop energy consumption targets for fiber equipment in association with the European Union’s JRC who are responsible for the Broadband Equipment Code of Conduct on energy consumption.

In the Metallic Transmission Working Group, the focus was on developing functional and performance test plans for cross-vendor interoperability of broadband transmission technologies that use metallic media. This includes all types of standardized DSL technology operating over twisted copper pairs and home-networking technologies that use copper-pairs, power lines or coaxial media, such as G.hn. Energy efficient network considerations were also addressed, with new efforts on defining usage requirements for VDSL2 Low Power Mode and providing detailed input to the European Union’s Broadband Equipment Code of Conduct on energy consumption.

In 2011, the VDSL2 test suite continued to evolve. Plugfests were a critical part of progressing this work and over the year there was one VDSL2 Chipset Interoperability Event and two VDSL2 System Integrator Events. New work was also launched in regards to multi-line systems (including bonding and vectoring), and splitter testing. Work on test requirements and conformance tests for G.hn, in association with the HomeGrid Forum, is planned to happen in 2012.

In the BroadbandHome™ Working Group, updating the TR-069 family of specifications to be a software module management tool instead of a device management tool was a key shift to developing a more robust and expansive management protocol. Software module and proxy management unlocked the door to a more responsive management platform for machine-to-machine applications, hybrid device and user software download support. Moving the family of specifications to an XML format also meant easier provider implementations and enabled more robust interoperability. Work also progressed on TR-069 conformance, and in 2012, TR-069 testing will mature to offer official device conformance certification as part of the Broadband Forum Certification Program.

In the Operations & Network Management Working Group, guidelines are developed for operational, network management, and process aspects of broadband access networks. One key focus in 2011 was on DSL Quality Management (DQM), for which the requirements for an innovative Data Collection Function have been released. This includes a suite of test methodologies to test it, work on the description of DQM techniques progressed as well as provide operational best practices for service assurance, trouble-shooting and equipment configuration (e.g. DSL profiles). The team also worked on element manager functionality, interfaces and associated management model definition. In support of green concerns, consideration was also given to the energy efficiency aspects of network operating paradigms, facilitated by appropriate network management.

“In the face of growing demand for bandwidth and quality of service from our users, we have been a keen participant in the development of the Broadband Forum’s new technical specifications. We hope to closely engage with members and partners regarding TR-221 to achieve a scalable, easy-to-manage and cost-effective mobile backhaul architecture that delivers services rapidly, economically and with quality to our mobile customers.”

Ihab Tarazi, VP Global Network Planning
Verizon Communications
**2011 Technical Reports**

The Technical Committee was incredibly prolific in 2011. The deliverables ranged from market driven updates to existing specifications to new work. Below is the list of Technical Reports produced in 2011:

<table>
<thead>
<tr>
<th>TR #</th>
<th>TITLE</th>
<th>RELEASE DATE</th>
<th>WORKING GROUP</th>
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<tr>
<td>TR-115</td>
<td>VDSL2 Functionality Test Plan</td>
<td>February 2011</td>
<td>Metallic Transmission</td>
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<td>TR-181</td>
<td>Device Data Model for TR-069</td>
<td>February 2011</td>
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<tr>
<td>TR-105</td>
<td>ADSL2/2plus Functionality Test Plan</td>
<td>May 2011</td>
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<td>TR-127</td>
<td>Dynamic Testing of Splitters and In-Line Filters with xDSL Transceivers</td>
<td>May 2011</td>
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<td>TR-155</td>
<td>G-PON ONU requirements for CPE</td>
<td>May 2011</td>
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<td>TR-196</td>
<td>Femto Access Point Service Data Model</td>
<td>May 2011</td>
<td>BroadbandHome</td>
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<td>TR-106</td>
<td>Data Model Template for TR-069-Enabled Devices</td>
<td>July 2011</td>
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<td>TR-069</td>
<td>CPE WAN Management Protocol</td>
<td>July 2011</td>
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<td>TR-101</td>
<td>Migration to Ethernet-Based Broadband Aggregation</td>
<td>July 2011</td>
<td>End to End Architecture</td>
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<td>TR-221</td>
<td>Technical Specifications for MPLS in Mobile Backhaul Networks</td>
<td>October 2011</td>
<td>IP/MPLS &amp; Core</td>
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<td>TR-105</td>
<td>ADSL2/ADSL2plus Functionality Test Plan</td>
<td>November 2011</td>
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<td>TR-157</td>
<td>Component Objects for CWMP</td>
<td>November 2011</td>
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<td>TR-262</td>
<td>Femto Component Objects</td>
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<td>TR-196</td>
<td>Femto Access Point Service Data Model</td>
<td>November 2011</td>
<td>BroadbandHome</td>
</tr>
</tbody>
</table>

