

HIGHLIGHTS from the



2007 TSTCI FUTURES RETREAT

This year's TSTCI Futures Retreat was held at the beautiful Inn of the Mountain Gods Resort in Mescalero, New Mexico. This was the first time that the meeting had been held at this facility, and it proved to be a good choice. The Inn of the Mountain Gods provided spectacular views of Lake Mescalero and the Sierra Blanca Peak, not to mention great meeting facilities and wonderful food.

As an added bonus and a first for the Futures Retreat, a golf tournament was held at the Inn of the Mountain Gods 18-Hole Championship course. The TSTCI Wesley B. Roberts Memorial Golf Tournament was a huge success with 20 golfers participating and enjoying the lush course and perfect weather. The golfers were treated to drinks and appetizers after the outing, and prizes were awarded to the top three teams, as well as the longest drive and closest to the pin challenges. To make the event even better, each golfer received a box of golf balls for participating.

Congratulations to Our Winners!

FIRST PLACE: Tim Humpert, Gary Hughes and Steve Bradshaw

SECOND PLACE: Wayne Cockrell, Bryan Wright, Steve Alexander and Bill Stinson

THIRD PLACE: Don Fendrick, Kirk Petty, Art Holguin and Ron Strecker

CLOSEST TO THE PIN: Bryan Wright on #18

LONGEST DRIVE: Tim Humpert on #13

The Futures Retreat began bright and early Wednesday morning with a full breakfast for all attendees and guests. **Roger Hutton**, TSTCI Executive Director, kicked the meeting off at 8:30 with a welcome and invocation. After welcoming everyone to the new facility, Roger introduced the meeting's keynote speaker, **Dr. Lowell Catlett**.

Dr. Catlett, a Regent's Professor from New Mexico State University, addressed the group on the topic, 21st Century Economics. A powerful and very animated speaker, Dr. Catlett immediately grabbed the group's attention and with extraordinary facts and enthusiastic humor, shared with them his insights into how in today's world people are living longer, how in this country and others technology is improving the way of life for all sectors of society and how the opportunities for growth are limitless. Dr. Catlett's thought-provoking presentation captivated everyone and sent each away with ideas, questions and an introspective look at how we each approach our daily lives.



After a short break, Roger introduced the final speaker for the day, **Robert Boetticher**, Systems Engineering Director for Cisco Systems. Mr. Boetticher presented information on the current IPTV Study. The study was conducted in Europe and included testers verifying an end-to-end IPTV and triple-play solution focusing on the network service requirements of broadcast TV and video-on-demand applications. Cisco's ability to propose a suitable network design was also part of the test exercise for the study. Mr. Boetticher discussed the findings, implications and steps included in the study.

The sessions concluded at noon, giving attendees the afternoon to relax and enjoy the amenities of the Inn of the Mountain Gods. At 5:30, attendees and guests gathered for good company and delicious food at the welcome reception.

After breakfast on Thursday, Roger introduced the first speaker of the day. **Steve Collier**, Vice President of Business Development for Milsoft Utility Solutions, Inc. presented "Can You Say iWorld?" An always enlightening speaker, Mr. Collier challenged our imagination and thoughts on the explosion of new electronics, information and telecommunication technologies and what a few years ago would have been considered fantasy and science fiction. Mr. Collier challenged the attendees to think about where the future of technology, especially telecommunications, may take our society and how each of us, in business and our personal lives, will have to adapt to the quickly changing environment. What we used to just imagine is now becoming reality, and we need to be ready to handle it.

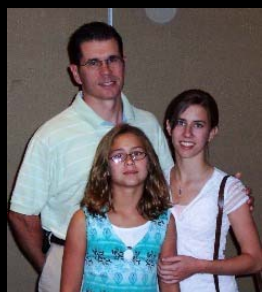
The final speaker of the retreat was **Don Fendrick**, CTO-Strategic Growth Accounts for Alcatel-Lucent. Mr. Fendrick presented The Future of Telecommunications Technology. Mr. Fendrick discussed the industry vision and perspective regarding the direction of telecommunication technology including IPTV, IMS, 3G, WiMax and more. He showed how all of these will be included in the next generation networks and how telecommunication companies will need to consider and include these technologies in their future business developments.

The TSTCI Futures Retreat concluded at 11:30 a.m. We look forward to seeing everyone at the Annual Membership Meeting in October.

Be sure to register for the
TSTCI Annual Membership Meeting
October 3-5 in Dallas, Texas

For registration information, please contact
Martha Shepperd at 972-243-8705 or
martha@tstci.org.

The Welcome Reception



Special thanks to our

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News from Associate Members

Pannaway Launches Next Generation IP Platform for Broadband Service Providers

Pannaway Technologies, Inc., designers and developers of converged IP broadband platforms for telecommunications companies, today announced the availability of its next-generation, IP MSAP (Multi-service Access Platform) chassis, the MAGNM-20 (Multi Media Aggregation Node). Leveraging its award-winning Service Convergence Network (SCN) architecture which has now been deployed by close to one hundred broadband service providers including ETEX Communications, Arvig Communications Systems and NTELOS, the MAGNM-20 is poised to be the most feature rich and interoperable IP chassis in the marketplace. The product provides support for POTS, DSL, active and PON FTTH, T1, and scales to accommodate up to 864 DSL users or 432 active FTTH customers in 15RU of space. The MAGNM-20 is available to order immediately and will be shipping soon.

