



# TeleSoft

## NEWS

TELECOM DATACOM INTERNET

The TeleSoft team at the annual picnic.

### THIRD QUARTER 2002

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#### TeleSoft Partners

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Save the Date

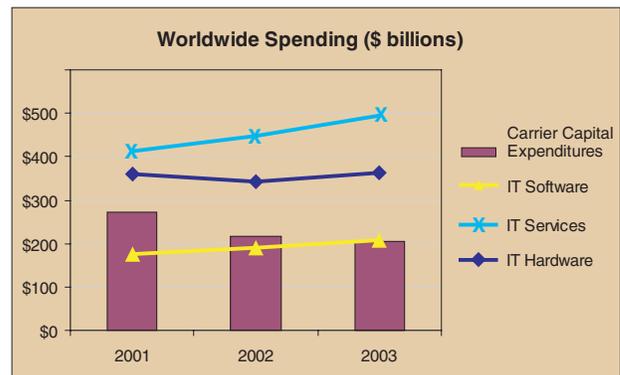
**DECEMBER 11**  
**TeleSoft's 5th Annual**  
**Holiday Party**

[TeleSoft Partners](http://www.telesoftvc.com)

#### A WORD FROM THE FIRM

Our attitude continues to be one of "cautious optimism, with a healthy dose of reality."

Over the last two years the reality is that the economy has slowed: IT spending on hardware has been reduced (although software and service expenditures have increased), carrier capital spending has been reduced, and the venture capital industry continues to adjust to the large number of companies funded over the last two years. Our optimism is driven by the pervasive need for technology and communications to drive the global economy. Although estimates vary, the magnitude of IT and carrier spending is fundamentally huge and a complete solution requires both computing and connectivity. We expect the investment cycle of our current fund to be four to six years, as opposed to three years in the previ-



SOURCE: IDC AND RHK

ous fund, and in current market conditions we see negligible attractive M&A or IPO activity for the next couple of years. However, if one takes a long-term perspective, the quality of ideas, technology innovation, remarkable entrepreneurial teams, and valuations are very attractive. The caution is that sales cycles are longer, and the time to build leading edge companies has returned to its pre-bubble time frame of three to five plus years with some even extending to seven plus years.

We would like to thank the more than seventy attendees of TeleSoft's first Entrepreneurs Networking Series event at the Stanford Barn. Special thanks also to Ammar Hanafi, Cisco's vice president of business development, for a keynote presentation on Cisco's views. The event was an opportunity for entrepreneurs to network and to exchange ideas. We also look forward to seeing many of you at TeleSoft's Annual Meeting at the Inn at Spanish Bay in Monterey, CA, on October 25.

**Arjun Gupta**

# From the Front Lines

## Security

Security has been at the forefront of the news for over a year. The terrorist attack on the World Trade Center has focused more attention on the need for more robust business continuity plans (see figure 1, "Awakening Concern"). While terrorists have focused on destruction to date, attacks targeted at business disruption could also have significant impacts on society. For example, in July and September of last year, the widespread infection of the Code Red and Nimbda viruses respectively shut down several businesses around the world for extended periods.

However, despite the threat, many businesses still view security solutions as a discretionary budget item rather than a mandatory requirement. Industry and government changes may reverse this view. This issue of From the Front Lines looks at the enterprise security industry and security solutions, which IDC estimates will increase from \$17 billion in 2001 to more than \$40 billion in 2005.

### Danger around the digital corner

The mission critical nature of current IT infrastructures is making downtime increasingly expensive. Electronic data is the lifeblood of most organizations. With the next wave of applications connecting supply chains to business operations and sales channels to customers, protecting the flow of

#### FIGURE 1 AWAKENING CONCERN

Financial services executives attending an IDC conference were surveyed regarding their approach to business continuity management in the wake of September 11th. Notable survey results included the following:

- Respondents rated people as their highest priority for business continuity management, giving the people factor an average of 4.4 in importance on a scale of 1 to 5.
- 83% of respondents said they plan to report periodically on business continuity preparedness to their respective boards of directors.
- 74% of the respondents said their contingency plans would include continuous availability strategies in the future; another 11% already had redundant facilities.
- 53% of respondents said their firms now planned a geographical realignment.
- 64% of respondents said their firms expect to see increased costs of risk mitigation programs.
- 68% of respondents indicated that their companies plan to also validate their suppliers' and service providers' potential for business continuity.

