



TeleSoft

NEWS

TELECOM DATACOM INTERNET



TeleSoft Partners at SuperComm 2000 ▶

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A WORD FROM THE FIRM

June is synonymous with SuperComm in the telecom industry, and this year's show was the largest, best attended SuperComm to-date. We were struck by the sheer number of companies showing products, and the daily crush of attendees. The enormity of the event was both impressive and worrisome. The plethora of new companies reflects a vibrant, high-growth industry that is ripe for private investing. But casualties seem likely, given the high number of competing products and lack of true performance distinction in many instances. We left the show feeling even more encouraged with the TeleSoft portfolio, however, which exhibited some of the most compelling products and well-attended demonstrations at SuperComm 2000. Congratulations to Calient, CoSine, empowerTel, InfoLibria, Kymata, TollBridge, Triton, and VINA, all of whom had booths at the show!

Arjun Gupta



■ ■ ■
SAVE THE DATE
TeleSoft's Annual LP Meeting
October 1-3
Carmel Valley Ranch
Carmel, CA
cassandra@telesoftvc.com



SUPERCOMM 2000 PHOTOS BY VICTOR LIAO



@Link Networks

<http://www.atlinknetworks.com>

- @Link announces it has been granted Competitive Local Exchange Carrier (CLEC) status in Maryland, the 43rd state in which the company is eligible to provide broadband data services (5/26).
- @Link announces the appointment of William White as chief information officer (CIO) (5/22).
- Jeff Marlow is named western division president, and Paul Osland is selected as Midwest division president (5/18).

Athene Software

<http://www.athenesoft.com>

- Athene unveils the newest release of its enterprise product designed for ISPs (Internet Service Providers), and all CSPs (Communications Service Providers) (5/23).
- MSN (Microsoft Network) has selected Athene's customer relationship platform to further enhance MSN's award-winning support and service organization (5/19).

Calient Networks (formerly Chromisys)

<http://www.calient.net>

- John Drake, an expert in networking and routing, joins Calient's team of world-renowned engineering experts (6/5).
- Calient unveils its new switch product line, DiamondWave, with the announcement of the DiamondWave 256 photonic switching system at SuperComm 2000 (6/5).
- Calient exhibits in Atlanta, GA, the first in a series of high-density, low-power, intelligent photonic switches (5/30).
- Calient introduces a switch architecture intended to create a new world of borderless photonics (5/22).

- Calient announces the completion of \$50 million in its second round of financing (5/22).

ClickRadio

<http://www.clickradio.com>

- ClickRadio plans to start digital music service that plays from computer-disk drives (5/11).
- Internet radio service prepares licensing deal (5/1).

COLO.COM

<http://www.colo.com>

- COLO.COM announces plans to bring a broadband communications facility to the Memphis/Cordova Area (5/30).
- GTX partners with COLO.COM to house Los Angeles exchange point for real-time trading of telecom applications (5/15).

CoSine Communications

<http://www.cosinecom.com>

- Internet pioneer Dr. Vinton Cerf joins CoSine's board of directors (5/23).
- Vijay Srinivasan joins CoSine as vice president of routing (5/22).
- CoSine's IP service delivery platform is selected for Qwest Communications' new VPN services (5/11).
- CoSine is awarded a multimillion dollar purchase order from Broadband Office for its IP service delivery platform (5/2).
- CoSine files registration statement for IPO (5/1).

empowerTel Networks

<http://www.empowertel.com>

- LG empowerTel Pvt. Ltd. is formalized to bring VoIP technology to expanding Asian and world markets (6/6).
- David Wetle joins empowerTel as vice president of hardware engineering (6/6).

- empowerTel and LG Soft form new telecom company (5/16).

InfoLibria

<http://www.infolibria.com>

- Nortel Networks invests \$5 million in InfoLibria and plans to offer its revenue-generating content distribution and delivery systems to network service providers (5/3).



More than 800 exhibitors participated in SuperComm 2000, including InfoLibria and seven other companies from the TeleSoft Portfolio.

IWitness.com

<http://www.iwitness.com>

- IWitness.com proposes records management policies, a new patent system to facilitate the growth of electronic business (3/20).

Kymata

<http://www.kymata.com>

- Kymata acquires BBV in a move to strengthen Optical Design (5/10).

Lara Technology

<http://www.laratech.com>

- Lara promotes Suneel Rajpal to vice president of worldwide sales and Anand Desai vice president of corporate communications (6/6).
- Sitera and Lara partner to provide policy-based networking solutions (5/3).

SigmaTel

<http://www.sigmatel.com>

- SigmaTel supports new communications and networking riser (CNR) specification for ATX family (4/26).
- SigmaTel to release reference designs based on advanced PC communications riser (ACR) specification (4/26).

Star One

<http://www.starone.de>

- Star One consortium is awarded wireless local loop license in Spain.

