

Welcome to the Age of VON®

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CEO

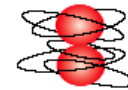
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Rev 1.6

The Age of VON®

- Many Voice over Broadband Service providers have announced services and/or intention to offer services:



Packet8

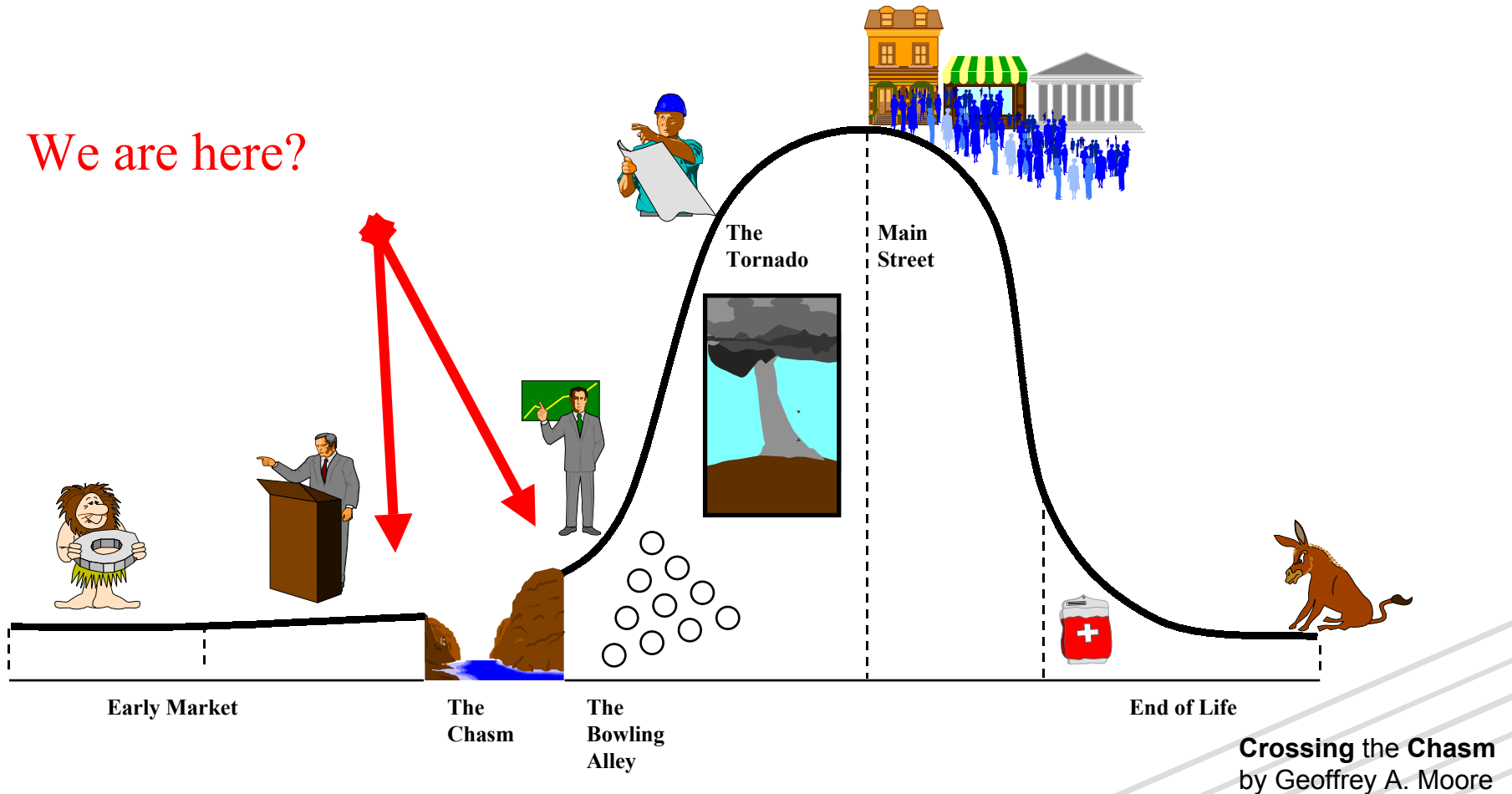


TeliaSonera



Are we out of the “early adopter” stage yet?