SOURCE: IDC

information should be an essential business criteria. Just imagine the cost to your business if your computers were down for more than three days.

ICSA Labs found, through a recent survey, that the average server downtime involved in recovering from a virus attack was fourteen hours. However, viruses are becoming more frequent and sophisticated. The Computer Emergency Response Team (CERT) reported nearly 2,500 security vulnerabilities in 2001, double the number of the previous year, as well as 52,658 reported incidents in the first five months of 2002. (See figure 2.)

The virus named Code Red caused an estimated \$2.6 billion in cleanup and lost productivity costs, according to *Computerworld* maga-

zine. It infected more than 250,000 systems in just nine hours. The virus initially propagated via e-mail, but quickly spread further by exploiting unchecked buffer overflow vulnerabilities in servers.

This attack was followed by one of the most pervasive viruses in the last year—the "Nimbda" virus—which infected 2.2 million systems in just three days and had an IT cost to business estimated at over \$5 billion, according to Dan Mezick, president of New Technology Solutions. The estimated total cost of all breaches in 2001 was anywhere from tens to hundreds of billions of dollars, while U.S. losses were estimated at 2.7 percent of GDP.

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# From the Front Lines

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Along with the number of instances, the sophistication of attacks is increasing. Security-related vulnerabilities come in a variety of forms, including denial of service attacks, unchecked buffer overruns, access rights vulnerabilities, information leakage, and viruses. Most of the hacks to date, Trojan horses, and viruses have primarily been nuisances rather than disasters. However, the coming waves of security threats may not be so benign.

Nimble is one of a new generation of worms that can exploit a multitude of holes at once. This highlights a trend toward automated discovery of new vulnerabilities and attacks of thousands of systems in a short period of time. But though its delivery mechanism is new, like its predecessors, its payload is not destructive.

More malevolent attacks with

payloads that reformat all PC hard drives in a whole company, or launch scripts that broadcast customer credit card numbers are within the skill sets of many hackers. Carnegie Mellon Institute estimated 5,500 new vulnerabilities are discovered per year, and more ominously, in one in four attacks, the hacker gained administrator status.

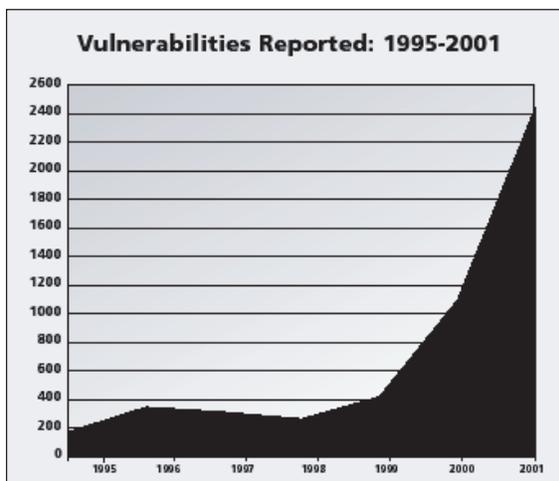
As a result of growing concern, government regulations may result in minimum-security standards for certain industries. As a result of September 11th, the FBI has warned corporations to be on guard against hacking and other electronic assaults on their information systems. In October 2001, President George W. Bush established a new federal government office to combat cyberterrorism. In September 2002, the U.S. Government distributed a draft of its Critical Infrastructure Protec-

tion program geared at ensuring the protection of U.S. energy, communications, transportation, manufacturing, government, military, and financial infrastructures.

