



## **FTTH Council Priority Point System**

The FTTH Council appreciates the support provided by its community of members, exhibitors. As such, the FTTH Council has implemented a "points" strategy to recognize and reward FTTH Council supporters for their loyalty, generosity and untiring volunteer support. The FTTH Conference & Expo would not be a successful event without the collaboration of its generous supporters.

Implemented for the first time, the FTTH Council is introducing a Priority Points System to provide a fair, consistent and transparent method of providing benefits and acknowledging recognition of our valued exhibitors, sponsors and Council members in exchange for their financial and volunteer investment in the FTTH Council and the FTTH Conference & Expo. The point system is an ongoing calculation. The point totals was developed using some of the information gathered from 2007 and will continue until the FTTH Council deems the Priority Point System no longer a viable tool. The calculation period will also calculate any deductions based on violations listed later in this document. New events, sponsorship and exhibiting opportunities will be incorporated into the Priority Point System as they are introduced.

This system takes into consideration a very important attribute of our supporters – commitment. Our Priority Point System has been broken down into four categories: FTTH Council Support, FTTH Membership Meetings, FTTH Conference & Expo and FTTH Council Leadership. Each area is given a specific point value, which is added to the contributor's total.

Varying levels of points have been identified below. All point values will be rounded up to the nearest quarter point.

A break down of the priority point system is as follows:

### **Category 1 - FTTH Council Support:**

**Membership:** Points are based on membership level. All dues must be paid in full by the renewal deadline in order to receive points.

Platinum 3 points      Gold 2.5 points      Silver \$1k 1.5 points

**Sponsorship/Advertising:** Member company will receive .5 of a point for every \$1000 spent on the FTTH Council website, FTTH Connection Newsletter, Webinars and Members meetings.

### **Category 2 - FTTH Membership Meetings:**

**Attendee:** Member company will receive .25 point for sending at least one representative to each of the members' meetings.

**Sponsorship/advertising:** Member company will receive .5 point for every \$1000 spent on meeting sponsorship and/or meeting meal sponsorship.

**Tabletops:** Member company will receive .25 point for table top display purchase at each member meeting.

### **Category 3 - FTTH Conference & Expo:**

**Exhibitor:** An exhibitor will receive 5 points for exhibiting in the calculating year plus .5 points for each 100 square feet purchased. (This does not include the Fiber-Powered Pavilion (FPP) or Home Networking Zone (HNZ). See below for those point values.)

*Commencing on October 1, 2008...*

Exhibitors will receive an extra .5 of a point for meeting, signed contract deadlines along with the 50% deposit deadline and another .5 point for meeting the payment in full deadline identified in the exhibitor contract.

For example;

If a company purchases a 20x20 booth space, the company will receive for 2009, 5 points plus 2 points equaling a total 7 points for exhibiting. As of December 5, 2008, the company would also receive an additional point totaling 8 points, for meeting the contract and payment deadlines.

**FPP/HNZ:** A company that displays in the FPP and/or HNZ will receive 1 point for displaying product in either the Pavilion and/or the Zone and an additional .5 of a point for every \$1000 spent in either of these zones. For example, a company that has a full pod in the FPP and a primary placement in the HNZ, and spent \$8000 purchasing these spaces, would receive a total of 2 points for displaying in each plus 4 points for the dollar amount spent totaling a point value of 6 points.

**Co-located Events:** A company that engages into an agreement with the FTTH Council to include a co-located company event within the same conference property and share the necessary costs will receive 5 points and an additional .50 of a point for every \$2000 spent in food & beverage costs.

**Sponsorship/advertising:** A sponsor or advertiser will receive .5 point for every \$1000 spent. As of November 30, 2008, a sponsor will receive a bonus of .5 point for meeting the signed contract with 50% deposit deadline and another .5 point for meeting the payment in full deadline. Advertising includes Expo theater.

