



TeleSoft

NEWS

TELECOM DATACOM INTERNET

A WORD FROM THE FIRM

We are delighted to congratulate Yatin Mundkur and four of our portfolio companies that have been acquired or have announced definitive agreements to be acquired since April! The current environment and our results reinforce TeleSoft's attitude of "cautious optimism with a health dose of reality" on opportunities in the communications market. We continue to navigate through this challenging environment.

Vxtel, Catamaran, Versatile Optical Networks, and Lara have announced that they are to be acquired by Intel, Infineon, Vitesse, and Cypress Semiconductor respectively. These acquisitions endorse the quality of the technology intellectual property underlying the products of these companies. On a bleaker note, however, the recent status of three of our portfolio companies reflects the challenges facing entrepreneurs in the current environment. COLO.COM has filed for Chapter 11 bankruptcy protection and is working to restructure its operations, and @Link and Tsola are shutting down their operations.

TeleSoft is also delighted to welcome six new members to our team: Brian Wilcove to focus on our investments in Service Provider Networks; Robin Iezman as our office manager in San Mateo; Susan Bronfen as our office manager in Munich; James Louie-Der as controller; Aaron Spielman to manage our IT infrastructure; and Maggie Council as legal assistant. We look forward to seeing you at TeleSoft's Annual Picnic on Sunday, June 24, at the Hayes Mansion in San Jose.

Arjun Gupta



Yatin Mundkur and Rick Santos at Vxtel Closing Dinner

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MAY/JUNE 2001

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COMPANY	ACQUIRER	TERMS	PRODUCT
VxTel	Intel	\$550 million, cash	Voice over IP chipsets
Catamaran	Infineon	\$250 million*, stock	10 Gbps & 40 Gbps chipsets for optical networking systems
Versatile Optical	Vitesse	\$250 million*, stock (10 million VTSS shares)	Optical transceivers, switch modules, and subsystems
Lara Networks	Cypress Semiconductor	\$225 million, cash (plus \$80 million cash earnout)	Network processors for high speed optical systems

*Estimated value on date of transaction announcement.

From the Front Lines

Mergers & Acquisitions

In this issue of From the Front Lines, we take a look at the current environment for mergers and acquisitions as well as factors to think about when considering a potential acquisition. Having survived several rounds of private funding, entrepreneurs inevitably will be faced with a key decision: to pursue further growth as a public company or as a part of a larger organization through acquisition. Over the last few months, four of TeleSoft's portfolio companies—VxTel, Catamaran, Versatile Optical, and Lara Networks—have chosen the acquisition route.

The Good Old Days...

In the last year, activity in public markets and the technology merger markets has dramatically changed. Led by the Internet and communications technology sectors, the aggregate value of mergers grew 85 percent in 2000 following a growth of 233 percent in 1999. Leading companies used premium multiples to acquire target companies. However, as the year progressed, the premium multiples dissipated, market reaction to merger announcements became less positive, and hence the dollar volume of activity decreased. (See figure 1.)

The reduced activity continued into 2001. Valuations have adjusted to current market conditions as the reductions in private company expectations are matching those in the public sector. While some market