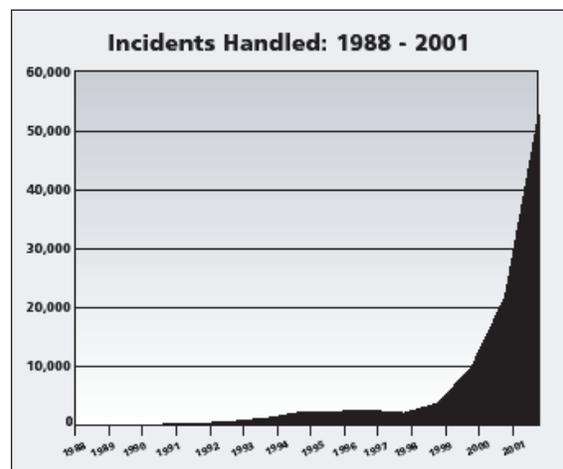
With required compliance to federal privacy regulations, such as the Health Insurance Portability and Accountability Act (HIPAA), Gramm-Leach-Bliley Act (GLBA), Government Information Security Reform Act (GISRA), Presidential Decision Directive 63 (PDD-63), and the Personal Information Protection and Electronic Documents Act (the "PIPED Act"), organizations may be held liable for information security breaches. These regulatory compliance acts will require companies to adopt monitoring, blocking, and reporting capabilities to comply with corporate policies and regulatory guide-

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**FIGURE 2** VULNERABILITIES AND INCIDENTS



SOURCE: CERT CC ©



SOURCE: INTERNET SOFTWARE CONSORTIUM (WWW.ISC.ORG)

# From the Front Lines

## Security

lines. In addition, the use of e-mail and other Internet-based services, such as the use of all corporate resources, can have legal consequences for the enterprise as a whole. Several cases of Internet and e-mail misuse involving sexual or racial harassment have resulted in legal liability lawsuits costing corporations millions of dollars.

### Your best, last, and not-only line of defense

The market for security solutions encompassing software, hardware, and services was estimated by IDC to be \$17 billion in 2001 and growing at 24 percent a year through 2005. Driving this demand is the increasing complexity of security issues—organizations must juggle security needs with the increased demand for openness to e-business traffic from customers, suppliers, and remote employees.

Even though security has been

identified as a high priority IT spending area, 2001 was disappointing for many vendors. A slow economy, budgetary constraints, and the lack of immediate return on investment (until an attack occurs) reduce the urgency of security purchase decisions. However, in the future, with the emphasis on business continuity, a strong security infrastructure may be more than a defensive strategy—it may be perceived as a competitive advantage in supporting secure e-business transactions.

Still, even companies that have rationalized a return on security investments are finding that managing and maintaining these investments is difficult and expensive. Skilled and available personnel to monitor alarms, much less analyze the difference between real threats and false positives, are scarce. Hence, solutions that excel in lower total cost of ownership should be expected to have market success.

### At your service

One solution to address the complexity of security issues is to outsource part or all of the solution to third party vendors. The security services market is estimated at \$8 billion and includes consulting, implementation, management, response, and training services. Security services have gained modest adoption with small to medium-sized businesses with limited security budgets and with larger organizations supplementing existing security defenses. Under the service model, antivirus, vulnerability scans, and firewall monitoring are available directly from the Web site and through a host of service provider partners.

The attractiveness of this business model is found in its relatively low cost of delivery, reduced customer acquisition costs, and appeal to a broader audience. However, as with other managed services, many providers are wrestling with profitability issues due to high capital requirements, the need for real-time operations, and the potential liability of not sustaining high service levels. Several companies (such as Securify and OneSecure) have dropped their service offerings in favor of delivering software solutions.

The market has also seen significant consolidation over the last two years (SDI, Netigy, Atomic Tangerine, Telenisus) as larger players

CONTINUED ON PAGE 5

### ATTACKS ON IT INFRASTRUCTURES ARE REAL AND GROWING RAPIDLY

The 2002 CSI/FBI Computer Crime and Security Survey indicates that:

- ▶ 90% of its respondents reported computer security breaches within the last twelve months, up from 62% in 1999.
- ▶ Of the respondents willing and able to quantify the impact of such attacks, the yearly average per customer was approximately \$2,000,000 in damages — a 360% increase over the approximately \$55,500 reported in 1999.
- ▶ 40% of respondents reported system penetration from the outside.
- ▶ 40% reported experiencing denial of service attacks.
- ▶ 20% reported theft of information.
- ▶ 85% experienced computer viruses.