**Technical Plans for 2012**

Moving forward, there are some significant areas of development on the roadmap:

- Our Broadband Forum Certification Program will grow with --
  - G-PON certification options including additional modules for ONUs, and XG-PON1
  - MMBI certification option for Ethernet Services over MPLS
  - New TR-069 CWMP Conformance Program launching
- End-to-End Multi-service Network Architecture work will progress
- Work on MPLS in Carrier Ethernet Networks, as well as new MPLS in Mobile Backhaul Initiative (MMBI) developments, including energy efficient mobile backhaul
- Network interworking and convergence work in collaboration with 3GPP will continue
- DSL testing including bonding, vectoring, G.fast requirements and DQM measures will continue
- Home networking support will continue with test suite development for G.hn progressing, and new splitter and IPTV home wiring best practices released
- Continued development (in close association with the TMF and other SDOs) of access node management models and interface specifications

We can expect new work to launch around Business Services and machine-to-machine (M2M) requirements as well. The work of the Broadband Forum is truly providing a solid basis for industry adoption of a robust remote management protocol, high quality and high speed broadband options and progress towards converged broadband network solutions. In all, 2012 promises to be another very busy and productive year.
Technical Committee Achievements  (Continued from page 7)

Liaison Program
The last year witnessed unprecedented levels of activity between the Broadband Forum and our liaison partners around the world, as the Broadband Forum has delivered major pieces of work and developed our industry relationships. We received 83 incoming liaisons and sent out 86 liaisons to 29 different groups in 2011, as well as holding workshops with partners 3GPP and ETSI on key projects. We liaise our work around the world and as our scope of work has grown to address fiber technologies, business services, mobility and home networking requirements, the number of active partners has grown.

"Collaboration with key organizations has been important this year and has really helped the industry align and address the main issues we all face."
Robin Mersh, CEO
The Broadband Forum

Liaison Officers

<table>
<thead>
<tr>
<th>PARTNER ORGANIZATION</th>
<th>TYPE</th>
<th>BBF LIAISON OFFICER</th>
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<tbody>
<tr>
<td>3GPP</td>
<td>Collaboration</td>
<td>Jaume Rius i Riu, Ericsson</td>
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<tr>
<td>3GPP2</td>
<td>Liaison</td>
<td>Doug Knisely, Qualcomm</td>
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<td>Alliance for Telecommunications Industry Solutions (ATIS)</td>
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<td>European Telecommunications Standards Institute (ETSI)</td>
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<td>Olivier Van de Wiel, Broadcom Corporation, Pace</td>
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<td>Home Gateway Initiative (HGI)</td>
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<tr>
<td>Internet Engineering Task Force (IETF)</td>
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<td>Andrew G. Malis, Verizon Communications, Ericsson</td>
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<td>International Telecommunication Union (ITU-T)</td>
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<td>Tom Starr, AT&amp;T (WP1/15), David Sinclair, Ericsson, Pace</td>
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<td>ISO/IEC JTC1</td>
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<td>MultiService Forum (MSF)</td>
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Robin Mersh
Chief Executive Officer
The Broadband Forum
Marketing Committee Achievements

In 2011, the Marketing Committee embraced its role as a catalyst to our industry; deploying resources to educate, liaise and promote new options and solutions, while championing new industry standards and cooperation, and expediting broadband growth. Through Strategic Communications, International Development and Marketing Communication, the team developed a valuable new library of white papers, tutorials, collateral and videos to assist in education and membership outreach efforts.

