



# TeleSoft



## NEWS

TELECOM DATACOM INTERNET

### SAVE THE DATES

TeleSoft's 3rd Annual  
Fun in the Sun  
June 15, 2-6 p.m.  
at the Hayes Mansion

TeleSoft Annual LP Meeting  
November 8-11

TeleSoft Christmas Party  
December 7

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### MARCH/APRIL 2001

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### A WORD FROM THE FIRM

Congratulations to VxTel and Calient! We are delighted that VxTel has signed a definitive agreement to be acquired by Intel for \$550 million. At the Optix 2001 Conference, Calient was one of 10 optical technology companies selected as "Investors' Choice" by Technologic Partners. According to Technologic Partners, these companies "demonstrate the exceptional promise of the industry." With all the recent negative economic news, it is worth noting the industry's recognition of the innovation and value being driven by these companies. For an overview of the current telecommunications environment, please note Chris LeBlanc's From the Front Lines feature article —"Telecommunications Investments: Rising Tide or Rough Waters?"—which reflects our cautious optimism in telecommunications tempered with a healthy dose of reality. Given the turmoil in the industry, there is sure to be some mortality in TeleSoft companies. However, I still believe in the fundamentals of the portfolio and the industry remains solid. We are also delighted to welcome Dr. Wolfgang Krause as managing director of TeleSoft Europe, headquartered in Munich.

**Arjun Gupta**



Calient's  
DiamondWave  
Optical CrossConnect



TELESOFT PORTFOLIO  
COMPANIES exhibiting at OFC 2001 in  
Anaheim were: Calient, Kymata, Lynx  
Photonic, Novalux, and Versatile.

# From the Front Lines

## Telecommunications Investments

### Rising Tide or Rough Waters?

In this issue of From the Front Lines, we will attempt to look at the current environment for investments in telecommunications. Despite the current lack of positive news, we believe the global outlook for investments telecommunications remains attractive as the industry rebuilds its infrastructure to support emerging network applications. This optimism is based on our belief that reasons for investing in telecommunications are still intact:

- Traffic demand will continue to grow as public networks support mainstream business processes and consumer applications.
- Bandwidth and networks services will continue to be more affordable due to competitive carrier dynamics and innovative technology solutions.
- The current infrastructure is inadequate to support future networking requirements, and the required rebuild will drive capital spending.
- The industry is still in the early stages of three major technology dislocations: the conver-

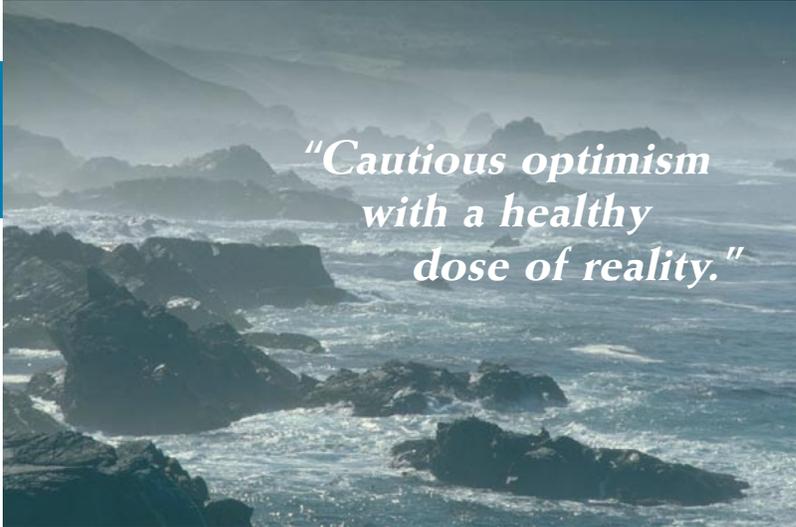
sion from circuit switched to packet based networks, the migration to a ubiquitous optical physical layer, and the emergence of pervasive wireless communications.

### Rough Waters and That Sinking Feeling

In 1999, investors were rewarded with stratospheric returns on investments in technology and telecommunications companies. The technology heavy NASDAQ index rose 86 percent in 1999, after a 40 percent gain in 1998. To quote Arjun, "Quite frankly this was absurd and not sustainable." After peaking in March 2000, the NASDAQ index gains were wiped out as it dropped below 1998's year-end level at 2200. Telecommunications-based investments generally held their value relative to the overall market until the fall of 2000,

when negative news burst valuations.