# From the Front Lines

## Security

seek to establish critical mass. Systems integrators are expected to remain significant players in security consulting and implementation, with ISPs and carriers emerging as major long-term channels for security management services to complement other outsourced IT services. (See figure 3.)

### Soft solutions for hard problems

The security software market was \$6 billion in 2001 and is projected to grow at 22 percent per year over the next three years. IDC says the fastest growing sub-segments will be security management (policy, provisioning, single console solutions), Web, and e-mail scanning solutions.

Web and e-mail scanning markets will benefit from increasing industry and government regulations, while security management targets solving the increasing complexity of security issues. Enhanced Web-based authorization will be required for Web service and online transaction growth.

Other areas expected to experience good growth are host-based intrusion detection systems and denial of service prevention solutions. (See figure 4.)

System vendors (such as Cisco, Nokia, and IBM) and diversified software vendors (such as CA, BMC, and Tivoli) have been moving into the security market. These vendors are acquiring or developing tech-

FIGURE 3 INFORMATION SECURITY SERVICE (ISS) LANDSCAPE (REVENUE IN \$ MILLIONS)		
MARKET SEGMENT	2001	2005
ISS (Consulting, Implementation, Management, Response, Education/Training)	\$8,025	\$18,649
IBM, EDS, ISS, CSC, Symantec, Verisign, Network Associates, Symantec, AT&T, Genuity, WatchGuard, Valicert, Zixit, Riptech, @Stake, Netsec, Counterpane, RedSiren, Guardant, TruSecure, ThruPoint, OpenReach, Foundstone, Netigy, Securify, SmartPipes, eTunnels, Qualys, Akaba, Cigital, Callisma, Geotrust, GlobalSign, iLumen, SlamDunk, TransactPlus		

SOURCE: IDC, BROADVIEW, TELESOFT

nologies to embed into existing products or to enhance systems management portfolios. The software market is expected to see continued consolidation as smaller best-of-breed solutions are incorporated into solution suites.

### Fast and easy

The \$3 billion security hardware market is the fastest growing segment of the information security industry. Driving the growth in the high end of the market is the need to keep up with faster network speed and the need for real-time operations. In the mainstream market, security hardware offers installation and maintenance simplicity through plug-in appliances purchased by corporations or supplied as CPE equipment by managed security service providers.

The trend in security appliances is to combine firewall, IDS, and VPN, plus potentially content security, load balancing, and policy management in a single appliance. Similar to the move to security soft-

ware suites, the combined security appliance promises to ease security management complexity.

Biometrics, hardware tokens, and encryption acceleration are smaller markets with above average projected growth. Biometrics and tokens are supplements to software authorization solutions and must overcome usability issues to become significant markets. Cryptographic acceleration addresses the need for processing speed enhancements to enable encryption of data in the network and stored data. (See figure 5.)

Overall, the security market is expected to be fairly active over the next few years as smaller companies fill technology voids in the market and larger vendors add security technology to existing IT infrastructure product lines. The industry could use a healthy dose of IT spending growth and should be first in line when the light at the end of the tunnel gets brighter.