With this new focus, two new white papers and three new tutorials were developed and released to great industry response:

- MR-235 White Paper: Considerations in Broadband Architecture Moving to FMC
- MR-239 White Paper: Broadband Forum Value Proposition for Connected Home
- MR-245 Tutorial: MPLS-TP in Multi-Service Packet Network Deployments
- MR-275 Tutorial: Data Center Interconnection
- MR-244 Tutorial: IPv6 in Broadband Networks

White papers, once approved, are available to the public free of charge, and in 2011, the marketing team reached out to service provider organizations, such as OPASTCO, CABA, and SCTE, to add the reports to their libraries as well as providing them to online publications for their readers. New tutorials on the other hand, are only available to member company employees via the Forum’s private website, and are presented at strategic events, regulatory body meetings and private companies through our education program. We were very pleased in 2011 to be invited to present to the United States Federal Communication Commission (FCC) a series of these tutorials covering MPLS, IPv6 and G-PON.

Summit and Best Practices

The Summit and Best Practices committee focuses on securing high-level informative keynotes and birds of a feather panels for the Forum’s quarterly meetings. The list of speakers and topics for the 2011 quarterly meetings is listed below:

<table>
<thead>
<tr>
<th>MEETING</th>
<th>KEYNOTE</th>
<th>BIRDS OF A FEATHER PANELS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 Meeting –</td>
<td>Azhar Sayeed, Director Solutions Engineering, Cisco Systems</td>
<td>“50 Billion Devices – Impact on the Network”</td>
</tr>
<tr>
<td>Boston, USA</td>
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<tr>
<td>Berlin, Germany</td>
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<tr>
<td>Q3 Meeting –</td>
<td>Mr. Wei Leping, Chairman of the China Telecom Science and Technology Commission</td>
<td>“Top Notch Customer Experience – An Optical Dream?”</td>
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<tr>
<td>Shanghai, China</td>
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<tr>
<td>Q4 Meeting –</td>
<td>Doug Webster, Senior Director of Global Marketing, Cisco Systems</td>
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<tr>
<td>Marina del Rey, USA</td>
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</tr>
</tbody>
</table>

2011 Events

Marketing Communications continued the work focused on promotion vehicles, such as tradeshows, conference appearances, press and analyst relations and enhanced web presence.

We maximized education and exposure by coupling conference speaking opportunities with educational booths at key tradeshows around the world. The results were excellent; increasing awareness of the Forum’s work, stimulating new membership growth and increasing liaison interest and activity. Moreover, these events enhanced the Forum’s press and analyst outreach programs by enabling us to schedule face-to-face interviews and press conferences with key industry media and analysts.
Marketing Committee Achievements  (Continued from page 9)

2011 Educational Booth schedule:

<table>
<thead>
<tr>
<th>EVENT</th>
<th>LOCATION</th>
<th>DATE</th>
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</thead>
<tbody>
<tr>
<td>MPLS &amp; Ethernet World Congress</td>
<td>Paris, France</td>
<td>February 9 - 12, 2011</td>
</tr>
<tr>
<td>Packet Optical Transport Networking</td>
<td>Paris, France</td>
<td>May 23 - 25, 2011</td>
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<tr>
<td>CommunicAsia</td>
<td>Singapore</td>
<td>June 21 - 24, 2011</td>
</tr>
<tr>
<td>Broadband World Forum Europe</td>
<td>Paris, France</td>
<td>September 27 - 29, 2011</td>
</tr>
<tr>
<td>ITU Telecom World</td>
<td>Geneva, Switzerland</td>
<td>October 24 - 27, 2011</td>
</tr>
</tbody>
</table>

International Development

One of the key goals of the Forum marketing team is to empower growth markets with as much information, best practices and tools available to help them expedite and build their networks on a strong standards platform. In 2011, the key markets that the team focused on were Russia, India and growth countries in Asia. We addressed these markets through one-on-one executive meetings, tradeshows, regional bylines and advertising. This effort will continue in 2012 and will expand to incorporate additional countries of focus (adding Brazil to our outreach), along with more appearances and new Forum appointed Regional Directors to target these focus areas.