- In October, Nortel announced that its quarterly revenues will fall short of Wall Street projections, and Lucent lowered its earning guidance for the third time in a row.
- Copper Mountain's stock price in mid-July was \$125 per share, and the company was strongly positioned to provide CLECs with technology to capitalize on broadband access networks. Consequently, the stock has dropped below \$5 as a result of cash problems with many of its customers.
- AT&T, which will be breaking up into three separate companies, stated in January that its long-distance and dial-up business revenue will decline



*"Cautious optimism  
with a healthy  
dose of reality."*

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# From the Front Lines

## Telecommunications Investments

by a "mid- to high-teens" percentage in 2001. At the end of last year, WorldCom reduced its 2001 revenue projections from double-digit growth to 7 percent to 9 percent growth.

■ At the World Economic Forum in January, Cisco stated that smaller capital budgets for its main telecom customers were causing January's business to be "more challenging than we anticipated."

Several interrelated factors—

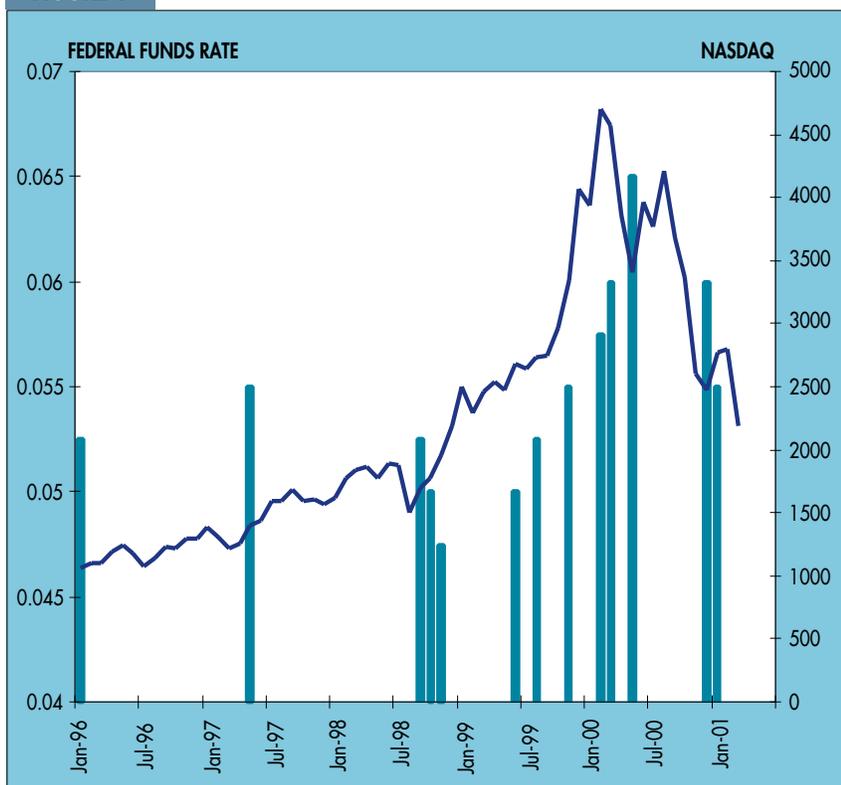
slower economic growth, irrational exuberance, tightening access to capital, and supply chains catching up to demand—contributed to the reversal in investment sentiment. In an effort to contain irrational exuberance (and control inflation), the Federal Reserve began raising the federal funds rate in the summer of 1999. This followed a series of rate reductions in the fall of 1998 that had helped launch the stock market to its highs. As shown in figure 1, the negative impact of the rate increases materialized in the first half of last year, dropping the NASDAQ

index sharply in reaction to slowing economic growth.

Slower economic growth came at a time when inventories were increasing to reduce lead times for scarce telecom systems and components. Carriers began to mention lower capital expenditure forecasts, which prodded investors to question whether the aggressive growth in demand for telecommunications equipment was sustainable.

