

October 27, 2004

**\* AGENDA \***

- 5:30PM Registration
- 6:00 Welcoming Remarks
- 6:10 Guest Speaker—  
**Larry A. Blosser**
- 6:20 8x8/ Packet 8
- 6:40 BayPackets
- 7:00 Edgewater Networks
- 7:20 B•R•E•A•K
- 7:30 M&A Panel

# Telecom Showcase

## Guest Speaker



**Larry A. Blosser**  
Gray Cary,  
Of Counsel  
[lblosser@graycary.com](mailto:lblosser@graycary.com)

Mr. Blosser's practice specializes in telecommunications law and policy, with an emphasis on wireless and

broadband telecommunications and Internet services. He provides strategic, regulatory and policy counseling for communications and technology-intensive companies.

Mr. Blosser has been involved with many technological issues. Recently, he assisted a wireless start-up in preserving access to spectrum necessary for deployment of innovative "3G" wireless services. In addition, Larry has assisted telecommunications companies in securing regulatory approvals required for mergers, acquisitions and joint ventures. He has represented numerous companies in the area

of telecommunications licensing, including broadcast, cellular radio, satellite, LMDS and MMDS licensees

Mr. Blosser's professional experience includes being a senior counsel of Federal Law and Public Policy at MCI Communications. He was also the Legal assistant to the Chief of the Common Carrier Bureau at the Federal Communications Commission

In terms of education, Larry holds a J.D. - University of Akron School of Law (1978) and B.A. - Honors College, Michigan State University (1968), Kent State University (1972) (with distinction).

## Presenting Companies



[www.8x8.com](http://www.8x8.com)

As broadband connectivity has become more available and less expensive, it is now possible for service providers to offer businesses and consumers voice and video services that run over IP networks. Providing such services has the potential to both substantially lower the cost of telephone and equipment costs to these customers and to increase the breadth of features available to the end-user. Services like full-motion, two-way

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

Founded in 2000, BayPackets, has developed communications software that enables local, long-distance and broadband operators to profitably deploy and manage enhanced voice and data solutions from a single point in their networks. BayPackets' Agility Network Services Platform (NSP) and Agility SIP

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

Edgewater Networks is a leading provider of converged network appliances. Founded in November 2002 and privately held, Edgewater's mission is to provide solutions that make the deployment of voice and video over IP easier, less expensive and more secure.

Edgewater's focus is to provide equipment that simplifies the deployment and management of VoIP services. Edgewater's flagship

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# Technology Panelists for VoIP

## Joe Forester

KDDI  
Global Account Mgr.



Mr. Forester works for KDDI, which is the second largest telecom carrier in Japan. KDDI provides voice and data network connections all over the world. Joe's responsibilities at KDDI include the management of global account relationships for its customers in the U.S. and overseas. Mr. Forester provides international circuits to US based multinational corporations and provides global support for system integration projects. The firm is aggressively pushing MPLS based IP-VPN and international Ethernet VPN.

Prior to KDDI, Mr. Forester worked in the semiconductor industry selling wafer handling robots. Joe lived in Japan for ten years, can read and write Japanese, and moved into the SF Bay Area in 2001.

## Nat Goldhaber

Claremont Creek Ventures,  
General Partner

Mr. Goldhaber is a successful investor and entrepreneur. He brings to the partnership 25 years' experience in Silicon Valley. Most recently as founder and CEO, he sold Cybergold to Mypoints.

Notable successes include Shiva and Macromedia. Previously, Mr. Goldhaber served as the founding CEO of the multimedia joint venture between IBM and Apple, Kaleida Labs. He was also the founder of Centram Systems West which developed TOPS, the first IBM/Macintosh local area network later sold to Sun Microsystems.