**FPP/HNZ Volunteers:** A company will receive 1 point when their company has a representative volunteering with the designing and building of the FPP or HNZ and .5 for each additional representative who retains a volunteer role for 75% for the calculating year.

#### Category 4 – FTTH Council Leadership

**Board Executive:** A company will receive 1 point for having a company representative who retains a board executive position for 75% of the calculating year. (Chairman, Chair-elect, Secretary or Treasurer)

**Active Board Member\*:** Member company will receive 2 points for having a company representative on the Board.

**Committee Executive Positions:** A member company will receive 1 point for having a representative who retains a committee chairmanship for 75% of the calculating year. Planning Committee Chair and Program Selection Committee chair will receive 1 point each.

**Active Committee Member\*:** Member company will receive .5 point for each company representative on a Council committee (based on the calendar year). Points for volunteers in the review committee who have reviewed a minimum of 5 papers will receive .5 points.

**Subcommittee Project Leads:** A member company will receive 1 point for having a representative who coordinates the webinar program for the calculating year, the production of the Fiber-Powered Pavilion and the Home Networking Zone and the conference program selection. These leads must retain the position for a minimum of 75% of the calculating year.

**Referrals:** As of October 1, 2008, when an FTTH Council member company refers a new company that becomes a new fully paid member or exhibitor, the referring member company will receive 1 point. It is the responsibility of the Council member to identify to the FTTH Secretariat that a referral took place and must be acknowledged by the FTTH Secretariat.

**FTTH Council Awards:** A company will receive 1 point each time they have an award **bestowed upon them by the FTTH Council.**

\*The Board Chair and the Committee Chairs will submit an updated list of active Board and committee members to the FTTH Board. This list will be used in the calculation of the FTTH priority point system.

## PROCESS

**For the 2007 year**, points were accumulated under the following categories and their subcategories:

1. FTTH Council category – membership levels & board members only
2. FTTH Membership Meeting category- all subcategories
3. FTTH Conference & Expo- all subcategories
4. FTTH Council Leadership - board executives, committee executives, subcommittee project lead, awards

**For the 2008 year**, all memberships\*, sponsorships\*, advertising\*, exhibition space fees\*, and FPP/HNZ fees\* must be paid in full **no later than August 31, 2008** in order to receive designated Priority Points for the upcoming 2009 reservation period. (\*Invoiced 30 days prior to August 31, 2008, otherwise payment must be received prior to September 15, 2008\*\* *(\*\*this exception is for 2009 reservation process only)*)

During the 2008 FTTH Conference & Expo, all registered exhibitors and companies displaying in the FPP or HNZ will have the opportunity to select a 2009 FTTH Conference & Expo booth space, as well as their Sponsorship Basic Package, and Sponsor Add-In Option first-choice/second-choice selection.

Appointment times will be assigned to all registered exhibitors and FPP/HNZ display companies for Day 2 (2008 – Tuesday, September 23, 2008) and Day 3 (2008 – Wednesday, September 24, 2008). Appointments will be based on Priority Points accumulated as of September 1, 2008 within the FTTH Council membership level. FTTH Council Platinum Members will be given the first set of appointments, according to their priority points, FTTH Council Gold Members will be given the second set of appointments, followed by the remaining FTTH Council Members and Non-Members for the final set of appointments

### **FTTH Council Platinum Membership Level**

Those with the highest Priority Points in FTTH Council Platinum Membership will be assigned the first appointments, followed by those with the lower points within the same level of Membership. (2008 – Tuesday, September 23, 2008)

### **FTTH Council Gold Membership Level**

Those with the highest Priority Points in FTTH Council Gold Membership will be assigned the first appointments, followed by those with the lower points within the same level of membership. (2008 – Wednesday, September 24, 2008)

### **Non Members**

Those with the highest Priority Points in the non-member status will be assigned appointments following the close of the Gold Member appointments (2008 – Wednesday, September 24, 2008)

Exhibitors may not block, hold, or in any way reserve exhibit space for another company/organization while in the process of reserving their own booth space. Positions in the FPP/HNZ will not be reserved at this time. Interest in exhibiting in the FPP/HNZ can be identified on the Exhibitor Reservation form for review by the FPP/HNZ subcommittee.