# From the Front Lines

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**FIGURE 4 SECURITY SOFTWARE LANDSCAPE (REVENUE IN \$ MILLIONS)**

MARKET SEGMENT	2001	2005
<b>SECURITY SOFTWARE TOTAL</b>	<b>\$5,952</b>	<b>\$12,069</b>
<b>▶ 3A</b>	<b>\$2,213</b>	<b>\$4,899</b>
<b>Authentication</b> (PKI, Advanced Authentication) Entrust, RSA Security, Baltimore, AOL, ValiCert, VeriSign, Arcot Systems, IBM, Gemplus, Novell, CA, Cylink, Kyberpass, OpenService, Ubizen, Rainbow, Secure Computing, Keyware, Gemplus, NEC, SSH, Unisys, Bionetrix, Vasco, eTrue, I/O Software	\$518	\$1,019
<b>Authorization</b> (Web & Host sign-on, Legacy) Netegrity, IBM, Entrust, Oblix, RSA Security, Entegrity, CA, Evidian, HP, Baltimore, Unisys, Vasco, PassGo, Cybersafe, RedCreek, Novell, Beta Systems, Fujitsu, Hitachi, Systor, OpenNetwork, Securant	\$1,144	\$2,255
<b>Administration</b> (Security Management, Policies) HP, Sun Microsystems, IBM, NetIQ, Evidian, BMC Software, Cisco Systems, Ubizen, CA, Utimaco Safeware, Aventail, BindView, Access 360, Guidance Software, Enterasys, Novell, eSecurity, Candle Corp., PentaSafe, Systor AG, Waveset, netForensics, Consul Risk Management, Spyrus, Business Layers, Citadel Technology, Intellitactics, Ponte, Solsoft, Trustworks, Kinar, Courion, nCircle, Lumeta, Securify, ArcSight, Networks Intelligence	\$551	\$1,626
<b>▶ Firewall/VPN</b>	<b>\$895</b>	<b>\$1,408</b>
CheckPoint, Microsoft, Symantec, CA, Network Associates, Cisco, Secure Computing, Sun Microsystems, Novell, ISS, StoneSoft, ZoneLabs, Sygate, InfoExpress, Borderware, Intoto, IP Dynamics, Neoteris, OpenReach		
<b>▶ Secure Content Management</b>	<b>\$2,013</b>	<b>\$4,136</b>
<b>▶ Antivirus</b>	<b>\$1,672</b>	<b>\$3,024</b>
Network Associates, Symantec, Trend Micro, CA, Sophos, Sybari, F-Secure, Panda Software, Ahnlab, Norman Data Defense, Aladdin, MessageLabs, Finjan, Kaspersky		
<b>▶ Web Access Control</b>	<b>\$202</b>	<b>\$608</b>
SurfControl, Websense, Symantec, Secure Computing, N2H2, 8e6 Technologies, Rulespace, Elron Software, Network Associates, Trend Micro, Volera		
<b>▶ E-mail Scanning</b>	<b>\$139</b>	<b>\$505</b>
Clearswift, Tumbleweed, Symantec, Trend Micro, Network Associates, Brightmail, Group Software, Marshall Software, Elron Software, SurfControl, iWitness		
<b>▶ Encryption</b>	<b>\$213</b>	<b>\$365</b>
RSA Security Inc., Certicom Corp., Hitachi Limited, F-Secure Corporation, SSH Communications Security, Baltimore Technologies, Fujitsu Limited, Network Associates Inc., IBM, Gemplus International S.A., V-One, iSecurity, ENgrust, CA, Netegrity, Protegrity, Utimaco		
<b>▶ Intrusion Detection &amp; Vulnerability Assessment</b>	<b>\$620</b>	<b>\$1,261</b>
ISS, Symantec, BindView, PentaSafe, Network Associates, IBM/Tivoli, SilentRunner, Tripwire, Enterasys, CA, Intrusion, Safestone, Sanctum, Ubizen, Secos, NFR, Harris STAT, Recourse, Entercept, eEye, nCircle, HP, Verizon Netfacade, VIGILANTe, Litton PRC, Norman ASA, Consul Risk Mgmt., Promia, KaVaDo, Sanctum, Stratum8, CenZic, SPI Dynamics, Mazu, Captus, Arbor, Asta, Q1 Labs		

