

Telecom Council Members:



Connect, Communicate and Collaborate with Telecom executives at the Telecom Council.

The Telecom Council connects decision-makers across the telecom ecosystem - big and small, fixed and wireless - with each other. Council members are an influential group of global carriers, vendors, investors, and entrepreneurs who use the Telecom Council network to build relationships, influence innovation, research ideas, and make deals.

The Council at a Glance:

THE CARRIERS ARE HERE:

Council members include most of the world's top 20 carriers and connect you to over 2B fixed and wireless subscribers

AN ACTIVE ECOSYSTEM:

1,000+ decision makers from 500+ telecom companies are actively involved in 40+ Telecom Council meetings each year

EXECUTIVE-LEVEL PARTICIPATION:

Over 80% of Council participants are Director level or above

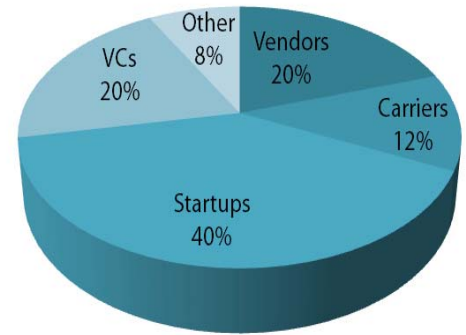
THE CENTER OF TELECOM INNOVATION:

Over 30% of the nation's telecom investments and startups are in Silicon Valley; more than twice as much as any other single area. The innovation is here

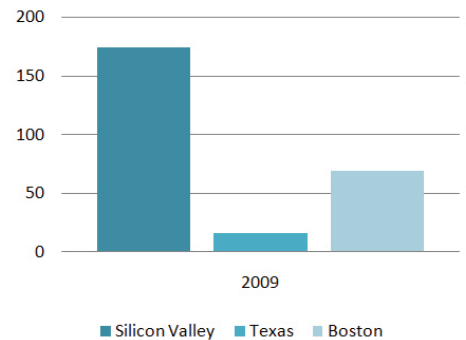
TAILORED AUDIENCES and TOPICS:

Content is segmented into 5 Forums focused on the global telecom industry and the 150,000 telecom innovation professionals in the Silicon Valley

Council Participation:



VC Telecom Investments: (By region, in millions \$)



What Council Members are saying...

"Telecom Council provides us with a great platform for sharing information and connecting with each other so that we can interact with all critical mass in the valley, listen to our customers, collaborate with our partners, and continuously refresh ourselves through the spirit of entrepreneurship."

-Bin Hu, Senior Director, Huawei

"The Telecom Council does a fantastic job at capturing everything valuable."

-Jean-Marc Frangos, SVP Tech & Innovation, British Telecom

Reasons to Join:

1. Relationships

Contacts are good; relationships are gold. Investing in membership builds solid, long-term, professional relationships with people and companies across the industry.

2. Opportunity

With over 25 global carriers, 100s of telecom VCs, innumerable telco vendors and countless startups located in the valley, our member list is the Who's Who of the Global Telecom industry.

3. Influence

Because membership is selective (over 80% of Telecom Council participants are executives) member companies gain influence across the industry.

4. Innovation

40 meetings a year highlight innovation and innovators across telecom segments. Any given topic attracts fitting entrepreneurs, investors, vendors, & carriers.

5. Save Money

For a fraction of the cost of travel, in effort and dollars, Council membership establishes your presence with your target market.

6. Save Time

Shorten the standard 6-month business development time to just weeks by building relationships with Council members.

7. Low Cost Marketing

Council membership costs much less than marketing and tradeshow programs that often don't connect you with "the right people."

8. Membership Tools

Regular meetings, an online library, a virtual network and discussion boards facilitate the innovation and relationships that keep our industry vital.

9. Tailored Information and Audience

The Council has 5 Forums (Service Providers, Investors, Entrepreneurs, Executives, and Mobile) delivering tailored information to segmented audiences.

10. Spread the Wealth

One Council membership provides multiple company representatives benefits.

Testimonials from the telecom value chain:

What carriers say...

"We've met many future partners, shared many ideas, and learned from our fellow members. It has also helped some of our partners plant roots in Silicon Valley and helped local companies branch into other regions of the world."

-Dr. Brian Kim, Global CTO, SK Telecom

What vendors say...

"The value that the Telecom Council brings is converging (the ecosystem) -allowing the different aspects of the ecosystem to engage with each other, and really drive a cohesive, end-to-end output."

-Sanjiv Parikh, Managing Director, HP

What investors say...