### **Reserving Space**

Any exhibitor in any category wishing to book space larger than a 20 x 20 **must** contact Show Management prior to the event to discuss floorplan access and possible adjustments.

Any exhibitor booking space at the show may only book one (1) booth footprint (ie. 10x10, 10x20, 10x30, 20x20) during the scheduled appointment. If the exhibitor wishes to book an additional space, they must wait until all exhibitors within their FTTH Council member status or non-member status have made their first choice and then the exhibitor may place a reservation for an additional booth footprint.

### **Policies**

In the event of a Priority Point tie, a lottery draw will determine the sequence of priority.

In the event of a company acquisition, the priority points accumulated by both companies under the FTTH Conference & Expo category will be combined. All other points earned by the acquired company in Category 1, 2 and 4 will be considered null and void.

The period of October 1, 2008 to March 31, 2009 will be used for the purpose of calculating Priority Points for the 2010 FTTH Conference & Expo. For all following years, April 1 to March 31 of each given period will be used.

Past-year penalty reduction points will not occur this year, with the exception of violations that occur during the 2008 FTTH Conference & Expo.

## Priority Point Reduction

1. Should a company choose to miss a year of exhibiting at the FTTH Conference and Expo; the company will lose all of the accumulated exhibitor and FPP/HNZ points up to that year missed in Category 3 – FTTH Conference & Expo. This does not affect any of the other accumulated points in Category 1, 2 or 4, only those assigned under Category 3 - FTTH Conference & Expo.
2. Any company/organization found to be in violation of FTTH Conference & Expo rules & regulations will be subject to a priority point reduction and other possible action deemed necessary by the FTTH Council and Show Management. Violations by third parties on behalf of participating companies/organizations will be cause for a reduction of Priority Points. All violations will be handled on a case-by-case basis. Points will be deducted from the exhibitor's accumulated Priority Points in Category 3 - FTTH Conference & Expo, per occurrence.
3. Violation occurrences include but are not limited to:
  - a. unauthorized planned event or client meeting during conference programming -25% of points
  - b. unauthorized door drops -25% of points
  - c. booth exceeds height restriction -50% of points
  - d. booth exceeds assigned purchased space -50% of points
  - e. unauthorized signage -25% of points
  - f. unauthorized early dismantle of exhibit space -50% of points
  - g. damage to any part of the exhibit hall -50% of points
  - h. unauthorized photography/video in exhibit hall -25% of points
  - i. unauthorized transference of conference, speaker or expo passes to non-registered guests or registered guests with the wrong pass access -75% of points**
  - j. two companies sharing a space and displaying company signage for both companies -50% of points
  - k. downsizing of booth space for 2009 after December 5, 2008 -25% of points
4. FTTH Council designated conference planners will have the final authority on the removal of points.

