

TELECOMCOUNCIL

SERVICE PROVIDER FORUM



What is the Service Provider Forum?

The Service Provider Investment Forum is a monthly meeting of representatives from Telecom carriers' venture capital and R&D divisions in Silicon Valley. The member carriers have wireless and/or fixed operator's licenses in a wide range of nations, but also have personnel in California to pursue investment, technology, and partnership opportunities.

The Forum exists so that colleagues with similar goals and duties can gather and share ideas, contacts, opportunities, and knowledge. At each SPIF, members are introduced to 3 or 4 interesting, young companies. Presenting companies are generally seeking funding or a strategic investment, and/or looking for carrier distribution and partnerships. Interested start-ups are welcome to apply, and are screened by The Kerton Group before being admitted. After each presentation, a break is scheduled for networking and open discussion. Over lunch, a guest analyst may present recent research, or The Kerton Group may moderate a round-table discussion.

The forum is informal, invitation-only, and free of any fees. Guests (VCs, partners, analysts, etc.) are welcome to attend a single meeting by invitation, and VCs can attend a full meeting anytime their portfolio company is on the agenda. SPIF generally runs 9AM -1PM on the last Friday of each month and draws 12 - 20 members. The location changes monthly as members take turn hosting the forum.

Who are members?

Members represent the local venture capital or R&D groups of telecommunications service providers who seek investment, technology and partnership opportunities. Members contribute to the group by providing facilities, food, start-up and analyst candidates, and lively discussion.

Members include:

- AT&T Labs
- AT&T Wireless
- BCE Capital/ Bell Canada
- Bell Mobility
- Bouygues Telecom
- British Telecom
- Cisco
- Covad
- Deutsche Telekom
- Ericsson Venture Partners
- France Telecom
- Hutchison Whampoa
- Innovacom Venture Capitalists
- Innovature Capital Partners
- Intel Capital
- Micron Ventures
- Mitsui Ventures
- Motorola Ventures
- Nokia Growth Partners
- NTT DoCoMo
- NTT Labs
- Qualcomm
- Samsung
- Siemens Venture Capital
- SK Telecom
- Sony
- SonyEricsson
- Sprint Ventures
- SRI International
- Sun Microsystems
- Swisscom
- Telecom Italia Labs
- TeliaSonera
- Telmex
- Telus Ventures
- Verizon
- Vodafone

Attending or joining the SPIF:

- Guests are encouraged to join us for a meeting, but need to secure an invitation
- Active telecom service providers can join as members
- Other established companies in the telecom industry can join and attend our expanded quarterly meetings
- Individuals interested in attending or joining should send an email to: spif@kertongroup.com

If you're a startup:

- 12-20 SPIF members in attendance
- 30 or 45 minute presentation
- Executive level dialogue
- Interactive audience
- 15 minutes for coffee & networking
- Feedback from SPIF members
- Technical, venture, and R&D specialists
- Companies interested in presenting to the SPIF should apply online. Go to: www.kertongroup.com/spif.html

Previous presenters include:

- 2 Wire
 - Airgo Networks
 - Convidia
 - Danger
 - Envivio
 - Good Technology
 - IPWireless
 - Kineto Wireless
 - PacketHop
 - PalmOne
 - Ruckus Wireless
 - Sierra Wireless
 - Sling Media
 - Vivato
- And over 150 others

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