All this triggered the beginning of a negative cycle that has reversed the perception of easy access to capital required to build out next-generation networks. Large carriers, as well as emerging carriers, scaled back aggressive growth plans, as revenue growth from high-margin broadband services lagged the growth in network infrastructure costs. The unbalanced revenue growth versus capital spending growth ratios led investors to tighten capital as concerns increased. As a result, valuations became compressed and debt ratings were reduced. This raised the cost of capital and further limited carrier access to it. As investors began to focus on the effect of reduced access for funds for capital-intensive carriers, increased scrutiny was placed on sustainable carrier business models and the execution capabilities of the management team. As access to capital has gotten harder, several competitive service providers have shut down and more can be expected to

FIGURE 1



SOURCE: BOND TALK, YAHOO FINANCE

CONTINUED ON PAGE 4

# From the Front Lines

## Telecommunications Investments

do so in 2001. In addition to increasing suppliers' inventories, these business failures serve to validate investors' concerns and tighten supply of capital. As a result, the seemingly endless upward momentum of telecommunications company valuations has taken a severe downward turn.

### How Deep?

When will the market touch bottom and will telecommunications recover when it does? The market, in general, will recover, but no one can accurately predict when. Telecommunications will also recover since the increasing role of telecommunications products and services in the economy has not changed during this downturn. Telecommunications deregulation is following a pattern similar to other disruptive innovations such as the railroad, personal computer, and most recently electrical utility deregulation. New innovation is married with high customer acceptance creating skyrocketing demand. Investors create a number of new market players. The tremendous initial demand slows and an industry shakeout ensues. The remaining players emerge stronger in an era of steady, more sustainable growth.

### Economy and Valuations

In two quick moves in December 2000 and January 2001, the Federal Reserve lowered the Federal Funds Rate from 6.5 percent to 5.5 per-

cent. An additional 0.5 percent rate reduction was added in March 2001. The last time the rate was reduced in the fall of 1998, the market moved sharply upward and several telecommunications carriers tapped capital markets for funds to build out network infrastructures. As shown in figure 2 on page 5 (charts from US Bancorp Piper Jaffray), carriers again raised significant funds following the Fed's latest rate cut. Note that most of these carriers are



well-capitalized, segment leaders with solid management teams.

However, the difference between the two periods is that the Consumer Confidence Index is as low as it has been since June 1996, inventories are high, and investors are still feeling the pain of a 55 percent drop in stock prices since NASDAQ's peak last year. The Conference Board index, based on a monthly survey of about 5,000 U.S. households, is considered an important indicator because consumer spending accounts for about two-thirds of the nation's economic activity. The significant drop in valuations is important because it has shaken investor confidence. As

companies work through existing inventories that were built up in fear of shortages, earnings growth of suppliers will be tempered over the near term. With slower growth, analysts and investors will look to value companies at more traditional price/earnings ratios rather than 50x to 100x ratios. Therefore, without near term positive catalysts, the first half of 2001 does not appear to be the time to look for a significant return to valuation growth. The

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FROM 1996 TO 2000, U.S. carriers alone spent more than \$350 billion to upgrade network infrastructures.

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good news is that year-to-year earnings growth targets will be more realistic to achieve (with downwardly revised projections) in the second half of this year, and inventory corrections should also be well underway.

### Capital Spending

A key question with regard to the health of the telecom industry is the direction carrier capital spending will take in the future. The Telecom Act of 1996 triggered a significant increase in capital spending as carriers began to face real competition and strong traffic demand. Lower service pricing and the emergence

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# From the Front Lines

## Telecommunications Investments

of the Internet as a viable public data network stimulated the increase in network traffic. Hence, over a period of five years from 1996 to 2000, U.S. carriers alone spent more than \$350 billion to upgrade network infrastructures. (See figure 3 on page 6.)

The growth in telecommunications capital spending has not been

contained to North America, which represents approximately one-third of global spending. According to RHK, global capital spending reached \$306 billion in 2000 and will increase to \$330 billion to \$350 billion in 2001. Other analysts, such as Thomas Weisel Partners, have lower estimates of capital spending (\$238 billion in 2000, and \$244

billion in 2001). However, few industries have annual capital spending in excess of \$200 billion. Continued capital spending will be driven by the growing importance of global telecommunications infrastructures as a means to increase business productivity and deliver new services to consumers.