|                     | <b>2007 to 2009 Accumulation of Points</b>         |               |
|---------------------|--|---------------|
| Platinum Membership | Corning Incorporated                               | <b>110.25</b> |
| Platinum Membership | Enablence, Inc.                                    | <b>83.5</b>   |
| Platinum Membership | Hitachi Communication Technologies America, Inc    | <b>82.25</b>  |
| Platinum Membership | ADC  | <b>77.75</b>  |
| Platinum Membership | Alcatel - Lucent                                   | <b>74.75</b>  |
| Platinum Membership | KGP Logistics                                      | <b>74</b>     |
| Platinum Membership | OFS  | <b>60.5</b>   |
| Platinum Membership | Motorola BCS                                       | <b>57.95</b>  |
| Platinum Membership | Calix  | <b>51</b>     |
| Platinum Membership | Tellabs  | <b>45.75</b>  |
| Platinum Membership | Tyco Electronics                                   | <b>42.5</b>   |
| Gold Membership     | 3M   | <b>40.5</b>   |
| Platinum Membership | Quanta Services (formerly known as West Coast)     | <b>39</b>     |
| Platinum Membership | On Trac, Inc.                                      | <b>38.75</b>  |
| Gold Membership     | Walker and Associates                              | <b>36.25</b>  |
| Gold Membership     | Preformed Line Products                            | <b>36</b>     |
| Platinum Membership | ADTRAN, Inc.                                       | <b>34.5</b>   |
| Platinum Membership | Graybar  | <b>33.5</b>   |
| Gold Membership     | Prysmian Cables & Systems (Pirelli Communications) | <b>33.5</b>   |
| Platinum Membership | Draka Comteq                                       | <b>32</b>     |
| Gold Membership     | EXFO   | <b>31</b>     |
| Platinum Membership | Emerson Network Power - Marconi                    | <b>30.75</b>  |
| Platinum Membership | Ditch Witch - Charles Machine Works                | <b>30</b>     |
| Gold Membership     | Alpha Technologies Inc.                            | <b>27</b>     |
| Gold Membership     | Charles Industries, Inc.                           | <b>27</b>     |
| Gold Membership     | Multilink, Inc.                                    | <b>27</b>     |
| Platinum Membership | Packetfront Sweden AB                              | <b>26.75</b>  |
| Gold Membership     | SENKO Advanced Componets, Inc.                     | <b>26.75</b>  |
| Gold Membership     | ETI Software Solutions                             | <b>26.25</b>  |
| Platinum Membership | Sumitomo Electric                                  | <b>26.25</b>  |
| Gold Membership     | GS Battery USA Inc.                                | <b>25.75</b>  |
| Gold Membership     | JDSU   | <b>25.5</b>   |
| Gold Membership     | NEC North America                                  | <b>25.5</b>   |
| Gold Membership     | S & N Communication                                | <b>25.25</b>  |
| Platinum Membership | Cisco Systems - Scientific Atlanta                 | <b>24.75</b>  |
| Gold Membership     | A-D Technologies (formely Dura-Line Corporation)   | <b>24.5</b>   |
| Platinum Membership | Carina Technology                                  | <b>23.75</b>  |
| NonMember           | Leviton  | <b>23.25</b>  |
| Silver Membership   | The Light Brigade                                  | <b>23</b>     |
| Gold Membership     | Vermeer Mfg. Co.                                   | <b>22.5</b>   |
| Platinum Membership | OCCAM Networks                                     | <b>21.5</b>   |
| NonMember           | Kabel-X  | <b>21.25</b>  |
| Gold Membership     | TELCO Systems Inc.                                 | <b>21.25</b>  |
| Gold Membership     | Sterlite Optical Technologies Ltd                  | <b>21</b>     |
| Gold Membership     | AFL Telecommunications                             | <b>20.25</b>  |
| Gold Membership     | Clearfield, Inc. (formely APA Cables)              | <b>20.25</b>  |
| Gold Membership     | DSM Desotech, Inc.                                 | <b>20.25</b>  |
| Gold Membership     | Calient Networks                                   | <b>19.5</b>   |
| Gold Membership     | Ericsson   | <b>19.5</b>   |
| Gold Membership     | Atlantic Engineering                               | <b>19.25</b>  |
| Platinum Membership | DBA Huawei Technologies Inc.                       | <b>19</b>     |
| Platinum Membership | GVTC   | <b>18.25</b>  |
| NonMember           | Ciena - World Wide Packets                         | <b>18</b>     |