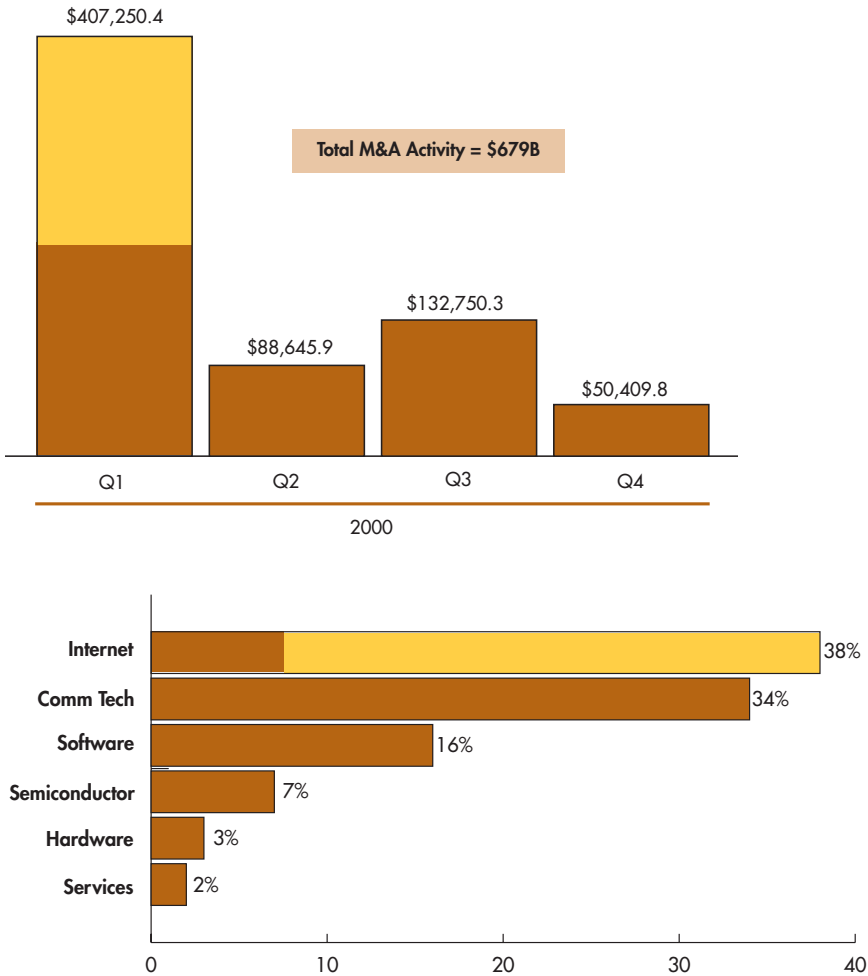
sector leaders are seeing this as an opportunity to proactively position themselves for future recovery, many others are reluctant to pursue acquisitions for fear of adverse reactions from capital markets or are simply focusing on core business issues rather than diverting resources to merger activities. (See figure 2.)

Public Exposure

As merger activity has slowed, private companies are also seeing fewer robust IPO opportunities. So what are the growth options for emerging companies? One option is to conserve cash and wait for improved capital market conditions. The

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FIGURE 1 2000 HIGH TECH MERGER MARKET (IN BILLIONS OF DOLLARS)



SOURCE: GOLDMAN SACHS (YELLOW BAR REPRESENTS THE AOL-TIME WARNER MERGER ANNOUNCEMENT)

From the Front Lines

Mergers & Acquisitions

attractiveness of pursuing an IPO is it provides a tangible currency in the form of public stock that can be used to pursue growth strategies. In addition it provides:

- Access to capital markets.
- Market value for company stock, which provides liquidity and a tangible instrument for Employee Stock Ownership Programs (ESOP).

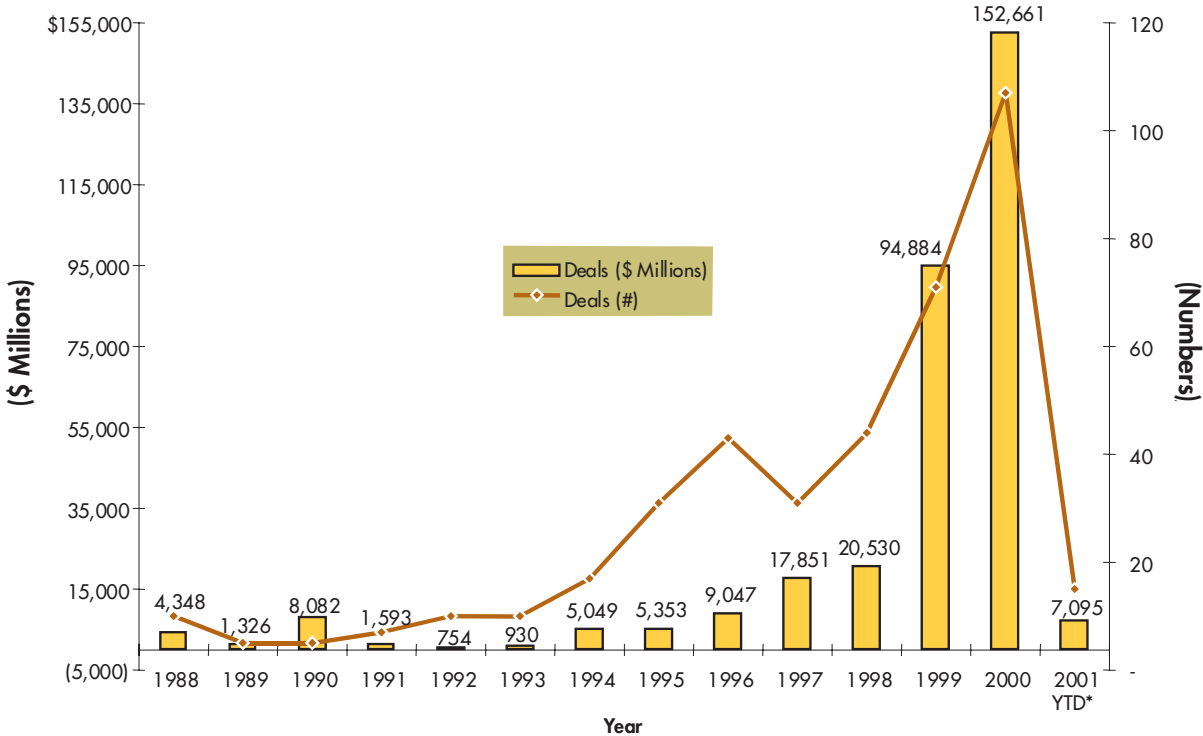
- Tangible currency for pursuing acquisitions and other growth strategies.