CONTINUED ON PAGE 6

FIGURE 2

<b>Funding Transactions Following the October 1998 Interest Rate Cuts</b>			
<b>Date</b>	<b>Issuer</b>	<b>Amount Raised</b>	<b>Security</b>
Oct. '98	McLeodUSA	\$300 million	Debt
Oct. '98	Qwest Communications	\$745 million	Debt
Oct. '98	PSI Net	\$200 million	Debt
Nov. '98	Nextlink Communications	\$500 million	Debt
Jan. '99	Covad Communications	\$140 million	Equity

SOURCE: US BANCORP PIPER JAFFRAY — CARY ROBINSON (2/01)

<b>Funding Transactions Following the 2001 Interest Rate Cuts</b>			
<b>Date</b>	<b>Issuer</b>	<b>Amount Raised</b>	<b>Security</b>
Jan. '01	McLeodUSA	\$750 million	Debt
Jan. '01	XO Communication (Nextlink)	\$515 million	Convertible
Jan. '01	Metromedia Fiber	\$350 million	Debt
Jan. '01	Equinix	\$150 million	Debt
Jan. '01	Global Crossing	\$1.0 billion	Debt
Jan. '01	TimeWarner Telecom	\$555 million	Equity
Jan. '01	Time Warner Telecom	\$400 million	Debt
Feb. '01	Exodus Communications	\$240 million	Equity
Feb. '01	Exodus Communications	\$575 million	Convertible
Feb. '01	Qwest Communications	\$3.0 billion	Debt

SOURCE: US BANCORP PIPER JAFFRAY — CARY ROBINSON (2/01)

# From the Front Lines

## Telecommunications Investments

However, carrier capital spending growth is a function of several factors:

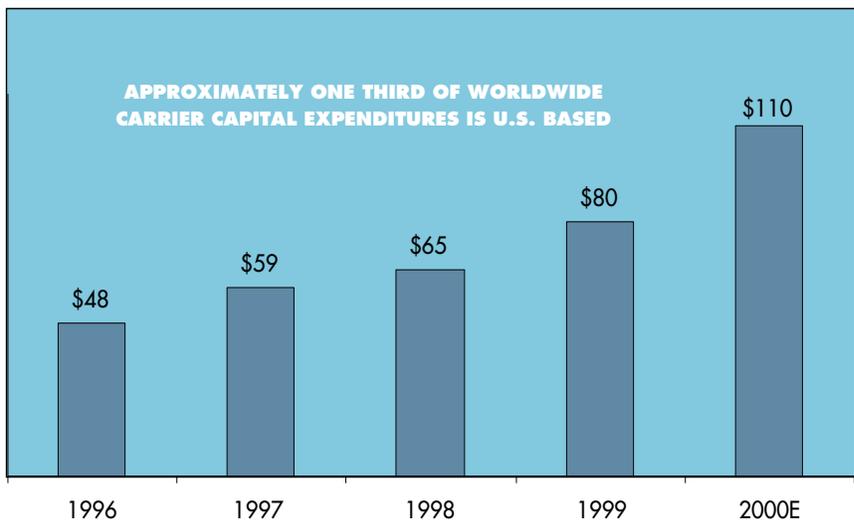
- Competitive pressures.
- Traffic demand growth.
- Revenue growth opportunities.

### Competition

The public carrier competitive landscape is changing. According to TeleGeography, the number of international carriers has increased from 470 in 1996 to 1,760 in 1999. With tighter access to capital, several of these new carriers will go out of business or merge with other carriers. In the long-distance space, the market has already seen carrier consolidation due to declining long-distance pricing. In the local access space, the seven RBOCs have consolidated down to three (SBC, Verizon, BellSouth) with US West becoming part of Qwest.

The consolidation of carriers has several implications for capital expenditures. In the near term, the merging of carriers typically creates a temporary slowdown in spending as carriers take time to sort out the topology of the merged networks. Infrastructure spending resumes after the network synergies are worked out. In the long term, consolidation can create fewer, but larger and stronger competitors. The stronger competitors will maintain pricing pressure on services and equipment. However, as access to capital returns, new next-genera-

**FIGURE 3 U.S. CARRIER CAPITAL EXPENDITURES (BILLIONS OF DOLLARS)**



SOURCE: RHK

tion carriers will continue to emerge that are more aggressive in implementing new infrastructure technologies enabling lower operational costs and higher levels of service. Deregulation has let the competitive "genie" out of the bottle, and competition among service providers will continue to be a catalyst for investments in network infrastructures.