The MAGNM-20 is specifically designed to address an area of rising service provider concern: the demand for a highly scalable, multi-technology broadband platform that delivers operational simplicity, carrier-grade availability and future protection, ensuring support for emerging technologies such as ultra high-speed Internet access, High Definition TV (HDTV), On Demand Programming, Personal Video Recorder (PVR/DVR), Gaming, Business Class Ethernet and advanced VoIP features. By leveraging the company's significant

investment in the SCN architecture, the MAGNM-20 is already interoperable with major softswitches from Broadsoft, Nortel, Metaswitch, CopperCom, Genband, Taqua and others.

"Our research shows that broadband service providers are creating the requirement for an affordable, carrier-grade IP platform capable of supporting the demanding technologies and applications that are emerging in the competitive broadband services market," said Jeff Heynen, directing analyst, broadband and IPTV, at Infonetics Research. "The MAGNM-20 chassis is the first true, second-generation IP platform to emerge and should be well received by broadband service providers of all sizes."

For more information about this product and about Pannaway Technologies, visit Pannaway's web site at <http://www.pannaway.com>, or contact Regional Sales Manager Robert Boudreaux at 512-632-0702, or Inside Sales Representative Jack Narcotta at 603-766-4557.

Craig Aman named MACC's President and CEO

On Wednesday, August 1, Craig Aman was named President and Chief Executive Officer of Mid America Computer Corporation (MACC). Rod Christenson, MACC's former President, will remain with the company and lead its sales team until his December 31, 2007 retirement.

Aman was previously the company's Vice President of Corporate Accounts and a member of its board of directors.

MACC has a carefully developed succession plan which will allow for a smooth transition over the next few months. The plan will allow customers and business partners to be assured that the change will be transparent to their organizations. As president, Christenson established a strong commitment to customer service, a commitment that will not change under Aman's leadership.

"Rod has led MACC for nearly a decade and grew the business to unprecedented heights," he said. "Not only did he grow the company, but the commitment to customer service that he developed continues to be reflected in the high marks we receive on our annual surveys."

"Rod will continue to play an important part at MACC over the next several months," Aman said. "His extensive sales experience will assist MACC in being able to further build our client base and lead our sales team. It's a position in which he'll excel."

Aman brings an extensive background in both leadership and telecommunications to his new position. As the leader of the corporate accounts division, he successfully led the conversion process which brought the largest client in the company's history into MACC's billing system. The company now serves 300 customers throughout 44 states.

Prior to joining MACC's executive team in 2006, Aman served as a Vice President within the HunTel family of telecommunication companies. In this capacity, he managed the daily activities of HunTel Communications in Omaha.

Like Christenson, Aman is active in the telecommunications industry at both the state and national levels with his involvement in multiple associations.

Hoffer to Keynote Martin Group's 6th Annual Technology Conference

(Mitchell, S.D.) – Martin Group, the nationwide leader of Software, Business Services, and Engineering for communications providers, today announced that Robert Hoffer will deliver the keynote at its 6th Annual Technology Conference, which will be held September 10-12 in Nashville, TN. Hoffer is an entrepreneur and innovator for more than 20 years. He is behind some of the biggest commercial successes on the Internet—from online yellow pages, to instant messaging, to web-based scratch-off games. With numerous patents under his belt, Hoffer has worked with, consulted at, and created successful technologies for some of the world's best-known companies, from Apple and AOL to Xerox and Yahoo.

In 1995, Hoffer created the first web-based national Yellow and White pages, which was licensed and co-branded with Yahoo, Nynex, American Express, Excite@Home, Lycos, and others. He has also co-founded several successful Internet companies, including Infospace Corp., Query Labs, Typo.net, and ActiveBuddy (now Colloquis) which was sold to Microsoft in 2006.

“Martin Group is honored to have Robert Hoffer deliver the keynote address at our 6th Annual Technology Conference,” said Jim Odom, President and CEO of Martin Group. “Hoffer is a remarkable force in the communications industry.”

Detailed information regarding Martin Group's 6th Annual Technology Conference including the agenda, attendee registration, exhibit opportunities, and sponsorship opportunities can be found on their website, www.martin-group.com.

Upcoming Events

September 2007

- 3** **Labor Day** (*TSTCI Offices Closed*)
- 9-12 TTA Annual Convention – San Antonio, Texas
- 16-19 NTCA Fall Conference – Denver, Colorado
- 23-27 NECA Expo – San Francisco, California

October 2007

- 3-5** **TSTCI Annual Membership Meeting – Embassy Suites Outdoor World, Dallas, Texas**
- 15-16 NTCA Region 9 Meeting – Billings, Montana
- 29-30 NTCA Region 6 Meeting – Bismarck, North Dakota
- 31-Nov 1 OPASTCO Technical & Marketing Symposium – Minneapolis, Minnesota

November 2007

- 14-16 RICA Fall Conference – Jacksonville, Florida
- 22-23** **Thanksgiving Holidays** (*TSTCI Offices Closed*)