Mr. Goldhaber holds a master's degree in Education and is an emeritus member of the Executive Board of the College of Letters and Science at the University of California at Berkeley. Nat serves on the Advisory Board for the Silicon Valley Association of Startup Entrepreneurs and the Advisory Board for the U.S. Secret Service Electronics Crime Taskforce. He has also served on the advisory boards of the National Association of Broadcasters, PC Expo, MacWorld Expo, and the Center for Creative Imaging. He lives with his family in Oakland, California.

## Dory Leifer

Keiretsu Forum Angel Network,  
Chair of Telecommunications Committee

Mr. Dory Leifer leads the Telecommunications Committee, a group of Keiretsu Forum members involved in identifying and vetting high quality telecom investment opportunities that present to the Keiretsu Forum. The members of the Telecommunications Committee have M&A expertise, consider restructures and spin-outs, and employ their experience to help advise and mentor young companies.



Dory Leifer has 20 years of experience in the telecommunications industry. As an entrepreneur, he has founded and led Publicport, a broadband networking equipment company. Dory has extensive consulting and teaching experience and has contributed or authored several technical Internet standards. He has held positions with the University of Michigan and Merit Network. Dory holds a B.S. in Computer Science from Rensselaer Polytechnic

Institute and an M.S.E in Industrial and Operations Engineering from the University of Michigan. He currently resides in Marin County.

## Stephen Lautzenhiser

Cisco Systems  
Finance Business Manager

Mr. Lautzenhiser is currently a Finance Business Manager with Cisco



Systems Inc. with responsibilities in corporate reporting and forecasting across Cisco's core and advanced technology segments. Prior to this role, he worked for three years as a Business Development Manager promoting Cisco's operations support software to service providers, responding to network management RFPs, forging joint-development agreements with innovative OSS partners and developing credible business models for IP-based service rollouts. Prior to joining Cisco, Stephen was Program Manager for 3rd-party soft-core development with Altera Corporation, a leading programmable logic semiconductor company. He has also worked as a consultant with American Management Systems on customer care & revenue recovery projects for both ILEC and IXC telecommunication clients.

Stephen holds a Masters in Management from MIT (Sloan) in addition to a BS and MS in Electrical Engineering from Stanford.

# Panelists for Mergers & Acquisitions

## **Suzanne K. Toller** **Davis Wright Tremaine, LLP** **Partner (Moderator)**

Ms. Tollner represents telecommunications clients before the Federal Communications Commission (FCC), state public utility commissions (including California) and state and federal courts



She advises clients on a broad range of regulatory and legal issues including numbering, interconnection, service quality, consumer protection, regulatory status, privacy, competitive entry, construction of facilities, universal service, mergers and acquisitions and certification/licensing

In addition, Ms. Tollner develops public policy positions and legislative strategy on a number of telecommunications issues, including the use of wireless phones while driving and radio frequency health and safety issues

Her clients have included cellular and PCS carriers, interexchange carriers, paging companies, competitive local exchange carriers and industry associations

She has also represented clients in a variety of civil litigation matters, including those relating to trademark infringement, business fraud and torts, unfair competition and breach of contract

Her prior experience includes Vice President, AT&T Wireless Services, Legal and External Affairs Department, 1999-2001; Senior Counsel, 1998-1999 Legal Advisor to Commissioner Rachelle B. Chong, Federal Communications Commission, Washington, D.C., 1995-1997 Counsel, CMT Partners d.b.a. Cellular One, 1994-1995 Associate, Morrison & Foerster,

1987-1994

Memberships and Activities California State Bar Association; Federal Communications Bar Association; Conference of California Public Utilities Counsel; Women in Telecommunications

Ms. Tollner has a J.D., cum laude from Harvard Law School, 1987; a B.A. in English Literature, magna cum laude, Phi Beta Kappa, University of California, San Diego, 1984.

## **Larry A. Blosser**

Gray Cary,  
Of Counsel



Please see Keynote Speaker section on the first page.

