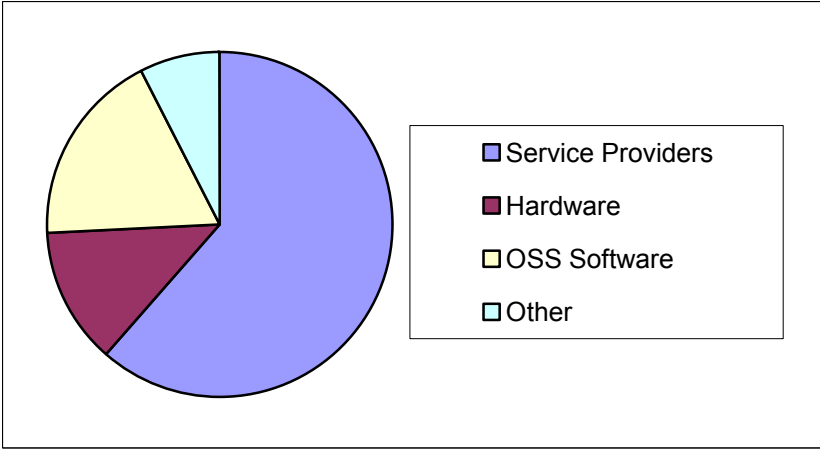


**Distribution List\***

The distribution list is comprised of service provider contacts acquired through targeted service provider marketing activities and various list acquisitions. It also contains our subscriber list, which is described in the next section.

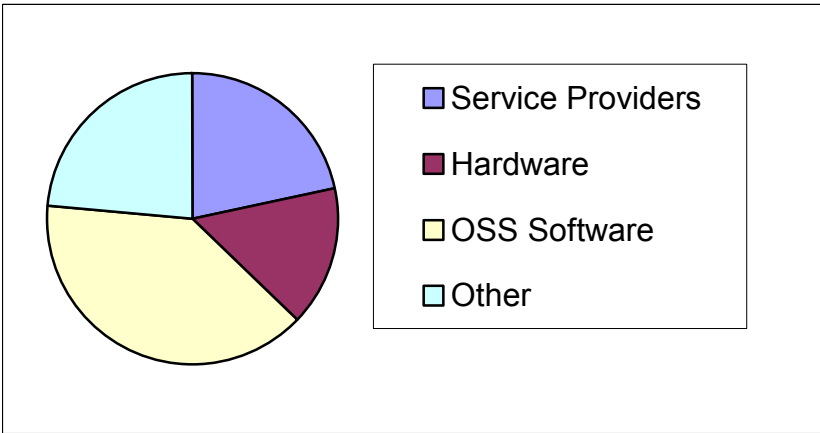


The Pipeline newsletter is distributed monthly to this list, minus the opt-out requests and those contacts whose information is no longer valid (the regular opt-out rate is only 2%). It also grows monthly through the regular distribution of the Pipeline newsletter and by the distribution of the newsletter by our advertisers, sponsors and partners.

Currently, the Pipeline distribution list holds 2,370 key contacts. 715 of which are c-level service provider executives and all have a relevant interest in OSS software and hardware.

**Subscription List\***

The subscription list is a subset of the distribution list and is comprised of 100% opt-in subscriber contacts. This means that every contact has expressly subscribed to Pipeline either via the newsletter or Pipeline website.



The subscriber list is comprised of approximately 60% OSS contacts (hardware and software companies) and 25% service provider contacts. The subscriber list includes premier service provider contact with *relevant OSS interest* from:

- AT&T
- BellSouth
- Comcast
- MCI
- Nextel
- SBC
- Sprint
- TDS Telecom
- Verizon
- XO Communications
- and others



**List Statistics**  
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The vendor-company contacts include software and hardware industry leaders such as:

- Acterna
- Agilent
- Cisco
- EDS
- Hewlett-Packard
- LG
- Metasolv
- Micromuse
- NetHarmonix
- Nokia
- TMF
- Telecordia
- TTI Telecom
- Sydesis

The Pipeline subscriber list grew by 10% the first month and is anticipated to grow each month at the same or faster rate.

The goal of Pipeline is to reach a 50% division between service provider and OSS hardware and software providers. This will indicate that Pipeline truly is the bridge between the OSS marketplace and service providers seeking OSS solutions.

\*This information is used for illustration purposes only. All illustrations are based on a comprehensive sampling taken at the time the information was compiled. The illustration and descriptions herein represent an accurate depiction of list demographics at the time sampled, however the lists data changes regularly.