

EVENT AUDIT


DATES OF EVENT:

Conference: June 4 – 8, 2006
 Exhibits: June 5 – 7, 2006

LOCATION:

McCormick Place, Chicago, IL

EVENT PRODUCER/MANAGER:

Company Name: TIA | GLOBALCOMM
 Address: 2500 Wilson Boulevard, Suite 300
 Arlington, VA 22201
 Phone: (703) 907 – 7480
 Website (Show): www.globalcomm2006.com

REGISTRATION COMPANY:

ExpoExchange

YEAR EVENT ESTABLISHED:

2006

FREQUENCY:

Annual

DATES OF NEXT EVENT:

Conference: June 18 – 21, 2007
 Exhibits: June 19 – 21, 2007
 LOCATION: McCormick Place, Chicago, IL

1. STATEMENT OF MARKET SERVED

The high-tech communications industry.

Qualified attendees are national and international service providers, enterprise network professionals, manufacturers, dealers, contractors, the financial community and the trade and business media.

2. STATEMENT OF VERIFICATION METHODOLOGY:

Advance registrants who received a badge card with a badge in the mail were required to turn in their card to receive a badge holder. The registrant was then entered into the system as verified. On-site registrants were automatically entered into the system as verified. Downloaded leads captured by exhibitors were also entered into the system as verified.

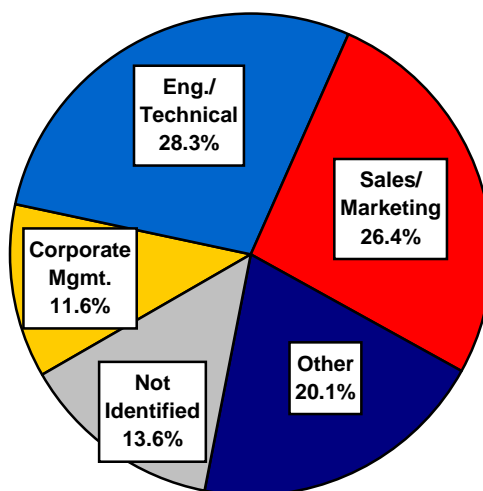
3. AUDITED ATTENDEE ANALYSIS

Year which Event was Held	Event Location	Conference Attendees	Exhibit Only Attendees	Sub-Total: Conference & Exhibit Only Attendees	Speakers	Media	Verified Exhibitors, Non-Exhibiting Sponsors and their Support Staff*	Total
2006	Chicago, IL	983	9,543	10,526	380	405	7,274	18,585

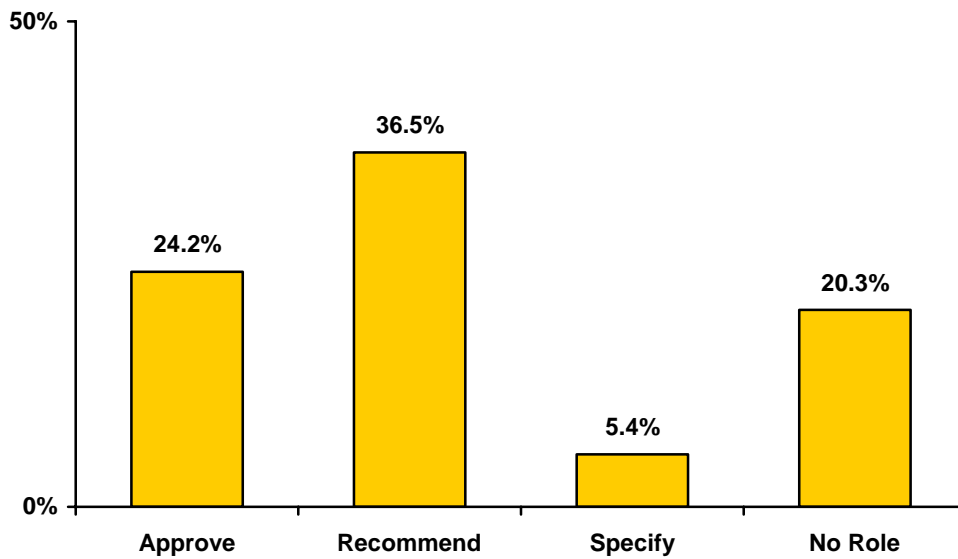
* Not audited. Verified and on-site counts taken from registration database provided by the registration company.