Ambassadors

The Ambassador committee continued to educate the marketplace about new technical solutions and inform them about the work of the Broadband Forum. The Ambassadors who are Broadband Forum subject matter experts, participated in speaking opportunities that showcased the Forum’s work and new specifications. With 4 new Ambassadors added in 2011, the education efforts were truly global, and in 2011 there were 23 presentations made throughout the world.

Special thanks to our 2011 active ambassadors who spoke at the following events:

- David Sinicrope, Doug Hunt, Nurit Sprecher & Luyuan Fang at MPLS & Ethernet World Congress - February 2011
- David Kessens & Guillaume Gottardi at V6 World Congress - February 2011
- Robin Mersh at Convergence India 2011 - March 2011
- Laurie Adams de Sá at IP&TV World Forum - February 2011
- Nikhil Shah at Mobile Backhaul Asia 2011 - March 2011
- Robin Mersh at Carriers World Asia 2011 - March 2011
- Robin Mersh at Broadband World Forum MEA 2011 - March 2011
- Nurit Sprecher & Vanessa Nacamura at Packet Transport Networks - April 2011
- Robin Mersh at FTTx Summit Europe - April 2011
- Robin Mersh, Tom Starr & Mauro Tilocca at DSL Access without Barriers - May 2011
- Peter Macaulay at Broadband World Forum Asia - May 2011
- Jaume Rius i Riu at Next Gen TV - May 2011
- Robin Mersh at CommunicAsia - June 2011
- Ole Troan at IPv6 World Congress - June 2011
- Robin Mersh at FTTX & Next Generation Access - June 2011
- Robin Mersh at Broadband World Forum 2011 - September 2011
- Yves Hertoghs and Yakov Rekhter at MPLS 2011- October 2011
- Robin Mersh at ITU Telecom World 2011 - October 2011
- Nikhil Shah at Broadband Tech India 2011 - November 2011
- Peter Macaulay at FTTH Council Asia - November 2011
- Robin Mersh at Broadband Russia Forum 2011 - November 2011
- George Dobrowski, Christophe Alter, and Greg Bathrick at IEEE Globecom 2011 - December 2011
Marketing Committee Achievements  (Continued from page 10)

Public Relations

The Public Relations team had a tremendous amount of solid news to report in 2011, spanning from our various BroadbandSuite releases to Broadband/IPTV Growth Milestones to the launch of our G-PON ONU Certification Program.

Below are the headlines from 2011:

• Broadband Subscription Reached 509 Million Lines Worldwide as IPTV Passes 40 Million Subscriber Milestone - January 6, 2011
• Broadband Forum Provides a Strong Start to the New Year with a New President and Continued Drive on IPv6, PON, MPLS, Connected Home and Enterprise Services - March 16, 2011
• India in Top Three Countries for Global Broadband Growth - March 24, 2011
• HomeGrid Forum and Broadband Forum Announce First Open G.hn Chipset Interoperability Plugfest - May 17, 2011
• BroadbandSuite 4.1 Release Gives Providers Tools Necessary for Enhancing Service Delivery - May 24, 2011
• Broadband Forum and IPv6 Forum Work Together to Accelerate Global Activation of IPv6 - June 2, 2011
• G.hn Moves from Specification to Reality - June 7, 2011
• Fastest Global Broadband Growth Since 2009 - June 21, 2011
• IPTV Now Serves More Than 50 Million Customers Worldwide - September 27, 2011
• Broadband Forum CEO Robin Mersh among Power 100 in Telecoms Global Telecoms Business - November 24, 2011
• Another ONU added to growing list of Broadband Forum G-PON ONU Certification - December 1, 2011
• Broadband Forum Honors three of its Top Contributors Greg Bathrick and J. Rao Cherukuri named Distinguished Fellows, while Thomas Haag is inducted into the Forum’s Circle of Excellence. - December 15, 2011