It also provides a significant sense of achievement, ego gratification, and the potential for a near-term gain for shareholders. However, in every new market niche that emerges, there is room for one or two successful public companies. Going "public" in a sector that is consolidating or already has several key players increases the risk of

never generating long-term return after an IPO. The IPO market is historically volatile—more than half of the companies pursuing an IPO over the last several years have found their share price falling well below the IPO price and a median annualized return of less than 5 percent after three years. In addition, IPO requirements that existed before the "bubble" are returning. Sustainable business models, significant revenues, four to six profitable quarters,

CONTINUED ON PAGE 4

FIGURE 2 COMMUNICATION EQUIPMENT M&A ACTIVITY (BY ANNOUNCE DATE)



SOURCE: GOLDMAN SACHS

From the Front Lines

Mergers & Acquisitions

predictable operational and financial execution, and market values based on P/E ratios are coming to the forefront in evaluating a company's readiness for the public market.

An Acquired Taste

Merger activity, particularly in the communications market, is expected to return faster than the IPO market. The reasons acquiring companies will remain active are:

- **Time to market advantages.** Short-term dilution is worth the price of admission into new markets and defense against competitors.
- **Increased sales of the acquired product.** An initial acquisition price may prove to be a bargain long term.
- **Technology changes are generating holes in product lines.** The increasing use of IP technology and the consolidation of voice and data services is creating the need for multiple technologies to be pulled together into a single platform.
- **Good people and technology are expensive to develop.**

Why should a company consider being acquired? Besides avoiding the cost of an IPO plus the unforgiving public and analyst scrutiny of ongoing operations, an emerging company may decide that acquisition is the best way to drive its

product concept into the market.

- Technology excellence is only one part of achieving market success. Brand and scale of operations are in most cases on equal footing.
- Customers want to deal with an integrated solution and ongoing support. A small IPO company by itself may have a difficult time versus more complete players.
- Developing distribution channels is an enormous challenge. An IPO does not help here other than capital.
- The availability of increased development funds may accelerate time to market.

Merging Right

The mergers and acquisitions (M&A) process is initiated in two ways: an unsolicited acquirer approaches a company after doing several months of diligence, or a company can actively market itself as open to an acquisition.

The idea of being approached by an unsolicited acquirer is preferable for the target company in terms of efficiency and management resource allocation. In most cases, the acquiring company was familiar with the target company's products and was an investor in private financing rounds or was approached as an investor for future rounds.

A scenario in which a company

actively markets itself for acquisition may generate competitive bids. An investment bank can increase the efficiency of the transaction and reduce the impact on the management team if a company decides to market itself. However, a firm should not consider shopping itself before it has a first offer.

Typically, an interested acquiring company initiates the majority of mergers.

The key things an acquiring company will evaluate are the other company's target customer base, management team, and intellectual property. However, of growing importance is the target company's burn rate and cash balance in order to determine an acquisition's impact on proforma financials. Buyers are currently more interested in revenue-producing entities than mere technology, channel, or personnel acquisitions.

A company proceeding with the acquisition process needs to do a significant amount of up-front planning and evaluation. Initial evaluation of an acquisition offer should be based on quantitative and qualitative measures. It is suggested that the negotiating team be limited to only a few executives up to the due diligence process in order to limit the disruption to ongoing operations. In Catamaran's case, the CEO and CFO were the contacts for Infineon's business development

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From the Front Lines

Mergers & Acquisitions

team. Each negotiation discussion should be documented to the board of directors to eliminate second-guessing down the line.