|                     |                                       |              |
|---------------------|---------------------------------------|--------------|
| Platinum Membership | Connexion Technologies                | <b>18</b>    |
| NonMember           | Montclair Fibre Optics Inc.           | <b>18</b>    |
| NonMember           | Tetrattech                            | <b>18</b>    |
| Gold Membership     | Adesta Communications                 | <b>17.5</b>  |
| NonMember           | Allied Telesis, Inc                   | <b>17.5</b>  |
| NonMember           | Falcon IP/Complete                    | <b>17.5</b>  |
| NonMember           | Telect                                | <b>17.5</b>  |
| NonMember           | Commscope                             | <b>17.35</b> |
| NonMember           | Oldcastle Precast Enclosure Solutions | <b>17.25</b> |
| NonMember           | Applied Optoelectronics, Inc.         | <b>17</b>    |
| NonMember           | Channell Commerical Corp              | <b>17</b>    |
| NonMember           | Power & Telephone Supply Co.          | <b>16.75</b> |
| NonMember           | General Machine Products              | <b>16.5</b>  |
| NonMember           | Harmonic                              | <b>16.5</b>  |
| NonMember           | Ilsentech Co. Ltd.                    | <b>16.5</b>  |
| NonMember           | IPG Photonics                         | <b>16.5</b>  |
| NonMember           | Lode Data Corporation                 | <b>16.5</b>  |
| NonMember           | MASTEC North America                  | <b>16.5</b>  |
| NonMember           | Optelian                              | <b>16.5</b>  |
| NonMember           | Phoenix Contact                       | <b>16.5</b>  |
| NonMember           | Quazite                               | <b>16.5</b>  |
| NonMember           | Seikoh Giken USA                      | <b>16.5</b>  |
| NonMember           | Sherman and Reilly Inc.               | <b>16.5</b>  |
| NonMember           | Superior Essex                        | <b>16.5</b>  |
| Gold Membership     | NeoPhotonics Corporation              | <b>16.25</b> |
| Silver Membership   | Furukawa America                      | <b>15.5</b>  |
| Platinum Membership | Bristol Virginia Utilities            | <b>15.25</b> |
| Platinum Membership | Alloptic                              | <b>14.5</b>  |
| Gold Membership     | NEPTCO                                | <b>14.5</b>  |
| NonMember           | HomePNA                               | <b>13.5</b>  |
| Platinum Membership | Edwards Telecommunications            | <b>13.25</b> |
| NonMember           | Nokia-Siemens                         | <b>12.25</b> |
| NonMember           | Communications Supply Corp            | <b>12</b>    |
| CommEng             | Martin Group                          | <b>12</b>    |
| NonMember           | NEC FiberOptech Inc.                  | <b>12</b>    |
| NonMember           | Pelsue Company                        | <b>12</b>    |
| NonMember           | ReadyLinks Inc                        | <b>12</b>    |
| NonMember           | Advanced Media Technologies           | <b>11.5</b>  |
| NonMember           | AiDi Corporation                      | <b>11.5</b>  |
| NonMember           | Anritsu                               | <b>11.5</b>  |
| NonMember           | Coppergate                            | <b>11.5</b>  |
| CommEng             | Finley Enginnering Inc.               | <b>11.5</b>  |
| NonMember           | MapCom Systems                        | <b>11.5</b>  |
| NonMember           | Multicom, Inc.                        | <b>11.5</b>  |
| NonMember           | AOC Technologies                      | <b>11</b>    |
| NonMember           | Fiber Instrument Sales                | <b>11</b>    |
| NonMember           | Great Lakes Data Systems              | <b>11</b>    |
| NonMember           | National Telco Television Consortium  | <b>11</b>    |
| NonMember           | NetDigital, Inc                       | <b>11</b>    |
| NonMember           | PCT International, Inc                | <b>11</b>    |
| NonMember           | Photop Technologies, Inc              | <b>11</b>    |
| NonMember           | StellarRad Systems                    | <b>11</b>    |
| NonMember           | Teraspan Networks                     | <b>11</b>    |
| NonMember           | TriAccess Technologies                | <b>11</b>    |