With so many strong Broadband Forum news pieces, it was no surprise that our global coverage was triple that of past years. We also found more companies and other organizations reporting how they are aligned or engaged in Broadband Forum work- all great indications of the impact that the Forum is having on the industry.

Marketing Plans for 2012

As the Marketing Committee looks ahead to 2012, focus areas include:

• Promoting the next wave of BroadbandSuite releases; MPLS, multi-service Architecture, TR-069 Conformance and G-PON Certification related work
• Continuing to develop and promote our expanding library of white papers and tutorials
• Driving awareness of the continued advancements in DSL technology and options in broadband deployments, especially when paired with fiber in hybrid deployments
• Establishing awareness of our work related to broadband convergence and mobile backhaul
• Deploying our new video library and social media tools in support of TR education, tutorial promotion and press announcements

Continued byline and press outreach will ensure our work reaches the industry audience that we want to inform and empower. Efforts will continue to be made to place our white papers in external technology libraries and our tutorials in key conferences around the world to reach the highest number of potential beneficiaries.
The Broadband Forum has been at the forefront of many of the improvements happening in the broadband industry. Initially focused exclusively on DSL, the scope of that commitment extended with market demand to address DSL, fiber, MPLS, TR-069 and home networking related testing.

In 2011, the success of G-PON technologies took a significant step forward with the launch of the market’s first ever G-PON Certification Program. To help the industry expedite fiber network rollouts, this global G-PON ONU Certification program will pave the way for swift expansion of superfast broadband and the development of new technologies. It is based on test plans developed by the Broadband Forum and work undertaken jointly with FSAN (Full Service Access Network).

The BBF.247 certification program is open to G-PON ONU products with Ethernet interfaces and is based on the Broadband Forum’s OD-247 test plan. It tests conformance to TR-156 using OMCI as defined in the ITU G.988, which are the most critical standards to interoperable implementations. Additional test cases and modules for other configurations and functionalities will be added in the future.

In 2011, eight member companies’ products successfully passed the new Broadband Forum G-PON ONU Certification Program. These include:

- Alcatel-Lucent
- Broadlight
- Cambridge Industries Group Ltd.
- Huawei Technologies Co., Ltd.
- PMC-Sierra
- PT Inovação S.A.
- Tecom Co., Ltd.
- ZTE Corporation

For a complete list of certified products or to register for certification please see: http://www.broadband-forum.org/technical/test_cert_programs.

Testing and Certification Program

Since 1994, the Forum has had an objective to establish interoperability in the broadband marketplace. Initially focused exclusively on DSL, the scope of that commitment extended with market demand to address DSL, fiber, MPLS, TR-069 and home networking related testing.

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The Broadband Forum Membership and Operations

The Broadband Forum has been at the forefront of many of the improvements happening in the broadband industry. Despite the economic climate remaining challenging, our membership was again stable in 2011, and we added new service providers, as well as fiber and wireless focused members with our new efforts. Our regional base continues to align with the growing broadband markets, such as Asia. The graphs on the right show the diverse regional and industry segment breakdown.

As it is every year our focus in 2011 for Forum operations was to ensure continued member satisfaction, and that services were delivered efficiently and cost effectively. 2011 has seen continued success with key objectives met and best practices maintained.

The website continues to be enhanced with new online member tools and increased support for volunteer editors. This should facilitate easier interface with the contribution database and improve the workflow of the Forum.