The quantitative evaluation consists of running a number of scenarios evaluating the current IPO environment, timing to reach the requirements of an IPO, the number of additional financing rounds needed, and expected dilution. An acquisition offer can then be evaluated against an expected IPO valuation and ownership dilution. In addition, an acquiring company's ability to invest in the long-term development of the product road map and broader line should be considered.

A qualitative evaluation focuses on the fit of the two companies. Catamaran would only consider an acquisition offer from a company that was developing a more complete solution for customers. Supplying complete, integrated solutions versus a piece of the puzzle is important in the competitive communications market. The long-term strategic directions of the two firms should be brought into consideration as well as expected customer reaction to the combined entity.

The acquisition process can take three to six months to complete. The bulk of the time will be spent on the terms of the deal with several weeks of due diligence by the acquiring company. During the proc-

M&A CHECKLIST

- ✓ **OBJECTIVES**—Have a good sense of what are “must haves” and “nice to haves” before going into negotiations. Discussions with the board, founders, and key management are helpful here.
- ✓ **TERMS AND CONDITIONS**—Drive for clarity in terms and conditions. These include the price of the deal, earn out conditions (i.e. milestone definition, timing of milestones, process for determining when conditions are met or in the event of strategic changes), and escrow conditions (i.e. terms of period, procedures for making claims).
- ✓ **ENGAGE GOOD LEGAL COUNSEL**—Legal and securities issues will take up the majority of the time required to close the acquisition process. Antitrust and securities regulation review can take 90–120 days to complete. Be prepared to review fair market valuation, cheap stock issues, M&A blocking rights, and compensation/severance structures. Strive to avoid surprises on both sides.
- ✓ **COMPENSATION AND RETENTION**—There will be some alignment of stock and cash compensation packages to match the acquiring company's structure. Packages to retain key management need to be put in place as well as a review of potential resetting of vesting schedules and of the status of founders' stock on change of control.
- ✓ **PERSONNEL**—Clarity of roles and responsibilities should be established. Be prepared to deal with personnel redundancy early in the establishment of the new entity. There may be strategic reasons to quickly disperse a team into the parent organization or set up an operation as a separate subsidiary based on meeting defined deliverables. Recognize that mergers can be disruptive and address issues in cultural fit and internal systems. Integration of human resources early on and the establishment of cross-team mentors can be helpful.
- ✓ **PRODUCT DEVELOPMENT**—Establish a post-acquisition product development road map with clearly defined goals and assign priorities. Understand what the objectives are and establish a discreet mission to capitalize on windows of opportunity in technology, customers, or markets.

ess, several items should be worked through to ensure success. Go through the M&A Checklist to ensure you cover all the bases in the acquisition process.

AmberWave Systems

<http://www.amberwave.com>

- AmberWave announces licensing availability for its patented strained silicon technology (6/8/01).

Athene Software

<http://www.athene.com>

- CSG Systems and Athene partner to offer intelligent CRM solution (4/24/01).

Calient Networks

<http://www.calient.net>

- Calient's DiamondWave™ Photonic Switch completes extensive trial in Equinix Sandbox™ Testing Environment (6/4/01).
- Calient ships its first beta system to Marconi in Europe (4/25/01).
- Calient Optical Components achieves ISO certification enforcing Calient's company-wide commitment to quality (4/9/01).

Catamaran Communications

<http://www.catamarancom.com>

- Infineon acquires Catamaran to fuel its communications strategy (4/30/01).

ClickRadio

<http://www.clickradio.com>

- ClickRadio and Universal Music Group's Motown Records announce plans to offer first dedicated Motown station (4/25/01).

- ClickRadio receives interactive radio license from Zomba Recording Corporation (4/6/01).

- ClickRadio receives interactive radio license from Sony Music Entertainment (4/5/01).



*Welcome lunch for Brian Wilcove
with Rich Zamboldi (right)*

COLO.COM

<http://www.colo.com>

- COLO.COM seeks Chapter 11 protection but continues "business as usual" operations (5/10/01).
- COLO.COM announces agreement with Univance Telecommunications (5/3/01).
- COLO.COM launches COLO.SKY, which links wired and wireless worlds (5/1/01).