"We're delighted to be involved with such a high caliber group that provides valuable benefits to both our firm and our portfolio companies."

-Tim Chang, Principal, Norwest Venture Partners

What start-ups say...

"It was easy to allocate part of my business development budget to Telecom Council membership because it saves Immersion more than that in time, money and travel."

-Craig Vachon, SVP & GM - Touch, Immersion

Joining the Telecom Council:

Telecom Council membership is by invitation only. Membership levels and their respective benefits and dues, are described at www.telecomcouncil.com/membership.php. To have your company considered for membership, contact Telecom Council President, Liz Kerton - liz@telecomcouncil.com





Get Involved with the Telecom Council

Join Us at the Council:

ABBYY Software	KDDI
Adobe	KOTRA
Anritsu	Marvell
AT&T	Medianet
Battery Ventures	Meru Networks
Bouygues Telecom	Microsoft
BridgeWave	Mortorola Ventures
British Consulate	Nagravision
British Telecom	Nokia Growth Partners
Broadcom	Norwest Venture Partners
China Mobile	NTT
Cisco	Nuance
Clearwire	Oracle
Cloudmark	Orange Labs
CommuniGate	Promptu Systems
Crosslink Capital	RCR Wireless
Detecon	RF Window
Deutsche Telekom	Ruckus Wireless
DoCoMo Capital	Qualcomm
Enotech	Samsung
Enterprise Ireland	SmithMicro
Ericsson	Sony Ericsson
Fanfare	Sprint
Finpro	Swisscom
Frontier Communications	Sybase
Funambol	Symbian Foundation
Fuse Capital	Synapse Group
Global Startups	Tele Atlas
GreenFire	Telecom Italia
Hitachi	Telefonica
HP	Telesocial
Huawei	Telus
Media Friends	Translink Capital
Innopath	The Howley Mngt Group
Innovacom	The Kerton Group
Innovation Norway	Verizon Wireless
Intel	Vodafone
Intellect Partners	Wind River
Intuit	

Basic Membership: \$4,000/year

Available to single corporate entities:

Unlimited Meetings-

Free or, on rare occasion, nominal meeting registration fees for all of our 2-4 meets per month including: Qualified forum meetings, tradeshow debriefs, general membership meetings, invite-only sponsor meetings, and awards ceremonies.

Presentation Slides - past & current

Member's-only library with hundreds of presenter decks from companies large (Intel, Google, and AT&T) and small (AdMob, JAJAH, and Bling).

Priority to Speak-

Receive priority consideration for opportunities to speak to up to 150 telecom executives at any Council meeting.

LinkedIn Group-

This member-only group not only allows for continued contact, but also provides a forum for your voice to be heard regarding comments on news, trends, products, and services.

Tradeshow Debriefs-

The industry's largest tradeshows are debriefed during a meeting open for member attendance and participation, and the debrief notes are then posted with analyst perspectives and meeting participant contributions in the library for member access.

Multi-user Membership-

Involve as many of your qualified company employees as you like- membership is company-wide, but does not include subsidiaries.

You Tell Us-

We try to give our members what they need.

Executive Membership: \$12,500/year

Includes all benefits of basic Membership plus:

Input into Agendas, Topics & Speakers-

Prioritized evaluation of your recommendations and requests with regards to Council meetings.

Leadership Eligibility-

Sit on forum steering committees to help direct Council meetings.

Branding and Visibility Rewards-

Company logo placement on many meeting agendas, on the Council website, and in industry advertising.

Personal Introductions On Demand-

Whether in person or via email, the Council can provide connections you need to fulfill particular objectives.

1-to-1 Matchmaking at Meetings-

The Council maintains close tabs on our executive members which helps us provide valuable introductions.

Subsidiary Access-

In addition to access for multiple users in the member's primary company, full membership benefit access is granted to any majority-owned subsidiary companies.

Telecom Community Research Services-

You provide the objective, and we will provide the survey and the community by which to probe.

Ability to bring a non-member guest-

If in attendance, members are welcome to bring one qualified, non-repeat guest to each meeting.

Newsletter Announcements-

You will be able to make any company announcement in our MEMBERS section of our monthly newsletter.

Join Now

Membership to the Council who will contribute to our Forums, Committees, roundtables, and discussions is by invitation only. If you would like to be considered to participate, please fax this form to +1-408-716-8826.

Company Name _____

Membership Level _____

Expectations from the Council: _____

Authorizing Person:

Name _____

Title _____ Phone _____

Email Address _____

Signature _____ Date _____

Contact:

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