In challenging economic times the Forum continues to strive for the utmost value for the investment our members make in standards. The Forum wants its members to continue to consider Forum membership the best value for money in the industry and will continue to maintain a lean and efficient structure.

New Project Process

A new project initiation process has been launched to better assess the drivers for new work proposals. In order to better structure the Forum’s work, ensure optimal coordination between all Working Groups and to better prioritize the work, members are encouraged to follow a standardized process when proposing new work items. This simple, yet effective process for starting new projects ensures maximum relevance and timeliness of our projects.
Member Recognition

In 2011 many of our members were recognized for their valuable contributions to the industry and specifically to the Broadband Forum. Below are the lists of awards and recipients. We thank each person and each company for their outstanding support.

**Distinguished Fellow**

The Distinguished Fellow title is bestowed by the Broadband Forum to exceptional individuals who have over time provided a major influence on the direction and success of broadband development. These are the key individuals who help the Forum chart new technology solutions, drive best practices to overcome deployment obstacles, and whose vision continues to inspire our industry's growth.

- J. Rao Cherukuri, Juniper Networks - Broadband Forum IP/MPLS & Core Working Group Chair
- Greg Bathrick, PMC-Sierra - Broadband Forum Board Member and BroadbandHome Working Group Co-Chair

**Leadership Award**

The Leadership award is given to outgoing, commendable Working Group Chairs or Board members. These individuals, who have dedicated their time and leadership ability to establishing our success, have gone above and beyond the call of duty within the Broadband Forum and we thank them for their service.

- Michel Borgne, France Telecom
- Lynn Merrill, OPASTCO

**Circle of Excellence**

The Broadband Forum recognizes the exceptional contributions of its members through the "Circle of Excellence" award which is awarded at our quarterly meetings. The recipients inducted into the Circle of Excellence are determined by membership nomination with selection based on leadership, diligence, or having provided a contribution that was foremost in advancing the Forum's mission.

- Thomas Haag, Deutsche Telekom
- Elisa Bellagamba, Ericsson
- Aleksandra Kozarev, Lantiq
- Nurit Sprecher, Nokia Siemens Networks
- Lincoln Lavoie, UNH InterOperability Lab

**Outstanding Contributor Award**

Once a year, at the Annual Meeting, the Outstanding Contributor awards are given to individuals who, during the previous year, went above and beyond the call of duty within the Forum Working Groups by making many contributions throughout the year as well as effectively moving the consensus process forward. Both the quantity and quality of the contributions are taken in to consideration. Awarded top contributors were:

- Herman Verbueken, Alcatel-Lucent
- Christopher Croot, BT
- Yves Hertoghs, Cisco Systems
- Thomas Haag, Deutsche Telekom
- Robert Frazier, Ericsson
- Alan Kavanagh, Ericsson
- John Blackford, Pace
- Lincoln Lavoie, UNH InterOperability Lab
Membership List
179 Total Members as of December 31, 2011