CoSine Communications

<http://www.cosinecom.com>

- CoSine joins Metro Ethernet Forum to accelerate adoption of optical ethernet in Metro Networks (6/12/01).
- CoSine and Check Point team to deliver integrated VPN and firewall services from within the service provider's network (6/5/01).
- CoSine introduces IPSX 9500 with SHARC Service Generators, the first multigigabit rate solution for network-based IP service delivery (6/4/01).
- CoSine and Baltimore Technologies partner to deliver secure network-based IP services to a growing international customer base (5/15/01).





- CoSine's CEO promotes Steve Goggiano to president (5/7/01).
- CoSine meets revised first quarter fiscal 2001 expectations (4/25/01).
- CoSine announces the IPSX 3500, a powerful entry point solution for network-based IP services (4/24/01).
- NTT purchases CoSine's IP-service delivery platform to deploy network-based transcontinental VPN service (4/23/01).
- Masergy selects CoSine's IP-service delivery platform for delivery of business software (4/23/01).
- CoSine announces first quarter 2001 conference call and Webcast (4/12/01).

CreekPath Systems <http://www.creekpath.com>

- CreekPath moves into new facility in Longmont, CO (4/25/01).

The Feedroom <http://www.feedroom.com>

- The Feedroom announces plans to provide news content for Windowsmedia.com and Windows Media Player (5/2/01).

InfoLibria <http://www.infolibria.com>

- InfoLibria secures \$41 million round of private equity (6/14/01).

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).

Cypress Semiconductor (acquired Lara) [CY]—Cowen & Company (Drew Peck / 617-946-3700), Credit Suisse First Boston (Tim Mahon / 650-614-5040), Merrill Lynch (Chris Danely / 415-676-3518).

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).

Infineon (acquired Catamaran) [IFX]—Lehman Brothers (Daniel Niles / 415-274-5400), Robertson Stephens (Eric Rothdeutsch / 415-781-9700), Solomon Smith Barney (Jonathan Joseph / 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).

Vitesse (acquired Versatile) [VTSS]—CIBC (Dale Pfau / 415-438-3000), Goldman Sachs (Nathaniel Cohen / 212-902-1000), Solomon Smith Barney (Clark Westmont / 415-651-1777).



- InfoLibria and EMC demonstrate the power of streaming media at the National Association of Broadcasters (4/23/01).
- InfoLibria and Lockheed Martin Global Telecommunications join forces to demonstrate satellite-based content delivery networks (3/28/01).
- InfoLibria announces opening of new corporate headquarters (3/22/01).
- InfoLibria expands line of caching and content delivery solutions with DynaCache Series 5 (3/19/01).

iWitness

<http://www.iwitness.com>

- iWitness closes second venture funding round (6/4/01).

Jungo

<http://www.jungo.com>

- Jungo provides a complete cable modem-based reference design for integrated access devices and residential gateways (6/11/01).
- Jungo and Coresma demonstrate complete reference design at Cable 2001 for integrated access devices and residential gateways (6/11/01).
- UAT Inc. and Jungo partner to provide a robust broadband integrated access device (6/7/01).
- Jungo announces \$7 million in a strong round of venture and strategic financing (4/18/01).
- Everex Communications Inc. and Jungo partner to provide a complete broadband IAD/intelligent gateway solution (4/9/01).
- Jungo joins with Conexant to provide a complete reference design for broadband IADs /residential gateways (3/21/01).

Kymata

<http://www.kymata.com>

- Kymata expands planar software portfolio with new design tool (3/19/01).
- Kymata appoints CEO and adds new members to board of directors (3/19/01).
- Kymata Netherlands and MESA+ sign contract intensifying their cooperation on MEMs and planar-based activities and services (3/12/01).

Lara Technology

<http://www.laratech.com>

- Cypress to acquire Lara Networks to provide OC-768 solutions (6/6/01).
- Lara Networks offers 128K-entry NDSE and reference design kit for easy OC-192 implementation (3/14/01).

Lynx Photonic Networks

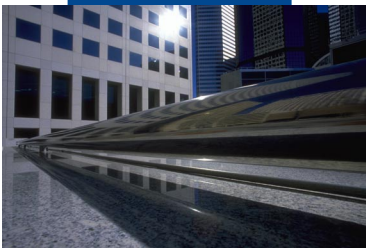
<http://www.lynx-networks.com>

- Lynx Photonic Networks announces the first 8x8 port nanosecond class photonic switch (4/23/01).
- Lynx Photonic Networks moves to larger U.S. headquarters (4/2/01).
- Lynx Photonic Networks introduces new line of photonic switch arrays at OFC (3/14/01).
- Lynx Photonic Networks unveils world's first working nanosecond class photonic switch which, with less than five-nanosecond switching time, enables virtual all-optical backplanes (3/12/01).