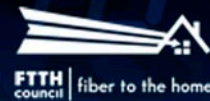
|                     |   |             |
|---------------------|---|-------------|
| NonMember           | AT&T  | <b>9</b>    |
| Platinum Membership | Dalton Utilities  | <b>9</b>    |
| Platinum Membership | Lafayette Utilities System  | <b>9</b>    |
| Gold Membership     | SDT, Inc.   | <b>9</b>    |
| Service Provider    | Pulaski Electric System   | <b>8.75</b> |
| NonMember           | Verizon Enhanced Communities  | <b>8.75</b> |
| NonMember           | ETA International   | <b>8.5</b>  |
| Platinum Membership | Zhone Technologies  | <b>8.5</b>  |
| Gold Membership     | Furukawa Industrial SA Produtos Eletricos Ltda Company                            | <b>8.25</b> |
| Gold Membership     | Optical Cable Corporation   | <b>8.25</b> |
| Platinum Membership | Bristol Tennessee Essential Services (Old name Bristol Tennessee Electric System) | <b>8</b>    |
| Gold Membership     | Plumettaz, SA   | <b>8</b>    |
| Gold Membership     | Suttle, Inc   | <b>8</b>    |
| NonMember           | Byers Engineering   | <b>7.5</b>  |
| NonMember           | EchoStar  | <b>7.5</b>  |
| NonMember           | NRTC  | <b>7.5</b>  |
| NonMember           | SES Americom  | <b>7.5</b>  |
| Gold Membership     | Shentel   | <b>7.5</b>  |
| Gold Membership     | Williams Communications, Inc.   | <b>7.5</b>  |
| NonMember           | Bechtel Telecommunications  | <b>6</b>    |
| NonMember           | eFiber Tools.com  | <b>6</b>    |
| NonMember           | LG-Nortel   | <b>6</b>    |
| NonMember           | MCR Broadband   | <b>6</b>    |
| NonMember           | Pencell Plastics  | <b>6</b>    |
| Platinum Membership | Reichle + De-Massari AG   | <b>6</b>    |
| NonMember           | UniTekUSA   | <b>6</b>    |
| NonMember           | All Systems Broadband   | <b>5.5</b>  |
| NonMember           | American Products, LLC  | <b>5.5</b>  |
| NonMember           | BEC Technologies  | <b>5.5</b>  |
| NonMember           | Bktel Communications GmbH   | <b>5.5</b>  |
| NonMember           | Bentley Systems, Inc.   | <b>5.5</b>  |
| NonMember           | BICSI   | <b>5.5</b>  |
| NonMember           | Brocade   | <b>5.5</b>  |
| NonMember           | Cable Services Company  | <b>5.5</b>  |
| NonMember           | CSI Digital   | <b>5.5</b>  |
| NonMember           | Discovery Semiconductors Inc.   | <b>5.5</b>  |
| NonMember           | Global Invacom Ltd.   | <b>5.5</b>  |
| NonMember           | GM Plast  | <b>5.5</b>  |
| NonMember           | HIEN Electric Industries  | <b>5.5</b>  |
| NonMember           | i-on-this   | <b>5.5</b>  |
| NonMember           | K-M-D   | <b>5.5</b>  |
| NonMember           | Knology Provider Solutions Group  | <b>5.5</b>  |
| NonMember           | Michels Corporation   | <b>5.5</b>  |
| NonMember           | Modular Connections   | <b>5.5</b>  |
| NonMember           | Nebula  | <b>5.5</b>  |
| NonMember           | Norscan Instruments Ltd   | <b>5.5</b>  |
| NonMember           | Nortel  | <b>5.5</b>  |
| NonMember           | PDR Videotronics (I) Pvt. Ltd   | <b>5.5</b>  |
| NonMember           | Rocky Mountain West Telecom   | <b>5.5</b>  |
| NonMember           | Tandberg Television, part of the Ericsson Group                                   | <b>5.5</b>  |
| NonMember           | Titan Photonics   | <b>5.5</b>  |
| NonMember           | USDA Rural Development  | <b>5.5</b>  |
| NonMember           | Vitex   | <b>5.5</b>  |
| NonMember           | William Frick & Company   | <b>5.5</b>  |