## **Lila Kung** **Ericsson,** **Business Information** **Manager**

Ms. Kung has been with Ericsson for approximately 10 years. Lila joined Ericsson as a result of its acquisition of Raynet. Currently Ms. Kung serves as a business information manager with Ericsson's North American International Procurement Office, located in Pleasanton, California. Her work there focuses on: identifying companies with technologies, which complement Ericsson's product portfolio; on communicating developments in the Silicon Valley related to innovation and start up activity; and on doing due diligence related to potential suppliers, partners and on occasion potential



acquisition candidates. Previous roles with Ericsson have included setting up new product operations, managing business transitions, and managing operations. Before Ericsson, Ms. Kung worked as a Senior Industry Analyst with Frost and Sullivan.

# Presenting Companies (continued)



video are now supported by the bandwidth spectrum commonly available to broadband customers. To enable such new products to take hold, service and equipment suppliers need semiconductor products and software to connect input and output devices to the networks and the software that runs on the network that enables these input/output devices to be easily installed, operated and managed (as well as to replace common functionalities of the legacy switched network, such as billing, operator/directory assistance, etc.).

8x8, Inc. offers the Packet8 voice over internet protocol (VoIP) and videophone communications service and Packet8 Virtual Office ([www.packet8.net](http://www.packet8.net)). Packet8 enables anyone with high-speed access to the Internet to sign up for voice over internet protocol (VoIP) and videophone communications service. Customers can choose a direct-dial phone number from any of the more than 270 area codes offered by the service, and then use an 8x8-supplied terminal adapter to connect any telephone to a broadband internet connection and make or receive calls from a regular telephone number. Subscribers can make unlimited calls to any telephone number in the United States and Canada, and unlimited calls to any other Packet8 subscriber anywhere in the world.

Packet8 Virtual Office allows business users anywhere in the world to be part of a virtual PBX that includes auto attendants, conference bridges, extension-to-extension dialing, ring groups and a host of other business class PBX features, while still enjoying unlimited phone calls anywhere in the United States and Canada and the same low, per-minute international rates available in Packet8's residential plans. With Packet8 Virtual Office, each extension has its own direct dial telephone number which can be any telephone number on the Packet8 network, regardless of geographical location, and can make unlimited extension-to-extension calls anywhere in the world.

8x8 has developed a broad range of communication technologies, including semiconductors, embedded software, system design, telephony call management software, and consumer voice and video systems that enable communication services to be deployed over the world's predominant data and voice networks, IP networks and access methodologies.

8x8 has been the dominant supplier of silicon and firmware to videoconferencing system vendors, and has itself sold more than 100,000 videophones to date. The company was the first to make an interoperable,

standards-based H.324 video call, and the first company to make an interoperable, standards-based H.323 video call.



Application Server help service providers efficiently utilize their network - whether circuit-switched, packet, wireless or cable - in order to rapidly deliver customized, bundled voice and data services - such as toll free, Voice VPN, prepaid card and unified communications - to customers.

The end-result for consumers and businesses is a better communications experience through simplified, bundled services from one provider. For example, by incorporating BayPackets' technology into its network, a carrier's customer can receive local, long-distance, Internet access and wireless on a single bill from a single provider. The benefit for service providers is greater market share, in addition to a quicker ROI.

BayPackets brings service providers many key advantages including return on investment (typically a 6-12 month payback period), time-to-market (software implementation is up-and-running in about 3 to 6 months), service provisioning (enables Web-based provisioning and management), and deployment platforms (platform with open APIs).

The core concept of the Network Services Platform is to create a single point for deploying and managing network services across multiple networks (circuit, packet, wireline, wireless, cable). It separates the service logic from the underlying switching elements to enable faster and more flexible network services delivery. For example, deploying a voice VPN utilizing the Network Services Platform is much quicker and easier since all information (e.g. service features, provisioning, billing) is maintained in one place. Having a single point for provisioning and managing the service as well as the capability to seamlessly integrate with existing billing/OSS systems greatly reduces operating and maintenance costs while accelerating the time-to-market of network services.