We are here?



Free World Dialup: something different

- Open Community supporting Open Source Communications
- Open Platform for Innovation
- Instant Messaging
- Web “CallMe” Buttons with Presence
- “Voice” Calls
- Multi-party Conferencing
- Personal Call Management.
-and coming soon: our own PC Client that will help demonstrate the power of IP Communications.

Why is FWD®'s Network Different than all the Rest?

Network	End to End IP	Direct PSTN?	Regulated
FWD	Yes	No	No
VONAGE	No	IP End Points mapped to PSTN	????
AT&T (Petition)	No	Yes	Yes

Free World Dialup®

- Demonstrating the Quality of Voice over IP
 - Interoperability – over 40 different devices and solutions installed today
 - Supports multiple protocols including:
 - SIP, IAX, Cisco Call Manager, H.323.
 - Availability in the “Broadband World”
 - 220,000+ “members” in over 185 countries
 - Service Creation – for presence, speech recognition, ad-hoc conferencing
 - Management – Operational and Security services addressed from the perspective of an open service
- Proving that QoS issues are only a last mile problem.
- Providing Consulting Services to show what is possible and probable

FWD Petition Regulatory Rationale

- Back in 1996 when Free World Dialup was just getting started, ACTA asked to ban, or to regulate VoIP software companies.
 - Trying to avoid this happening again in 2003.
 - Stevens Report unclear about IP Devices talking to IP Devices.
- Looking to:
 - Demonstrate High Quality of Voice over Broadband in 2003.
 - Any buzz generated from the process would be a plus.
- déjà vu all over again
 - State battles over IP Communications
 - Lobbying Legislatures and Regulators to keep the Internet and Voice over IP unregulated.
- Bottom Line: FWD Petition sought to distinguish voice as an application from voice as a service.
 - Preemptive Strike
 - Provide Clarity
 - and it was not easy!

Business Case(s) for FWD

- What drives us:
 - Our vision for the future of communications has us believing that voice one day will be free. Why wait for the future?
 - No one person made a good business case for E-mail yet billions of value generated in the process. We believe voice comes with the internet as much as email and the web.
 - Since we also produce the trade show for the IP Communications Industry, we can put a value to the Buzz we generate.
- Alchemy:
 - FWD is a channel for other service providers to up sell customers
 - Turns newbie's into paying customers. A Golden Process. We are looking at ways to capitalize on this. A great sales lead generator for someone.
 - Goggle Ads on FWD HomePage cover some incremental costs
 - Metcalf's Law adds value to FWD every day.
 - Each new member adds yet one more person that is reachable.

FWD evolving Business Model

- We are experimenting with ENUM. Applied for .tel sTLD. Working with VisionNG with +87810 as part of the global e.164.arpa domain.

Feels like end of 1800s once again...

Instead of building and interconnecting the telecommunication networks from isolated islands, FWD is building our own, at will, IP communication network of Networks, building interconnects with other IP islands to realize the full capabilities of a ubiquitous, interconnected IP Communications World. Over 50 global peering partners, goal to get closer to 100 by year's end.

We try to covert FWD members into Customers too!

- Attend/Exhibit/Sponsor our VON Events
- Channel for Professional Services
- By Selling Hardware Products
 - IP Phones
 - ATAs
 - WiSIP
 - Other devices
- Subscriptions to VON Magazine

Thank You!

For more information, visit: pulver.com

Upcoming 2004 events:

VON Europe 2004 – June 7-10

SIP Summit 2004 – June 21-23

VON Developers – July 27-30

Fall 2004 VON – October 18-21