### Data Traffic Growth

Data traffic growing at 200 percent per year and overtaking voice traffic last year have become two accepted facts in the industry. John MacLellan of RHK notes that Internet traffic amounted to 350,000 terabytes a month in 1999. By the end of 2003, with more people worldwide coming online and everyone finding vastly more compelling, interactive content at vastly

faster speeds, he expects traffic to grow by 500 to 1,000 times, to at least 16 million terabytes per month. The transition of residential data connections from 56 Kbps to 1 Mbps and business data connections from 1.5 Mbps to 10 Mbps and 1 Gbps is underway.

The growth in data has initiated a process in which legacy circuit switch networks are being transformed into packet based networks running over optical transmission systems. Voice, audio, and video applications are being digitized and, hence, are being added to data traffic generated by computer networks. The industry is only three to five years into the process of rebuilding a global network that has been established over the last 100 years primarily for analog voice traffic.

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# From the Front Lines

## Telecommunications Investments

While semiconductor and optical based systems exist to greatly increase capacity, they will need to be purchased, implemented, and managed. A significant amount of fiber cable has been implemented in the core of the network and is increasingly being deployed into metro networks. The majority of initial transmission systems hooked to these cables has provided point-to-point relief from fiber exhaust. Additional capital expenditures

on technology to manage (monitor, restore, provision, prioritize) this huge amount of bandwidth that is being turned up is expected to remain strong.

### Revenue Growth Opportunities

Carriers are looking to generate revenue growth rates ahead of infrastructure investment growth. The majority of incumbent carriers' revenue comes from slower growth voice services and legacy data (Frame Relay, T1) services. As prices for these services decrease, incumbent carriers are looking for capital investments that will lower the cost of providing these services. The challenge for incumbent

value-added services (e.g. quality of service, security, virtual private networks). Separate from pricing models, carriers may begin to move up the services stack from just charging for transport. As long-distance services and ISP services become commodities, carriers may begin to look increasingly at hosting, and later application or content management services to increase revenue and margins.

### Rising Tide

The telecom industry will struggle in the current year to get back on a growth curve with respect to valuations. Eventually the economy will stabilize, access to capital will return, inventories will correct, fewer but stronger competitors will emerge, and capital spending will continue. Key opportunities for investment are solutions for:

- Providing IP over optical transmission networks.
- Increasing the manageability of the network.
- Lowering the cost of bandwidth from the core to the edge.
- Enabling carriers to offer value-added services at attractive margins.
- Shifting enterprise applications, storage, and management to the network to increase productivity.

TELECOMMUNICATIONS WILL RECOVER *since the increasing role of telecommunications products and services in the economy has not changed during this downturn.*



have focused on lowering the cost of bandwidth to remain competitive with new entrants. The philosophy was less "build it and customers will come" and more of "build it or customers will go to someone else." What is evident is that new and incumbent carriers are moving to IP over optical technologies and that the industry remains in the early stages of this transition. These solutions are expected to represent the bulk of capital spending growth over the next several years with spending on circuit switch solutions declining. Ongoing capital spend-

ing on technology to manage (monitor, restore, provision, prioritize) this huge amount of bandwidth that is being turned up is expected to remain strong. The challenge for new carriers is to quickly generate service revenue streams to pay for infrastructure equipment, particularly in tighter capital markets.

However, the new data services that will accelerate revenue growth are not obvious. Carriers may look to charge per transaction or to resort to usage based models. In addition, while basic "best effort" services may be charged at a flat rate, higher charges may be assessed for



## @Link Networks

<http://www.atlinknetworks.com>

- @Link and Akaba combine strengths to create end-to-end HIPAA compliant solutions for healthcare and insurance industries (2/07/01).
- Winstar selects @Link for VPN and managed service solutions in mid-western markets (1/03/01).

## AmberWave

<http://www.AmberWave.com>

- AmberWave moves into its new 30,000-square-foot facility (3/07/01).
- AmberWave creates AmberWave Systems Asia, its Singapore subsidiary, to coordinate all Asian activities (3/07/01).
- AmberWave announces that it has 28 employees, of which 60 percent have doctoral degrees (3/07/01).

## Athene Software

<http://www.athene.com>

- Athene joins Siebel Alliance Program (2/19/01).
- Athene and Portal Software announce alliance (1/31/01).
- Dutchtone uses intelligent CRM Software from Athene (1/10/01).