Principal Members (91)
- A1 Telekom Austria AG
- Actelis Networks
- Actontec Electronics
- ADTRAN
- ADVA Optical Networking Ltd
- Advanced Digital Broadcast S.A.
- Airvana, Inc.
- Alcatel-Lucent
- Allied Telesis
- AT&T
- Atheros Communications
- AVM
- Aware
- Belgacom
- Bell Canada
- Broadcom
- Broadlight
- BT
- Cable & Wireless Worldwide
- Calix Networks
- CenturyLink
- China Mobile Communications Corporation
- China Telecom
- Chungwha Telecom Labs
- Cisco Systems
- Consona Corporation
- Cortina Systems, Inc.
- Cyta
- D-Link
- Deutsche Telekom
- DISA
- DragonWave Inc.
- ECI Telecom
- Ericsson
- Fastweb SPA
- France Telecom
- Fujitsu
- Google, Inc.
- Hellenic Telecommunications Organization
- Hitachi Communication Technologies America
- Huawei Technologies Co., Ltd.
- Ikanos Communications
- Intel
- Iskratel
- Ixia
- JDSU
- Juniper Networks
- Keymile
- KPN
- Lantiq
- LSI Corporation
- Megapath Inc.
- Motorola Mobility
- National Broadband Network
- NEC
- Netgear
- Nokia Siemens Networks GmbH & Co. KG
- NTT Corporation
- Pace
- PMC-Sierra
- Portugal Telecom Inovação, SA
- Qualcomm Incorporated
- Qwest Communications
- RAD Data Communications
- Ralink Technology Corporation
- Sagem Communications
- Samsung Electronics Co., Ltd.
- Sigma Design
- Sky Network Services
- Softbank BB Corp.
- Spirent Communications
- Sumitomo Electric Industries
- Swisscom (Switzerland) Ltd.
- TDC A/S
- Technicolor
- Tekelec
- Telcordia Technologies
- Telecom Italia S.p.A
- Teledata Networks
- Telefónica Standards
- Telekomunikacja Polska S.A.
- Telenor
- TeliaSonera
- TELUS Communications, Inc.
- Tollgrade Communications
- TTNet A.S.
- Verizon Communications
- Vodaphone Group Services
- Westell
- Zarlink Semiconductor
- ZTE Corporation

Small Company Principal (36)
- 5V Technologies, Ltd.
- Alphion
- Applied Network Solutions, Inc.
- Asoka USA Corporation
- ASSIA Inc.
- Axiros
- BandWD
- Cambridge Industries Group Limited
- Ciminko
- ClearAccess, Inc.
- Dimark Technologies, Inc.
- EANTC
- East by North
- Fine Point
- Incognito Software
- Iometrix
- Iphotonix
- LAN
- Marben Products
- Metanoia Communications
- Mitsubishi Electric RCE France MT2
- Network Automation mxc AB
- Ping Communications
- Real Communications
- Sparnex Instruments
- Starbridge Networks, L.L.C.
- Tail-f Systems
- Tejas Networks
- Teleybyte, Inc.
- TRaC Global Ltd
- Tracespan Communications
- UNH InterOperability Lab
- Viagénie
- Wilcom
- Works Systems

Auditing (38)
- Agama Technologies
- AirTies
- Allied Data Technologies
- Arcadayn Technology Corp.
- Askey Computer
- Bouygues Telecom
- Comtrend Corporation
- Edimax Technology Co., Ltd
- EXFO
- Fiberhome Telecommunications Technologies Co., Ltd.
- Friendly Technology (FTL) Ltd.
- Gemtek Technology Co.
- Jungo
- KDDI R&D Laboratories, Inc.
- Mquadr.at
- Nemko AS
- OPT New Caledonia
- QA Café
- Rancore Technologies Pvt. Ltd.
- SaskTel
- SELEX ELSAG S.p.A
- ServComm Inc.
- Shenzhen Gongjin Electronics Co., Ltd.
- Singapore Telecommunications Limited
- SMC Networks
- Suttle
- Tecom Co., Ltd
- Telecom New Zealand
- Telekom Slovenia
- Telkom SA Ltd
- Telstra Corporation Ltd.
- Tilgin
- TP-Link
- Trasmode
- Triductor Technology
- Westermo
- Zhone Technologies
- Zyxel Communications

Associate (14)
- Alabama State University
- Anacom
- ETRI
- Fraunhofer Institute
- Fundacao CPqD
- ITRI
- Layer123
- National Exchange Carrier Association
- National Media and Infocommunications Authority
- Point Topic
- Research Institute of Telecommunications Transmission (RITT)
- Stanford University
- Tecnalia Research & Innovation
- TNO
Financial Report

Auditors John Waddell & Co, Certified Public Accountants, have audited the financial statements of the Broadband Forum. The following gives an overview over the key financial figures and indicators of the Broadband Forum.

