



April 15-17, 2003 • Burlingame, CA

A **BCR** CONFERENCE



Where Next Generation Networking StartsSM

Dear Colleague,

Every organization has a vision. Successful organizations also have focus. Next Generation Networks Ventures is designed to help obtain that focus by concentrating on leading startups in the networking space.

Join us April 15-17, 2003, at the Hyatt Regency San Francisco Airport Hotel, for NGN Ventures. In conjunction with *Business Communications Review*, we will meet to examine the most promising new technologies and hottest new companies in the field.

As a networking professional, you recognize that innovations by next generation networking startups have the power to alter our entire industry. With venture-backed entrepreneurs constantly reshaping the landscape of networking, understanding the emerging market segments is extremely important—something we'll help you do at NGN Ventures. We'll also take time to dissect the direction key technology startups are taking.

Back when dot-coms were prophesied to pioneer a "new" economy, almost any business plan resulted in a successful startup. Those days are gone. In today's economy, a successful startup is one that survives—and the best chance for survival lies in industry insight. Easier said than done; but while figuring out what lies ahead in the networking market is harder now than ever before, NGN Ventures can help.

Our carefully crafted three-day program will guide you to the most important market segments, enabling you to concentrate on fundamental new technologies and companies. These segments—and their major players—were established after reviewing dozens of market sectors and analyzing hundreds of new startups. After making this determination, the presidents or CEOs of about 35 of these companies will join us at NGN Ventures to present their vision of the networking future.

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These industry leaders will provide answers and insight to numerous technology areas, including:

- **Next Generation First Mile Solutions: Broadband Access Products**
- **New Directions in Metropolitan Networking: Meeting Real Needs**
- **Emerging Optical Architectures: Enhancing or Replacing SONET/SDH**
- **Emerging Technologies in Storage Networking**
- **Next Generation Network Security: Protecting the Infrastructure**
- **Next Generation Voice: Leveraging the Broadband Infrastructure**
- **Session Controllers: Making VoIP/Multimedia Compatible with Firewalls and Address Translation**
- **What's Next for Ethernet? Innovations for Public Nets**
- **Emerging Wireless Alternatives: The Broadband Frontier**
- **Rethinking the Internet Traffic Model: Beyond TCP/IP**

In addition to these hot topics, NGN Ventures will decipher the current climate, clarifying which venture-backed startups are best positioned for success, and how these companies will impact your future.

We are also pleased to host important executives from the investment community to share their perspective on the market. This invaluable "boardroom perspective" empowers you with an entrepreneurial vision of startup companies. In addition, there will be two panels of executives from service providers and enterprise IT departments covering their "wish list" of expected products and services.

NGN Ventures will give you three days of the best entrepreneurs and most influential investors in our industry—but why stop there? On the evenings of April 15 and 16, we will host networking events, giving you the opportunity to build relationships and converse with other professionals who want to discover, understand, and do business with the companies shaping the future of the Internet.

There is no better place to be than NGN Ventures to understand Where Next Generation Networking StartsSM. Make sure you take advantage of this opportunity—because your competition will. Join us in Silicon Valley, April 15-17, 2003.



David Passmore, The Burton Group
Chairman, NGN Ventures



Dr. John M. McQuillan, McQuillanVentures
Chairman, NGN Ventures

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