|                   |  |             |
|-------------------|--|-------------|
| NonMember         | Xangati, Inc                               | <b>5.5</b>  |
| NonMember         | Yokogawa Corporation of America            | <b>5.5</b>  |
| NonMember         | 180 Connect Network Services               | <b>5.25</b> |
| NonMember         | BB&T                                       | <b>5.25</b> |
| NonMember         | Taikan Company Inc                         | <b>5.25</b> |
| NonMember         | Astec Underground                          | <b>5</b>    |
| NonMember         | Carlson                                    | <b>5</b>    |
| NonMember         | Ledcor Technical Services                  | <b>5</b>    |
| NonMember         | Spring Creek Development Company           | <b>5</b>    |
| Silver Membership | Morristown Utility Systems                 | <b>4.75</b> |
| Silver Membership | Chelan County Public Utility District No 1 | <b>4.5</b>  |
| Silver Membership | City of Red Wing                           | <b>4.5</b>  |
| Silver Membership | Danville Utilities                         | <b>4.5</b>  |
| Silver Membership | ITRI                                       | <b>4.5</b>  |
| Silver Membership | Minet                                      | <b>4.5</b>  |
| Service Provider  | Zoomy Communications                       | <b>4.25</b> |
| NonMember         | City of Ontario, CA                        | <b>3</b>    |
| NonMember         | MedConcierge                               | <b>3</b>    |
| NonMember         | Mitsubishi International Corp.             | <b>3</b>    |
| NonMember         | Provo City Power                           | <b>3</b>    |
| NonMember         | UTStarcom, Inc.                            | <b>2.75</b> |
| NonMember         | Broadband of America                       | <b>2.5</b>  |
| NonMember         | ZyXel Communications                       | <b>2.5</b>  |
| Silver Membership | Fundacao CpqD                              | <b>1.75</b> |
| NonMember         | Phasoptx                                   | <b>1.75</b> |
| NonMember         | Center for Development of Telematics       | <b>1.5</b>  |
| NonMember         | Sallisaw Municipal Authority               | <b>1.5</b>  |
| Service Provider  | ARKWEST Communications Inc                 | <b>1</b>    |
| Service Provider  | Yadkyn Valley Telecom Inc                  | <b>1</b>    |
| CommEng           | Friedrich and Associates Inc               | <b>0.75</b> |
| Service Provider  | Prananet Services                          | <b>0.75</b> |
| Service Provider  | AGILIS Networks Inc                        | <b>0.5</b>  |
| Service Provider  | Cascade Communications Company             | <b>0.5</b>  |
| Service Provider  | ElectriCom Inc.                            | <b>0.5</b>  |
| Service Provider  | RST Communications                         | <b>0.5</b>  |
| Service Provider  | Saudi Phones                               | <b>0.5</b>  |

# 2009 FTTH CONFERENCE & EXPO

**BUILDING THE BUSINESS OF FTTH**

September 27-October 1 | Hilton Americas-Houston | George R. Brown Convention Center | Houston, TX