SOURCE: IDC, BROADVIEW, TELESOFT

# From the Front Lines

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<b>FIGURE 5 SECURITY HARDWARE LANDSCAPE (REVENUE IN \$ MILLIONS)</b>		
<b>MARKET SEGMENT</b>	<b>2001</b>	<b>2005</b>
<b>SECURITY HARDWARE TOTAL</b>	<b>\$3,382</b>	<b>\$10,702</b>
<b>▶ Intrusion Detection Appliance</b> Cisco, Nokia, Enterasys, Intrusion, Secureworks, nCircle, Sourcefire, KaVaDo, Sanctum, Stratum8, Crossbeam, NetScreen, iPolicy, Intruvert, RapidStream	<b>\$146</b>	<b>\$376</b>
<b>▶ Biometrics (face/eye/finger scan, signatures, voice)</b> Visionics, eTrue, Viisage, Iridian Technologies, Identix, Digital Persona, Authentec, Nuance, Veritel, VoicelQ, Recognition Systems	<b>\$190</b>	<b>\$887</b>
<b>▶ Tokens &amp; Smart Cards</b> RSA Security, VASCO, ActivCard, Secure Computing, Datakey, Aladdin, Rainbow, Arcot, Spyrus, Bull, AMEX, VISA, Gemplus	<b>\$460</b>	<b>\$2,209</b>
<b>▶ Firewall/VPN Appliance</b> Cisco, Nokia, SonicWALL, WatchGuard, NetScreen, Lucent, CyberGuard, RadGuard, eSoft, DICA, Red Creek, Alcatel, Crossbeam	<b>\$1,414</b>	<b>\$4,021</b>
<b>▶ IP VPN (dedicated)</b> Dedicated and Embedded: Cisco, CheckPoint, Raptor, CoSine, Nortel, Lucent, Openreach, etScreen, Nokia, Watchguard, Avaya, Adtran, SonicWALL, Cloudshield, iPolicy	<b>\$878</b>	<b>\$1,983</b>
<b>▶ Cryptographic Acceleration</b>	<b>\$295</b>	<b>\$1,228</b>
<b>▶ Cryptographic Chips</b> Hifn, SafeNet, Broadcom, Cavium, Corrent, NetOctave, LayerN, Andes, Ingrian, Securelink	<b>\$105</b>	<b>\$326</b>
<b>▶ SSL Acceleration Boards</b> Rainbow, nCipher, HP/Compaq, SonicWall	<b>\$90</b>	<b>\$415</b>
<b>▶ VPN Acceleration boards</b> Chrysalis-IT, SafeNet, Rainbow Technologies	<b>\$20</b>	<b>\$66</b>
<b>▶ Secure Public-key-processing Devices</b> nCipher, Chrysalis-IT, Baltimore Technologies, Rainbow	<b>\$32</b>	<b>\$112</b>
<b>▶ SSL/Encryption Appliances</b> Decru, NeoScale, Vormetric, Intel, SonicWall, F5, Radware	<b>\$48</b>	<b>\$308</b>

SOURCE: IDC, BROADVIEW, TELESOFT



## BayPackets [www.BayPackets.com](http://www.BayPackets.com)

- Touch America taps BayPackets to deliver value-added voice services to enterprise customers (9/3/02).
- Brian Coulter joins BayPackets as vice president of sales (8/20/02).
- BayPackets is selected to exhibit at the 2002 PacketCable Summer Conference (7/29/02).
- Comcast announces additional voice services using BayPackets RSI Mediate™ recordkeeping server (7/19/02).

## CoSine Communications [www.cosinecom.com](http://www.cosinecom.com)

- CoSine successfully demonstrates MPLS interoperability (9/9/02).

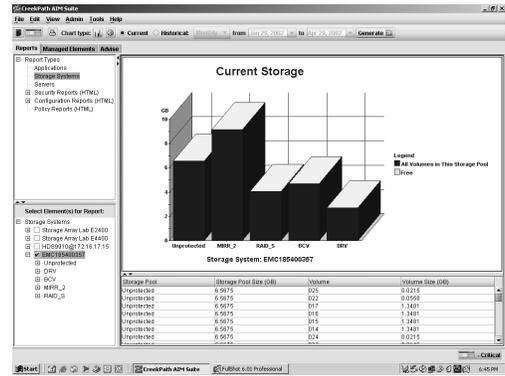
## CreekPath Systems [www.creekpath.com](http://www.creekpath.com)

- CreekPath delivers the industry's first integrated storage management platform (6/20/02).

## empowerTel Networks [www.empowertel.com](http://www.empowertel.com)

- IP Unity acquires empowerTel Networks (7/23/02).
- IP Unity is selected by Comcast for voice-over-Internet protocol service (7/22/02).
- IP Unity and ROOTS Communications demonstrate complete NGN at CommunicAsia2002 Summit (6/19/02).

Arjun welcomes new senior associate, Jerry Wu, to TeleSoft.