OmegaBand, Inc.

<http://www.omegaband.com>

- OmegaBand, formerly Seagull Semiconductor, celebrates its one-year anniversary (4/18/01).



SigmaTel

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

- SigmaTel announces the promotion of Aaron Lyman to vice president of worldwide sales and the appointment of Roger Whatley to the role of vice president of engineering and CTO (5/23/01).
- SigmaTel introduces single-chip audio decoder solution for MP3-style players (5/7/01).
- SigmaTel restructures for significant growth in 2001 (4/18/01).
- SigmaTel names Ron Edgerton as new chief executive officer (4/12/01).

Star 21 Networks

<http://www.star21networks.de/>

- Star 21 launches an advertising and promotion campaign to accompany the deployment and development of its nationwide Wireless Local Loop (WLL) infrastructure (6/6/01).
- Accenture and Star 21 announce a strategic agreement to cooperate on CRM and billing systems. Accenture will also acquire an interest in Star 21 (5/21/01).
- Star 21 cooperates with multiservice provider Jippii GMBH (4/6/01).
- Star 21 receives Frankfurt "IniTiative 2001" award for broadband solutions company (4/2/01).
- Lotus Development and Star 21 join to tap the European ASP market (3/27/01).

TollBridge Technologies

<http://www.tollbridgetech.com>

- Tellabs and TollBridge team up to help cable TV operators offer new services on IP-based access networks (6/13/01).

- TollBridge secures \$25 million in funding to further growth in the cable telephony market (6/13/01).
- TollBridge adds voice to Hanaro's wireless broadband offering (6/5/01).
- Ceon and TollBridge demonstrate voice-over-IP service fulfillment at SCTE (5/8/01).
- TollBridge delivers first v5.2 gateways to support global broadband access media (5/7/01).
- TollBridge adds gigabit ethernet interface to voice-over-broadband offering (5/7/01).
- TollBridge unveils new multiprotocol voice processing card (5/7/01).
- TollBridge answers call for packet cable telephony with new PSTN gateway (5/7/01).
- TollBridge plans to provide voice gateways for the first standards based IP voice-over-cable network (4/11/01).
- TollBridge promotes Kevin Woods to vice president of product marketing (4/2/01).

Triton Network Systems

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

- Triton Network reports first quarter 2001 revenues increased by 115 percent over first quarter 2000 (5/1/01).
- Triton Network secures multimillion dollar purchase order from broadband communications services provider, invisible fiber (3/28/01).
- Triton Network and Agilent Technologies team up on future broadband wireless access systems (3/5/01).

Versatile Optical Networks

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

- Vitesse Semiconductor Corporation announces that it has agreed to acquire Versatile Optical Networks (6/4/01).

Portfolio News



VINA Technologies

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

- Luminous and VINA deliver live TDM traffic on gigabit ethernet packet-based rings (6/5/01).
- NEC Eluminant Technologies and VINA enter agreement to deliver passive optical network-based solutions for integrated voice and data (6/5/01).
- Pelago Networks demonstrates interoperability of the Odyssey Programmable Service Switch with VINA integrated access solutions (6/5/01).
- VINA expands presence in four European markets with partnerships with EquIP and DYCEC (5/14/01).
- Lucent Technologies certifies interoperability of VINA's broadband multiservice access solutions (4/30/01).
- VINA announces Q1 2001 financial results increased by 113 percent from Q1 2000 (4/24/01).
- VINA's broadband access solution is awarded product of the year (4/16/01).
- Sonus Networks expands open services partner alliance with addition of eleven telecom vendors, which includes VINA (3/19/01).
- FirstMark Comunicaciones España selects VINA for bundled voice and data services (3/14/01).
- VINA scores high on customer loyalty (3/5/01).

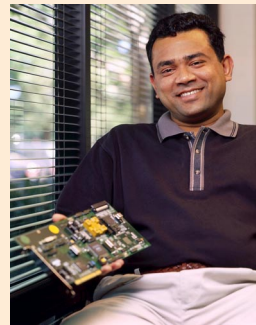
VxTel

<http://www.vxtel.com>

- Intel Corporation completes its announced acquisition of Vxtel (4/4/01).