## BayPackets

<http://www.BayPackets.com>

- BayPackets is accepted as an original member of Lucent's "Full Circle" program (3/07/01).
- BayPackets initiates branding process and hires PR firm in support of pending product and company launch (3/07/01).

## Calient Networks

<http://www.calient.net>

- Technologic Partners names Calient as one of the top 10 Investors' Choice winners (2/15/01).

- Calient secures \$225 million in third round financing (1/08/01).

- Calient completes acquisition of Kionix (1/08/01).

## ClickRadio

<http://www.clickradio.com>

- ClickRadio closes additional major label content license agreements (1/15/01).
- ClickRadio begins shipping with Sony Computers (1/15/01).
- ClickRadio becomes the Exclusive Digital Radio Network of the WWF (1/15/01).
- Advertising of ClickRadio begins over the College Television Network (1/15/01).

## COLO.COM

<http://www.colo.com>

- COLO.COM names Ira S. Morris as president of COLO.WEST (3/01/01).
- COLO.COM opens new facility in New York (2/20/01).
- COLO.COM opens new facility in Milwaukee (2/06/01).
- COLO.COM names Robert L. Kamba as senior vice president (1/18/01).
- COLO.COM opens new facility in Seattle (1/16/01).

## CoSine Communications

<http://www.cosinecom.com>

- CoSine opens Asia Pacific Global Service and Support Center in Malaysia (2/26/01).
- CoSine adds multiprotocol label switching to its IP service delivery platform (2/20/01).
- CoSine and @Network Inc. team up to provide advanced IP services to the Asia Pacific region (2/20/01).

- CoSine has no material P&L exposure to AduroNet liquidation (2/09/01).
- Telia selects CoSine to deliver advanced business Internet services (2/06/01).

## The Feedroom

<http://www.feedroom.com>

- Feedroom moves to a new, larger facility in Silicon Valley (3/06/01).
- The company continues to launch local affiliate Feedrooms for NBC and the Tribune Company, and is looking forward to launching several corporate Feedrooms for corporations including Cisco (3/06/01).

## InfoLibria

<http://www.infolibria.com>

- InfoLibria expands relationship with EMC to enable high-capacity, reliable streaming media delivery (2/20/01).

## Lynx Photonic Networks

<http://www.lynx-networks.com>

- Lynx Photonic announces that it has closed a \$30 million mezzanine financing round (1/16/01).
- Lynx Photonic names Dr. Jeff Schoenwald as chief physicist for U.S. operations, based at its southern California headquarters (1/10/01).

## Novalux Inc.

<http://www.novalux.com>

- CEO Malcolm Thompson attends World Economic Forum annual meeting as "Technology Pioneer" (2/10/01).
- Hem Takiar Joins Novalux as director of packaging (1/15/01).

## NP Photonic

<http://www.npphotonic.com>

- NP Photonic is working on a revolutionary new optical amplifier that will enable significantly higher levels of integration in optical subsystems (12/14/00).

## OmegaBand, Inc. (Formerly Seagull Semiconductor)

<http://www.omegaband.com/>

- OmegaBand increases its staff to 45, including some recent new hires which include a vice president for business development and a vice president of finance and administration (2/15/01).
- OmegaBand opens Israeli Design Center in Herzliya, Israel (12/01/01).

## TollBridge Technologies

<http://www.tollbridgetech.com>

- Elastic Networks successfully completes interoperability testing with TollBridge's TB200 Voice Gateway (1/16/01).
- TollBridge hosts IP telephony panel at SUPERnet (1/16/01).
- TollBridge delivers TB200 Release 2.0 to voice-over-broadband customers (1/16/01).
- Polycom completes voice-over-broadband certification testing with TollBridge's Voice Gateway (1/15/01).
- TollBridge and Efficient Networks plan to deliver IP-centric, next-generation voice-over-DSL solutions (1/15/01).
- TollBridge demonstrates most complete range of voice-over-broadband solutions in the industry (1/15/01).
- TollBridge delivers V5.2 voice-over-broadband gateway to Korea Telecom (1/15/01).





## Triton Network Systems

<http://www.triton-network.com>

- Triton Network sells OC-3 radios to Bermuda Digital Communications for high-speed access on the island (1/16/01).

