



SAN-DIEGO
VENTURE
G-R-O-U-P

Evolving Markets in Telecommunications



WEDNESDAY, JUNE 2, 1999 11AM - 7:30PM

AT THE HILTON LA JOLLA IN TORREY PINES

Many thanks to our underwriters
and sponsors:

AT&T

**Gray Cary Ware &
Freidenrich LLP**

Silicon Valley Bank

Accent Presentations

Brobeck Phleger & Harrison LLP

Cooley Godward LLP

Ernst & Young

Ferris & Britton

Heller Ehrman White & McAuliffe

Leap Wireless International

Lyon & Lyon LLP

Pillsbury Madison & Sutro LLP

Marsh Inc

Pacific Bell

Pricewaterhouse Coopers LLP

SimpleNet Communications

The Townsend Agency

YOUR FUTURE IS CALLING... AND ON JUNE 2ND YOU CAN ANSWER IT.

Leaders of the telecommunications industry will meet in San Diego to update you on the future of this booming industry. The 4th annual Evolving Markets in Telecommunications conference will provide updates on the multitude of changes taking place in the telecommunications industry and give insights into some of the latest innovations and technologies.

So if there's ever been a call you need to take, this is it. There simply isn't a better time to meet your future.

MISSION STATEMENTS

GOALS OF THE EMT CONFERENCE:

The goals of this year's event
will be to:

- Provide the most up-to-date technological and marketplace information about the industry.
- Showcase our local telecommunications industry.
- Promote San Diego and provide value to our telecommunication companies.

UCSD CONNECT

Founded in 1985 at the urging of the San Diego business community, UCSD CONNECT's mission is to link high tech and biotech entrepreneurs with the resources they need for success – money, markets, management, partners, support services, technology and, government.

SAN DIEGO TELECOM COUNCIL

Focused on cultivating awareness of the region's telecom industry, as well as the issues critical to the industry's continued growth, the Council will nurture the region's telecom development by offering a forum for exchanging ideas and experiences, and promoting industry goals.

SAN DIEGO VENTURE GROUP

Designed to bring together the people in San Diego who are interested in new enterprise and the process of creating it. Venture capital is a shorthand term for that process. The commonality is "deals" – bringing together in an informal atmosphere the human expertise that can foster new ventures.

EVOLVING MARKETS IN TELECOMMUNICATIONS AGENDA

11:00 - 11:30am **Registration**

11:30am - 12:45pm **Lunch**
Welcome address from William Stensrud,
Partner, Enterprise Partners

1:00 - 2:15pm **Panel One: Finance Outlook:
Raising Capital in 1999**

MODERATOR:
Jim Anderson, Executive VP
Corporate Finance, Silicon Valley Bank

PANELISTS:
Peter Wagner, Partner, Accel Partners
Steve Domenik, Partner, Sevin Rosen Funds
Henry Mattheissen, Director
Investment Banking, Prudential
Securities

Topics to include the current state of the public and private capital markets, including venture capital, private placements, IPO activity as well as other public capital alternatives. The discussion will also include a forward looking outlook on the capital markets. Each of the panelists is recognized in the telecommunications sector and their comments will reflect their particular areas of expertise.

2:30 - 3:45pm **Panel Two: Personal Networking:
Integrating Smart Devices**

MODERATOR:
Dave Lyon,
Chairman & CEO, Silicon Wave

PANELISTS:

Pierre De Vries, Director of Planning
and Design, Productivity Appliance
Division, Microsoft

Jim Kardach, Principal Engineer &
Bluetooth SIG Chair, Intel Corporation

Keith McNally, CEO of Ameranth Corp.

Vince Vasquez, Group Business
Manager, Consumer and Embedded
Products, Sun Microsystems

Broadband access from the home to the Internet is upon us, and yet there is no easy way to share that information flow with all the smart devices that are in our homes. Think of the range of gear that the traveler or commuter now handles - digital cell phones, laptop or notebook PCs, organizer, digital camera, etc. How do these devices "talk" to one another and how do they communicate to the Internet (or the Home Net)?

4:00 - 5:15pm: **Panel Three: 3G and the Wireless Internet**

MODERATOR:
Franz Birkner, CEO & President, Simpact

PANELISTS:
Charles Drayton, Vice President, Network
Marketing and Business Development,
Nortel Networks Wireless Solutions
Mark Bercow, VP,
Strategic Alliances and Platform
Development, 3Com Palm Computing

Panelists will discuss 3G as an enabler for wireless voice capability and interoperability for both voice and data; wireless Internet data vision for hand held devices, focused on thin-route applications and thin-client devices; wireless and virtual private networks; and mobile worker applications requiring heavy computing and connectivity to the Internet and centralized corporate data.

5:15 - 7:30pm **Reception & Exhibits**

Evolving Markets in Telecommunications

Wednesday, June 2, 1999 · Hilton La Jolla Torrey Pines, San Diego
For more information call CONNECT at (619) 534-6114.