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<th>STATEMENT OF FINANCIAL POSITION</th>
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<td>December 31</td>
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<tr>
<td><strong>Assets</strong></td>
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<tr>
<td>Cash</td>
</tr>
<tr>
<td>Temporary cash investments</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
</tr>
<tr>
<td>Accounts receivable</td>
</tr>
<tr>
<td>Prepaid expenses</td>
</tr>
<tr>
<td>Investments</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
</tr>
<tr>
<td>Accounts payable</td>
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<tr>
<td>Deferred membership dues</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
</tr>
<tr>
<td><strong>Net assets – unrestricted</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
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<table>
<thead>
<tr>
<th>STATEMENT OF ACTIVITIES</th>
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<tbody>
<tr>
<td>December 31</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
</tr>
<tr>
<td>Membership dues</td>
</tr>
<tr>
<td>Meetings</td>
</tr>
<tr>
<td>Sponsorship fees</td>
</tr>
<tr>
<td>Investment income</td>
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<tr>
<td>Other income</td>
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<tr>
<td><strong>Total Revenue</strong></td>
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<tr>
<td><strong>Expenses</strong></td>
</tr>
<tr>
<td>Meetings</td>
</tr>
<tr>
<td>Trade shows</td>
</tr>
<tr>
<td>Management fees</td>
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<tr>
<td>Marketing and public relations</td>
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<tr>
<td>General and administration</td>
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<tr>
<td>Technical committee</td>
</tr>
<tr>
<td>Strategic Initiatives</td>
</tr>
<tr>
<td>Miscellaneous/contingency</td>
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<tr>
<td><strong>Total Expenses</strong></td>
</tr>
<tr>
<td>Change in Net Assets</td>
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<tr>
<td><strong>Net Assets – Unrestricted</strong></td>
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<tr>
<td>Beginning of year</td>
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<tr>
<td>End of year</td>
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</table>
2012 Membership Levels

The Broadband Forum is an international non-profit industry association working cooperatively to develop the full potential of broadband. We forge a powerful alliance of service providers and companies from virtually every sector of communications, focused on engineering smarter and faster broadband connections. Our work defines best practices for global networks, enables service and content delivery, establishes technology migration strategies, engineers critical device & service management tools, and is key to redefining broadband.

Principal Membership - $ 10,950 US

- Attendance to all annual, general and committee meetings of the Forum
- One vote each on all Forum issues, technical reports, and marketing reports
- Access to all working documents, contributions, technical reports, and meeting minutes
- Eligibility to run for Board of Directors and Committee officer positions
- Eligibility to submit Technical Committee and Marketing Committee contributions
- Eligibility to take part in Forum testing events and programs (including those co-hosted with other organizations)
- Subscription to all Broadband Forum email mailing lists

Small Company Principal Membership - $ 5,250 US

- All the privileges listed above for a Principal Member

Note: In order to allow for a more cost-effective membership for medium-sized companies, the Board of Directors has decided to increase the annual revenue threshold for the Small Principal member category. Starting from 2012, this threshold is set at $20 million USD, which means Small Company Principal Members must have had annual revenues under $20 million USD in the previous year. They are required to submit a letter from their CEO stating this.

Auditing Membership - $ 4,250 US

- Attendance to all annual and general (i.e., Summit and Plenary) meetings of the Forum
- Access to all working documents, contributions, technical reports, tutorials and meeting minutes
- Subscription to all Broadband Forum email mailing lists
- Eligibility to take part in Forum testing events and programs (including those co-hosted with other organizations)
- Auditing members may NOT attend committee meetings (i.e., Technical and Marketing Working Group meetings) of the Forum and are NOT eligible to submit Technical Committee or Marketing Committee contributions or vote on Forum issues, technical reports or marketing reports

Associate Membership - $ 1,100 US

- Attendance to all annual, general and committee meetings of the Forum (but not eligible to vote)
- Access to all working documents, contributions, technical reports and meeting minutes
- Subscription to all Broadband Forum email mailing lists

Note: Associate Members must be not for profit or educational institutions. Institutions will be approved for membership annually by a majority vote of the Board of Directors.

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