## Vina Technologies

<http://www.vina-tech.com>

- Vina's MX-400 product joins Lucent Technologies' Wired for DSL Partner Program (2/12/01).
- Vina demonstrates the broad multiservice capabilities of its wide range of integrated access solutions (1/29/01).
- Vina expands integrated access solution to support voice-over-IP with MGCP (1/29/01).
- Vina announces Q4 2000 financial results (1/23/01).

## VxTel

<http://www.vxtel.com>

- Intel agrees to acquire VxTel for \$550 million (2/26/01).

## Western Integrated Networks

<http://www.winfirst.com>

- WINfirst selects NARUS to deliver enhanced value-added services to customers (1/16/01).

## Xpedion Design Systems

<http://www.xpedion.com>

- Xpedion forms worldwide sales and support network for Golden Gate RF/Wireless Simulation and Modeling Tools (1/08/01).

## INVESTMENT BANK ANALYSTS

**Cisco Systems (acquired Cerent) [CSCO]**—Banc of America (Chris Crespi / 415-913-2147), Salomon Smith Barney (Alex Cena / 212-816-6000), UBS Warburg (Nikos Theodosopoulos / 212-821-4000), WR Hambrecht (Tim Savageaux / 415-551-8600).

**CoSine Communications [COSN]**—Adams Harkness & Hill (Jim Kedersha / 617-371-3748), JP Morgan (Michael Funsch / 212-648-8152), Lehman Brothers (Mark Sue / 212-526-9883), Robertson Stephens (Paul Johnson / 212-407-0414), SunTrust Equitable (Eric Hindin / 617-557-0819).

**Dell Computer (acquired ConvergeNet) [DELL]**—Banc of America (Kurt King / 415-627-2820), Lehman Brothers (Daniel Niles / 415-274-5200), Salomon Smith Barney (Richard Gardner / 212-816-6000).

**Nortel Networks (acquired Promatory) [NT]**—Chase H&Q (Michael Neiberg / 212-207-1400), Goldman Sachs (Mary Henry / 650-234-3300), Morgan Stanley Dean Witter (Alkesh Shah / 212-761-4000), SG Cowen (James Kedersha / 617-946-3700).

**Triton Network Systems [TNSI]**—Credit Suisse First Boston (Marc Cabi / 415-836-7600), U.S. Bancorp Piper Jaffray (Samuel May / 650-233-2260).

**Vina Technologies [VINA]**—Lehman Brothers (Steve Levy / 212-526-2499), Thomas Weisel Partners (John Todd / 415-364-2500), U.S. Bancorp Piper Jaffray (Conrad Liefur / 612-303-6320).

# Executive Recruiting



The Executive Recruiting section highlights key job opportunities at our portfolio companies.

**BayPackets (Menlo Park, CA)**  
<http://www.BayPackets.com>

- Director of Sales/Marketing

**Calient Networks (San Diego, CA)**  
<http://www.calient.net/employment.html>

- Vice President of Service and Customer Support
- Sales Director

**Catamaran (Milpitas, CA)**  
<http://http://www.catamarancom.com/>

- Vice President of Marketing

**ClickRadio (New York, NY)**  
<http://www.clickradio.com>

- Director of Customer Acquisition

**Coreon (San Jose, CA)**  
<http://www.coreon.net>

- Director of Sales, Virginia or Maryland Area
- Director of Sales, Texas or Colorado