## CreekPath Systems' Application Intelligent Management (AIM) Suite

## The FeedRoom [www.feedroom.com](http://www.feedroom.com)

- AT&T unveils a redesigned homepage for AT&T Worldnet® Service ([www.att.net](http://www.att.net)) that offers enhanced feature functionality and new content from ABC News, E! Online, DealTime, RadioAMP, and the FeedRoom (6/02).

## Ikanos Communications [www.ikanos.com](http://www.ikanos.com)

- NEC-JAPAN adds Ikanos VDSL-DMT FDD chipsets to complement its current TDD-based VDSL-DMT products that extend fiber-like bandwidth to multi-dwelling buildings (9/16/02).
- ZyXel employs Ikanos chipsets in new 90 MBPS VDSL-DMT solution (9/3/02).

## Jungo [www.jungo.com](http://www.jungo.com)

- Jungo provides turnkey home/SOHO gateway solutions for Conexant CX821xx Home Network Processors (9/10/02).
- Jungo provides Linux-based residential gateway software for the Intel® IXP425 network processor family (9/3/02).

- Jungo's driver development tools new Version 5.20 provides extended support for Windows Driver Model (WDM), Plug-and-Play, and Power Management (9/3/02).
- Jungo releases USB Slave Stack for embedded devices (8/28/02).
- Jungo joins CableLabs® as intellectual property rights (IPR) vendor (8/20/02).
- Jungo releases OpenRG Version 2.0, which adds UPnP, IGMP, RIP, DMZ, and Dynamic Graphical User Interface (8/5/02).
- WinDriver 5.20 Release Candidate 1 (Beta) becomes available for download (8/4/02).
- ICET selects Jungo's OpenRG Residential Gateway Software Platform for its new Integral xDSL IAD product family (7/31/02).
- Jungo is first to provide driver development tools with 64-bit support under 32-bit operating systems (7/29/02).
- Jungo releases OpenRG Version 1.3, which adds USB slave and RNDIS modules, and support for IDT's Integrated Communication Processors (6/30/02).
- Jungo releases toolkits for USB device driver development on Windows NT 4.0 (6/24/02).

## Lynx Photonic Networks [www.lynxpn.com](http://www.lynxpn.com)

- Lynx demonstrates new 1:4 Intelligent Protection Switch with Integrated Optical Power Monitoring at ECOC (9/3/02).

## NP Photonics [www.npphotonic.com](http://www.npphotonic.com)

- NP Photonics introduces first in portfolio of Erbium Micro Fiber Laser Modules (8/28/02).
- NP Photonics expands product family with new low-cost, ultra-compact, high-power optical amplifier modules (8/20/02).

## Executive Recruiting

Highlighting key job opportunities at our portfolio companies

**Aarohi** (San Jose, CA)  
[www.aarohi-inc.com](http://www.aarohi-inc.com)

- CFO

**BayPackets** (Fremont, CA)  
[www.BayPackets.com](http://www.BayPackets.com)

- Vice President of Marketing

**ModeTek** (Carlsbad, CA)  
[www.modetek.com](http://www.modetek.com)

- CEO

**NP Photonics** (Tucson, AZ)  
[www.npphotonic.com](http://www.npphotonic.com)

- Vice President of Engineering



Jay Elwell (TeleSoft VP, Finance and Administration) and his wife Wendy at TeleSoft's Fifth Anniversary Dinner.

- NP Photonics acquires compliant MEMs technology (7/11/02).

## OnFiber Communications, Inc.

[www.onfiber.com](http://www.onfiber.com)

- OnFiber acquires Telseon assets worth \$85 million (8/6/02).
- OnFiber reports strong growth in first half of 2002 (7/15/02).

## SigmaTel

[www.sigmatel.com](http://www.sigmatel.com)

- Intel® demonstration showcases SigmaTel® C-Major! Internal Jack-Sensing (9/10/02).

- SigmaTel announces technology exchange with eMPIA Technology (7/19/02).

## Star 21 Networks

[www.star21networks.de](http://www.star21networks.de)

- Star 21 offers customized IP VPN solutions ranging from 192 Kbit/s to 6 Mbit/s, depending on the customer's bandwidth requirements. Following the expansion of the company's product portfolio in July through the introduction of DSL with various symmetrical bandwidths, Star 21 now provides a dial-in option via ISDN as well as DSL, wireless, and terrestrial fixed line connections (8/1/02).