## Platinum Members Appointment Schedule Tuesday September 29, 2009

| <i>Appointment Time</i> | <i>Company Name</i>                             | <i>Number of Points</i> |
|-------------------------|---|-------------------------|
| 10:30am                 | Corning Incorporated                            | <b>110.25</b>           |
| 10:40am                 | Enablence, Inc.                                 | <b>83.5</b>             |
|                         | Hitachi Communication Technologies America, Inc |                         |
| 10:50am                 |   | <b>82.25</b>            |
| 11:00am                 | ADC   | <b>77.75</b>            |
| 11:10am                 | Alcatel-Lucent                                  | <b>74.75</b>            |
| 11:20am                 | KGP Logistics                                   | <b>74</b>               |
| 11:30am                 | OFS   | <b>60.5</b>             |
| 11:40am                 | Motorola BCS                                    | <b>57.95</b>            |
| 11:50am                 | Calix   | <b>51</b>               |
| 12:00pm                 | Tellabs   | <b>45.75</b>            |
| 12:10pm                 | Tyco Electronics                                | <b>42.5</b>             |
| 12:20pm                 | Quanta Services                                 | <b>39</b>               |
| 12:30pm                 | On Trac, Inc.                                   | <b>38.75</b>            |
| 12:40pm                 | ADTRAN, Inc.                                    | <b>34.5</b>             |
| 12:50pm                 | Graybar   | <b>33.5</b>             |
| 1:00pm                  | Draka Comteq                                    | <b>32</b>               |
| 1:10pm                  | Emerson Network Power                           | <b>30.75</b>            |
| 1:20pm                  | Sumitomo Electric                               | <b>26.25</b>            |
| 1:30pm                  | Carina Technology                               | <b>23.75</b>            |
| 1:40pm                  | OCCAM Networks                                  | <b>21.5</b>             |
| 1:50pm                  | Huawei Technologies Inc.                        | <b>19</b>               |
| 2:00pm                  | Zhone Technologies                              | <b>8.5</b>              |

# 2009 FTTH CONFERENCE & EXPO

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## Gold Members Appointment Schedule Tuesday September 29, 2009

| <i>Appointment Time</i> | <i>Company Name</i>                                   | <i>Number of Points</i> |
|-------------------------|---|-------------------------|
| 2:05pm                  | 3M  | <b>40.5</b>             |
| 2:10pm                  | Walker and Associates                                 | <b>36.25</b>            |
| 2:15pm                  | Preformed Line Products                               | <b>36</b>               |
| 2:20pm                  | Prysmian Cables & Systems<br>(Pirelli Communications) | <b>33.5</b>             |
| 2:25pm                  | EXFO  | <b>31</b>               |
| 2:30pm                  | Alpha Technologies Inc.                               | <b>27</b>               |
| 2:35pm                  | Multilink, Inc  | <b>27</b>               |
| 2:40pm                  | Charles Industries, Inc                               | <b>27</b>               |
| 2:45pm                  | SENKO Advanced Components,<br>Inc.                    | <b>26.75</b>            |
| 2:50pm                  | ETI Software Solutions                                | <b>26.25</b>            |
| 2:55pm                  | GS Battery USA Inc.                                   | <b>25.75</b>            |
| 3:00pm                  | NEC North America                                     | <b>25.5</b>             |
| 3:05pm                  | JDSU  | <b>25.5</b>             |
| 3:10pm                  | S & N Communication                                   | <b>25.25</b>            |

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## **Gold Members Appointment Schedule (con't) Silver and Non Members Appointment Schedule Wednesday September 30, 2009**

| <i>Appointment Time</i> | <i>Company Name</i>                         | <i>Number of Points</i>   |
|-------------------------|---|---|
| 9:50am                  | GS Battery USA Inc.                         | <b>25.75</b>  |
| 9:55am                  | TELCO Systems Inc.                          | <b>21.25</b>  |
| 10:00am                 | Sterlite Optical Technologies Ltd           | <b>21</b>   |
| 10:05am                 | DSM Desotech, Inc                           | <b>20.25</b>  |
| 10:10am                 | Clearfield, Inc                             | <b>20.25</b>  |
| 10:15am                 | AFL Telecommunications                      | <b>20.25</b>  |
| 10:20am                 | Calient Networks                            | <b>19.5</b>   |
| 10:25am                 | Adesta Communications                       | <b>17.5</b>   |
| 10:30am                 | SDT, Inc.                                   | <b>9</b>  |
| 10:35am                 | Plumettaz, SA                               | <b>8</b>  |
| 10:40am                 | Suttle                                      | <b>8</b>  |
| 10:45am                 | <b>SILVER MEMBER</b> - The Light<br>Brigade | <b>23</b>   |
| 10:50am to 1:00pm       | Non-Members                                 | <i>Reservations will still be<br/>determined by priority points</i> |