**CreekPath (Boulder, CO)**  
<http://www.creekpath.com>

- Product Director

**Lynx Photonic Networks (Tel Aviv, Israel)**  
<http://www.lynx-networks.com/careers.htm>

- Director of Human Resources

**OmegaBand, Inc. (Austin, TX)**  
 formerly Seagull Semiconductor  
<http://www.seagull.com>

- CEO
- Vice President, Marketing

**Tsola (Belmont, CA)**  
<http://www.tsola.com>

- Business Development Manager
- Director of Product Development

**Versatile Optical Networks (Fremont, CA)**  
<http://www.versonet.com/>

- Vice President of Engineering

**VxTel (Fremont, CA)**  
[http://www.vxtel.com/e\\_co\\_fre\\_salemark.htm](http://www.vxtel.com/e_co_fre_salemark.htm)

- Director of Information Technology

**Xpedion (Santa Clara, CA)**  
<http://www.xpedion.com>

- Senior Marketing, Business Development, and Sales Executives

NEW INVESTMENTS

  
**COREON**

  
**WINfirst**

  
**AmberWave**  
SYSTEMS

  
**LYNX**  
PHOTONIC NETWORKS

  
**OnFiber**

  
**TSOLA**

  
**BayPackets**  
Convergence Of Voice And Data

  
**VERSATILE**  
Optical Networks

  
**NOVALUX**

  
**NP**  
Photonics

  
**CreekPath**  
SYSTEMS

  
**TOLLBRIDGE**

  
**ModeTek**

  
**JUNGO**  
A Broader View of Broadband

  
**kymata**

  
**OmegaBand**

## **SPRING 2001 VON**

March 20–23  
Phoenix Civic Center  
Phoenix, AZ  
*Participating: empowerTel*

## **CEBIT 2001**

March 22–28  
Hannover, Germany  
*Participating: SigmaTel, CoSine  
Communications, InfoLibria*

## **SATELLITE 2001**

March 29  
Washington, DC  
*Participating: InfoLibria*

## **VOICE-DATA CONVERGENCE**

April 2–3  
The Canadian Institute  
Holiday Inn on King  
Toronto, Ontario, Canada

## **IPSCON SPRING**

April 4–6  
Baltimore Convention Center  
Baltimore, MD  
*Participating: COLO.COM*

## **DSLCON SPRING 2001**

April 9–12  
Colorado Convention Center  
Denver, CO  
*Participating: CoSine Communications, Vina  
Technologies*

## **NAB 2001**

April 23–26  
Las Vegas, NV  
*Participating: InfoLibria*

## **GIGABIT ETHERNET CONFERENCE**

April 24–26  
Parkside Hall  
San Jose, CA  
*Participating: Triton Network*

## **INTERNET CONTENT MANAGEMENT**

April 25  
Boston, MA  
*Participating: InfoLibria*

## **INTERNET EVERYWHERE CEO SUMMIT**

April 25  
San Francisco, CA  
*Participating: InfoLibria*



# Conference Calendar

## **CAPACITY WHOLESALE MARKETS**

May 1–3  
London, UK

## **STREAMING MEDIA ASIA**

May 3–4  
Hong Kong SAR China  
*Participating: InfoLibria*

## **NETWORLD & INTEROP 2001**

May 6–11  
Las Vegas Convention Center  
Las Vegas, NV  
*Participating: Lara Networks, InfoLibria,  
Lynx Photonic Networks*

## **ALTS 2001 CONFERENCE AND EXPOSITION**

May 12–16  
Palm Springs Convention Center  
Palm Springs, CA  
*Participating: Vina Technologies*

## **CONTENT-AWARE NETWORKING**

May 31  
San Francisco, CA  
*Participating: InfoLibria*

## **SUPERCOMM 2001**

June 4–7  
Georgia World Congress Center  
Atlanta, GA  
*Participating: CoSine Communications,  
Triton Network, Vina Technologies*

## **INTERNET WORLD UK**

June 5–7  
London, England  
*Participating: InfoLibria*

## **EBIZ NETWORKS**

June 11  
Burlingame, CA  
*Participating: InfoLibria*

## **BROADCAST ASIA 2001**

June 19–22  
Singapore  
*Participating: InfoLibria, Triton Network*

## **STREAMING MEDIA WEST**

June 20–22  
Long Beach, CA  
*Participating: InfoLibria*

## **PACIFIC TELECOM COUNCIL**

June 25–27  
Seoul, South Korea  
*Participating: Triton Network*

## **CWM ASIA 2001**

July 3–6  
Singapore  
*Participating: InfoLibria*

## **INTERNET WORLD SUMMER**

July 10–12  
McCormick Place, North Building  
Chicago, IL  
*Participating: COLO.COM*

## **NETWORK PROCESSORS CONFERENCE**

October 2–4  
Parkside Hall  
San Jose, CA  
*Participating: Lara Networks*

## **INTERNET WORLD FALL**

October 3–5  
Jacob K. Javits Convention Center  
New York, NY  
*Participating: COLO.COM*

## **COMPTEL FALL BUSINESS CONFERENCE AND TRADE EXPOSITION**

October 7–10  
Sheraton Boston Hotel  
Boston, MA  
*Participating: COLO.COM*