## Investment Bank Analysts

**Alcatel (acquired Kymata) [ALA]**—Banc of America, Chris Crespi (415-913-2147); Deutsche Banc Alex Brown, Bruce MacDonald (+44-131-240-7668); Morgan Stanley, Angela Dean (+44-20-7513-6614).

**Cisco Systems (acquired Cerent) [CSCO]**—Deutsche Banc Alex Brown, Raj Srikanth (212-469-7687); Salomon Smith Barney, Alex Cena, (212-816-6000); Lehman Brothers, Timothy Luke (212-526-4993).

**CoSine Communications [COSN]**—Adams Harkness & Hill, Joanna Makris (617-371-3748); Robertson Stephens, Paul Johnson (212-407-0414); Lehman Brothers, Steven Levy (212-526-2499).

**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]**—Deutsche Banc Alex Brown, George Elling (212-469-8620); Thomas Weisel Partners,

Kevin Hunt (415-364-2674); Lehman Brothers, Dan Niles (415-274-5252).

**Infineon (acquired Catamaran) [IFX]**—Deutsche Banc Alex Brown, Ben Lynch (+44-20-7545-8241); CS First Boston, Jean Danjou (+44-20-7888-0887); Salomon Smith Barney, John Joseph (212-816-6000).

**Nortel Networks (acquired Promatry) [NT]**—Deutsche Banc Alex Brown, George Notter (415-617-3348); Thomas Weisel Partners, Hasan Imam (212-271-3698); CIBC World Markets, Steve Kamman (212-667-8146).

**VINA Technologies [VINA]**—Lehman Brothers, Steven Levy (212-526-2499); Thomas Weisel Partners, Jason Ader (617-488-4621); US Bancorp Piper Jaffray, Frank McEvoy (612-303-5539).

**Vitesse (acquired Versatile) [VTSS]**—CIBC World Markets, Dale Pfau (415-399-5731); CS First Boston, Michael, Masdea (415-836-7779); Salomon Smith Barney, Clark Westmont (415-951-1886).

- John Stachowiak takes over the position of chief executive officer of the Star 21 Networks Group as well as the chairmanship of the executive board of Star 21 Networks AG (7/15/02).

## VINA Technologies

[www.vina-tech.com](http://www.vina-tech.com)

- VINA announces contract with Electric Lightwave for its integrated access service (8/19/02).
- VINA reports second quarter financial results and the intention to restate fiscal year 2001 and first quarter 2002 financial statements (8/14/02).
- VINA introduces low-cost high performance T1 router (7/31/02).
- Pac-West Telecomm launches new integrated access service (6/17/02).

## Xpedion Design Systems

[www.xpedion.com](http://www.xpedion.com)

- Xpedion introduces GoldenGate 3.1 with 10X overall simulation speedup and enhancements for cadence flows (6/3/02).
- Xpedion lands two prominent EDA industry CEOs for its board of directors: Verisity's Moshe Gavrielov and Sequence's Alain Labat. They will advise on RF and wireless simulation startup (5/13/02).



Networking at TeleSoft's first Entrepreneurs Networking Series event at the Stanford Barn.



Bill Magill makes a point at TeleSoft's Entrepreneurs Networking event.

### CASPA

October 11–12  
DoubleTree Hotel  
San Jose, CA 95110  
[www.caspa.com](http://www.caspa.com)  
*Participating: Ikanos*

### NGN 2002

October 14–18  
Boston, MA  
*Participating: CoSine*

### MORGAN STANLEY PRIVATE SEMICONDUCTOR CONFERENCE

November 14  
Four Seasons Hotel  
San Francisco, CA  
*Participating: Ikanos*

### BROADBAND PLUS — THE NEW WESTERN SHOW

December 4–6  
Anaheim Convention Center  
Anaheim, CA  
*Participating: empowerTel*

### OFC '03

March 23–28, 2003  
Atlanta, GA  
*Participating: NP Photonics*

## Conference Calendar