Group: VxTel/Intel Team at Closing Dinner — Ruban Kanapathippillai, Atiq Raza, Ramamurthy Sivakumar, Rabeel Shah, Kumar Ganapathy



VxTel CTO Kumar Ganapathy (left) & VxTel President & CEO Shri Dodani

Western Integrated Networks

<http://www.winfirst.com>

- WINfirst selects Sotas' Fraud Management System (5/30/01).
- WINfirst selects CEON as service fulfillment partner for its Fiber-To-The-Home Network (5/23/01).
- WINfirst selects SPATIALinfo for network inventory management system (5/16/01).
- WINfirst selects CANAL+ TECHNOLOGIES for U.S. interactive television network deployment (5/1/01).

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
- Director of Finance/Operations

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

- Director, Systems Engineer and Architecture

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

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

Ikanos Communications (Fremont, CA)
<http://www.ikanos.com/careers.html>

- Director of Product Marketing

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

- Director of Human Resources

Novalux (Sunnyvale, CA)
<http://www.novalux.com>

- Director of Operations
- Vice President of Engineering

OmegaBand, Inc. (Austin, TX)
<http://www.omegaband.com>

- Chief Executive Officer

Star 21 Networks (Frankfurt, Germany)
<http://www.star21networks.de/>

- Director of Investor Relations



SAVE THE DATES

TeleSoft's 3rd Annual
Fun in the Sun
June 24, 2-6 p.m.
at the Hayes Mansion

TeleSoft Annual LP Meeting
November 8-11

TeleSoft Holiday Party
December 7



NEW INVESTMENTS IN 2001

**JUNGO**TM
A Broader View of Broadband ■ ■ ■

Broadwave

RedClover

MOBILE CRM

June 19–21
Barcelona, Spain
Participating: Athene

INFINIBAND TRADE ASSOCIATION

June 19–22
Orlando, FL
Participating: OmegaBand

COMMUNICASIA 2001

June 19–22
Singapore Expo
Singapore
Participating: CoSine Communications

BROADBAND YEAR 2001

June 20
San Jose, CA
Participating: TollBridge

DCI-CRM

June 20–21
Boston, MA
Participating: Athene

STREAMING MEDIA WEST

June 20–22
Long Beach, CA
Participating: InfoLibria, The Feedroom

PACIFIC TELECOM COUNCIL

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

OPTICAL AMPLIFIERS & APPLICATIONS

July 1–4
Stressa, Italy
Participating: Novalux

CWM ASIA 2001

July 3–6
Singapore
Participating: InfoLibria

NFOEC

July 8–12
Baltimore, MD
Participating: Kymata, Novalux

INTERNET WORLD SUMMER

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



Conference Calendar

DSL WORLD FORUM 2001

July 16–19
Rosemont, IL
Participating: COLO.COM

CARRIER HOTELS & INTERNET DATA CENTERS

July 27
The Palace Hotel
San Francisco, CA
Participating: Athene, COLO.COM, SigmaTel, TollBridge

OPTICON

August 15
San Jose, CA
Participating: Lynx

OPTICAL ETHERNET CONFERENCE

August 21–23
Sir Francis Drake Hotel
San Francisco, CA
Participating: COLO.COM

INTEL DEVELOPER FORUM

August 27–30
San Jose, CA
Participating: SigmaTel

METROPOLITAN OPTICAL NETWORKS

September 11–13
Le Méridien Montparnasse
Paris, France
Participating: Kymata

INTEROP NETRESULTS

September 12
Georgia World Congress Center
Atlanta, GA
Participating: COLO.COM

ECOC 2001

September 30–October 4
Rai Centre
Amsterdam, The Netherlands
Participating: Kymata, Lynx, Novalux

COMMUNICATION DESIGN

October 1–4
San Jose, CA
Participating: Lynx

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

ISPCON FALL

October 9–11
Sands Expo and Convention Center
Las Vegas, NV
Participating: COLO.COM

DSLCON FALL 2001

October 22–25
Tampa Convention Center/Hyatt
Tampa, FL
Participating: VINA Technologies

NETWORK PROCESSORS CONFERENCE

October 23–25
Parkside Hall
San Jose, CA
Participating: Lara Networks

STREAMING MEDIA EUROPE

October 23–25
London, England
Participating: InfoLibria

STREAMING MEDIA EAST

December 11–13
New York, NY
Participating: InfoLibria