BayPackets has been providing VoIP software solutions to the communications industry since 1999. Products enable service providers to deliver a broad range of VoIP applications and services across IP, TDM, and wireless networks. BayPackets has proven deployments in many of the world's largest networks including Deutsche Telekom and Global Crossing.

Over time BayPackets has added a wide

range of technology expertise to their products, the EdgeMarc Series appliances, are a new generation of edge device providing the demarcation point for real-time, interactive IP services. Designed to be deployed at the customer premise EdgeMarc Series appliances serve as an essential demarcation point for the service provider edge and enterprise LAN.

Recently, Edgewater Networks introduced the EdgeMarc 4300T (a WAN access router used for VoIP) enabling service providers and enterprises to simplify, secure and scale their converged networks. The 4300T is that integrates a T1 CSU/DSU, a 4 port managed ethernet switch and on-board encryption accelerator into a single device. It includes a comprehensive list of software features designed to remove the complexity and expense usually associated with deploying real-time applications such as voice and video on an IP network.



They use a dynamic access control list to authenticate VoIP subscribers as they register with the hosted service. This authentication eliminates the need to manually program IP addresses of valid subscribers in other firewalls around the perimeter of the data center to enable scalability while reducing the workload of operations personnel. This also enables the service provider to easily support mobile VoIP subscribers that perform frequent addressing changes.

Edgewater Networks announced that it has been selected as a member of FierceVoIP's annual list of "The Fierce 15", honoring it as one of the top 15 emerging IP telephony companies for 2004. (FierceVoIP, an internationally recognized email newsletter covering the VoIP and Internet telephony industry, evaluated more than 300 VoIP companies based on company vision, revenue potential, quality of deals and partnerships, and competitive market position.)

# Management Team



**Michael  
Beardsley, CEO  
& President**

Michael Beardsley has over 18 years of technology experience and over 9 years of investment banking experience. Mr. Beardsley founded Internet Securities in January 1999 and manages all operational and strategic aspects of the Firm. Prior to Internet Securities, Mike worked for Merrill Lynch in New York City for four years as a sell-side equity analyst covering the data networking and telecommunications equipment industries. Prior to Merrill Lynch, Mr. Beardsley was a management consultant at J.P. Morgan in New York City working in the Firm's telecommunications department. Mike was also a senior telecommunications equity analyst at Pacific Growth Equities in San Francisco. Prior to Mike's Wall Street career, he worked for Hewlett-Packard in Cupertino and Sunnyvale for seven and one half years in marketing management and telecommunications management roles. Mike's positions at HP included: Marketing Program Manager, Product Marketing Engineer, Telecom Operations Manager, and Telecom Engineer.

Mr. Beardsley holds an M.B.A. from Columbia University, B.A. in economics from U.C. Berkeley, and A.S. in data communications from Foothill College. Mr. Beardsley possesses NASD Series 7, 24, and 63 licenses.



**Henry K.  
Wong, Vice  
President**

Henry K. Wong has a marketing management and technology background from companies such as Intel Corporation and McDonnell Douglas (now owned by Boeing Corporation). Prior to joining Internet Securities, Mr. Wong worked at Intel Corporation for six years in product marketing and corporate development roles where he was involved with the Pentium processor/platform and launching the first 64-bit Itanium processor and systems. In addition, he recruited key server software developers and operating system vendors. Prior to joining Intel, Henry worked for an interactive television startup company and a server database firm. Mr. Wong also has engineering experience from McDonnell Douglas where he was a lead information technology engineer developing several mission critical applications.

Mr. Wong has an M.B.A. from Columbia University and a B.S. in engineering from the University of California at Berkeley.

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The Communications Technology Cluster is a business incubator providing strategic consulting and business services for companies with **HIGH GROWTH POTENTIAL** in various technology sectors. The CTC's goal is to be an enabling force in the **ECONOMIC DEVELOPMENT** of the greater metropolitan Oakland region.