TollBridge Technologies

<http://www.tollbridgetech.com>

- TollBridge TB200 Voice Gateway achieves NEBS Level III Certification (6/20).
- Copper Mountain launches free seminar series to jump-start in-building DSL market; features partners 3Com and TollBridge (6/14).
- Nortel Networks and TollBridge deliver first standards-based cable VoIP gateway (6/8).
- TollBridge delivers on its voice-over-broadband promise with MPower, Nortel Networks, and Wireless, Inc. (6/8).
- TollBridge demonstrates unprecedented IP telephony service prototype at SuperComm (6/8).
- TollBridge offers most extensive portfolio of interoperable integrated access devices in the voice-over-broadband market (6/6).
- TollBridge announces interoperability with wireless broadband access solutions (6/6).
- Syndesis announces support for VoDSL (6/5).
- TollBridge and IPVerse join forces to deliver carrier class voice-over-broadband systems (6/5).



Portfolio News

- MPower Communications announces volume rollout of TollBridge Gateways to extend its growing VoDSL footprint (5/31).
- TollBridge is named market leader in *Infonetics Research Report* (5/31).
- *Upside Magazine* honors TollBridge as one of its "Top 100 Private Companies" (5/31).
- Smart Link and TollBridge form partnership to market solutions for DSL-based voice and data LAN (5/18).
- TollBridge announces GR-303 Certification for its TB200 with Lucent 5ESS Class 5 Switches (5/15).
- TollBridge introduces suite of professional services for broadband service providers (5/15).
- Philips Semiconductors teams with TollBridge to deliver single chip integrated access device for voice-over-DSL (5/15).
- TollBridge demonstrates voice-over-cable at Cable 2000 Show (5/8).

VINA Technologies

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

- VINA and Tachion Networks partner to offer standards-based, end-to-end, bundled voice and data solutions for service providers (6/6).
- Reid Thomas is named vice president of sales for VINA (5/30).
- RSL Com announces plans to extend integrated voice and Internet services to businesses in the United Kingdom through VINA's multiservice xchange (5/22).
- Allegiance Telecom selects multiservice access solution from Lucent Technologies and VINA (5/15).
- EPB Telecommunications offers VINA-based solution to small and medium-sized businesses (4/25).

VxTel

<http://www.vxtel.com>

- Shri Dodani communicates his vision and direction for VxTel in an interview with CEOcast, Inc. The entire interview is available at CEOcast's Web site (6/21).
- VxTel names Shri Dodani as new president and CEO (6/19).

Xpedion Design Systems

<http://www.xpedion.com>

- Xpedion hires Pete Rodriguez as president and CEO and closes \$3.5 million second round of venture funding (6/2).
- Xpedion expands Internet simulation capabilities through agreement with Transim (6/2).



Vina Technologies exhibited at SuperComm 2000, a global marketplace of communications equipment, systems and ideas. SuperComm is the largest event of its kind, drawing more than 50,000 registrants.



BROADBAND YEAR 2000

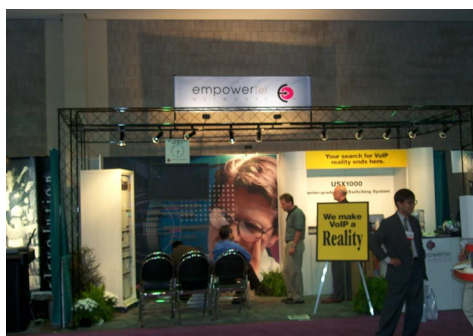
San Jose Convention Center
San Jose, CA
June 26–30
Participating: TollBridge, VINA, SigmaTel

NETWORKS UK

NEC Birmingham, England
June 27–29
Participating: CoSine

TELESTRATEGIES BILLING 2000 CONFERENCE AND EXHIBITION

Washington DC Convention Center
Washington, DC
June 27–29, 2000
Participating: empowerTel



COLOCATION SUMMIT

London Intercontinental Hotel
London, UK
June 29–30
Participating: Colo.com

DSL COMFORUM

Westin O'Hare Hotel
Rosemont (Chicago), IL
July 24–27
Participating: TollBridge

NETWORK PROCESSOR CONFERENCE

Wyndham Hotel
San Jose, CA
August 8–9
Participating: Lara

TELECOMM BUSINESS 2000

Jacob Javits Center
New York, NY
August 9–11
Participating: COLO.COM



Conference Calendar

NFOEC CONFERENCE

Colorado Convention Center
Colorado
August 28–30
Participating: Calient

ECOC 2000 CONFERENCE

ICM
Munich, Germany
September 4–9
Participating: Kymata

DSLCON

World Trade Center
Boston, MA
September 18–21
Participating: VINA

NETWORLD+INTEROP

Georgia World Congress Center
Atlanta, GA
September 24–29
*Participating: CoSine, empowerTel, Lara,
InfoLibria*

NEW INVESTMENTS IN 2000

