

# CONNECT COMMUNICATE & COLLABORATE

TELECOM COUNCIL  
SILICON VALLEY

"There is a very large telecom industry presence in the Bay Area...now there is a regional group bringing this ecosystem together the way their SPIF has brought together the telecom carriers for years now."

-Peter Barry  
Vodafone

"The Council has been a useful connection point for SK Telecom International for years. We've met many future partners, shared many ideas, and learned from our fellow members. It has also helped some of our partner's plant roots in Silicon Valley and helped local companies brand into regions of the world."

-Dr. Brian Kim  
SK Telecom

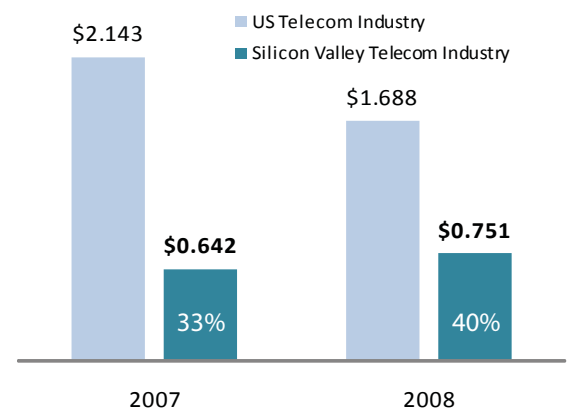
"At the Telecom Council, we've met funding partners and a host decision makers from telecom players worldwide. The Telecom Council meetings help put in touch with the right people and gain critical insight in pitching our story. If you want to be in the know, you want to be in the Telecom Council."

-John Geyer  
Aegis Mobility, Inc.

In the midst of a tough global economic situation, the telecom industry in Silicon Valley continues to grow including over 250 telecom companies, employing over 100,000 people, and attracting over 40% of all telecom venture capital investment in the U.S. last year.

The truth is that even though these companies and their key people are in the business of communication, the lines of communication between them are often closed. The Telecom Council of Silicon Valley has come together to fix this problem.

## U.S. Telecom Investments 2007 - 2008



The Telecom Council is dedicated to connecting the Silicon Valley's critical mass of companies across the entire telecom ecosystem - big and small, fixed and wireless - with each other.

## About The Telecom Council of Silicon Valley

In an industry of extensive global travel, expensive tradeshow attendance, exorbitant booth fees, and countless hours of time attempting to gain a few moments of the "right person's time", The Telecom Council of Silicon Valley was established to save your organization time and money. The Silicon Valley is a telecom hot spot with global telcos, VC's, vendors and startups. The Telecom Council brings this entire ecosystem together with one goal in mind- to provide an arena to **Connect, Communicate, and Collaborate.**



# TELECOM COUNCIL

SILICON VALLEY

## Get Involved with the Telecom Council

### Join Us at the Council:

- Abby Software
- Adobe
- AT&T
- Avot Media
- Battery Ventures
- Bouygues Telecom
- British Consulate General
- British Telecom Americas
- Crosslink Capital
- Detecon
- DoCoMo Capital
- Finnode
- France Telecom / Orange
- Frontier Communications / Citizens
- Gearworks
- Global Startups
- Hitachi
- Howley Management Group
- HP
- Hutchison Whampoa
- Immersion
- Intellect Partners / Telia Sonera
- Kotra
- RF Window
- Meru Networks
- Microsoft
- NTT
- Norwest Venture Partners
- Promptu
- Qualcomm
- SK Telecom
- Sony Ericsson
- Sprint
- Swisscom
- Technology Crossover Ventures
- Telefonica
- TeleSocial
- Telus
- TransLink Capital
- T-Ventures
- Velocity Interactive Group
- Vodafone
- Verizon

### Contact:

**The Telecom Council**  
 web: [www.telecomcouncil.com](http://www.telecomcouncil.com)  
 email: [council@telecomcouncil.com](mailto:council@telecomcouncil.com)  
 tel: (408) 834-7933

### Basic Membership:

*Available to single corporate entities:*

- Access to Member-Only Meetings
- Free or Nominal Meeting Registration fees
- Access to Telecom Council's Online Resources - library, news, directory
- Access to Private, Member-only, LinkedIn Group and Chat
- Eligibility to Speak, Present, and Demo at Council Meetings
- Subsidiaries and Associated Companies are not included in this membership level
- \$4,000/year

### Executive Membership:

*Includes all Basic benefits plus:*

- Input into Agendas, Meetings & Speakers
- Telecom Community Research Services
- Leadership Eligibility for Steering Committees
- Branding, Promotion, and Visibility Rewards
- Personal Introductions On Demand
- Ability to invite an eligible guest (1 guest/member / meeting when attending)
- 1-to-1 Matchmaking at Events
- Membership Benefits may be Allocated to Subsidiaries
- \$12,500/year

### Forums:

Our Forums and their Steering Committees provide content, discussions, and events specific to their target audience. The requirements to start a new forum are member interest, corporate sponsorship, a volunteer chairperson, and steering committee. We currently maintain the following Forums:

- Investors Forum
- Service Provider Forum (SPiF)
- Executive Forum
- Entrepreneurs Forum
- Mobile Forum

### Services:

- Personal Introductions
- Business Matchmaking
- Topic-specific In-Person Forums
- Regular Trend Analysis
- Keynote Presentations
- Executive Insight Presentations
- Entrepreneurial Activity Reporting
- Seminars & Webinars
- Public Product & Service Directory
- Member-Only Social Events
- Market & Community Research
- Online Library
- Technology & Startup Demos
- Day in the Valley Tour
- Road-shows
- Mentoring
- Business Plan Competitions

### Join Now

We are currently welcoming new companies into the Council who will contribute to our Forums, Committees, roundtables, discussions, etc. We look forward to helping you **“Connect, Communicate, and Collaborate”** with the rest of the telecom community. 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 \_\_\_\_\_