4. PRIMARY BUSINESS			
PRIMARY BUSINESS	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRIMARY BUSINESS
Service Provider/Carrier	2,905	27.6	31.9
Local Exchange Carrier (LEC/ILEC/IOC)	828	7.9	9.1
Competitive Access Provider/CLEC	320	3.0	3.5
Mobile Wireless (Cellular/PCS)	414	3.9	4.5
Fixed Wireless (WLAN, WMAN, WiMAX)	192	1.8	2.1
Internet Telephony Provider (VoIP)	237	2.2	2.6
Mobile Virtual Network Operator	31	0.3	0.3
Interexchange Carrier (IXC)	69	0.7	0.8
Cable Provider/Operator	78	0.7	0.9
Internet Service Provider (ISP)	166	1.6	1.8
Satellite Service Provider	37	0.4	0.4
Backbone Network/Fiber Network Provider	138	1.3	1.5
Data LEC (DLEC)	12	0.1	0.1
Utility/Power Grid Operator	19	0.2	0.2
Virtual Private Network (VPN) Provider	24	0.2	0.3
Broadcaster/Content Provider	60	0.6	0.7
Network Service Provider/10 GigE	91	0.9	1.0
Application Service Provider	152	1.4	1.7
Web Hosting Data Center	37	0.4	0.4
Corporate Enterprise	1,333	12.7	14.7
Education	215	2.0	2.4
Financial	373	3.6	4.1
Legal	31	0.3	0.4
Manufacturer (non-ICT)	438	4.2	4.8
Health Care	66	0.6	0.7
Trade (Retail/Wholesale/Hospitality)	183	1.7	2.0
Transportation	27	0.3	0.3
Government Enterprise	227	2.1	2.5
Federal/National Government/Regulatory/Military	131	1.2	1.4
State or Local Government	96	0.9	1.1
Communications (ICT) Manufacturer/Distributor/Reseller/Systems Integrator	3,434	32.6	37.7
Equipment Manufacturer	2,193	20.8	24.1
Dealer/Distributor/Agent	548	5.2	6.0
VAR	409	3.9	4.5
Carrier Service Reseller	126	1.2	1.4
Outside Plant	158	1.5	1.7
Other	1,199	11.4	13.2
Total Conference and Exhibit Only Attendees Identified by Primary Business	9,098	86.4	100.0
Total Conference and Exhibit Only Attendees Not Identified by Primary Business	1,428	13.6	--
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	10,526	100.0	100.0

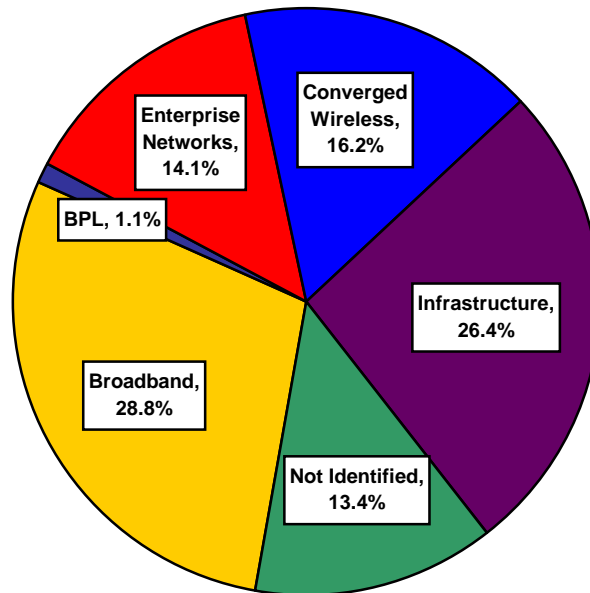
5. PRIMARY JOB FUNCTION			
PRIMARY JOB FUNCTION	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRIMARY JOB FUNCTION
Accounting/Billing	141	1.3	1.6
Consulting	630	6.0	6.9
Contracting	71	0.7	0.8
Corporate Management	1,219	11.6	13.4
Economic Development/Foreign Investment	44	0.4	0.5
Education/Training	96	0.9	1.0
Engineering/Technical	1,736	16.5	19.1
Financial Services/Leasing	45	0.4	0.5
Industry Analyst	91	0.9	1.0
Internet Services/Web Design & Development	56	0.5	0.6
Investment Analyst/Research	83	0.8	0.9
Investment Banking/Venture Capital	106	1.0	1.2
Legal/Regulatory	68	0.7	0.7
MIS/Network Operations/Network Management	296	2.8	3.3
Product Management	407	3.9	4.5
Purchaser/Corporate Buyer	127	1.2	1.4
Research & Development	423	4.0	4.6
Sales/Marketing	2,371	22.5	26.1
Software Development	208	2.0	2.3
Telecom Systems Management	266	2.5	2.9
Other	613	5.8	6.7
Total Conference and Exhibit Only Attendees Identified by Primary Job Function	9,097	86.4	100.0
Total Conference and Exhibit Only Attendees Not Identified by Primary Job Function	1,429	13.6	-
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	10,526	100.0	100.0



6. ROLE IN BUYING DECISION			
ROLE IN BUYING DECISION	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY ROLE IN BUYING DECISION
Total with Buying Role	6,956	66.1	76.5
Approve	2,543	24.2	28.0
Recommend	3,847	36.5	42.3
Specify	566	5.4	6.2
No Role	2,142	20.3	23.5
Total Conference and Exhibit Only Attendees Identified by Role in Buying Decision	9,098	86.4	100.0
Total Conference and Exhibit Only Attendees Not Identified by Role in Buying Decision	1,428	13.6	--
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	10,526	100.0	100.0



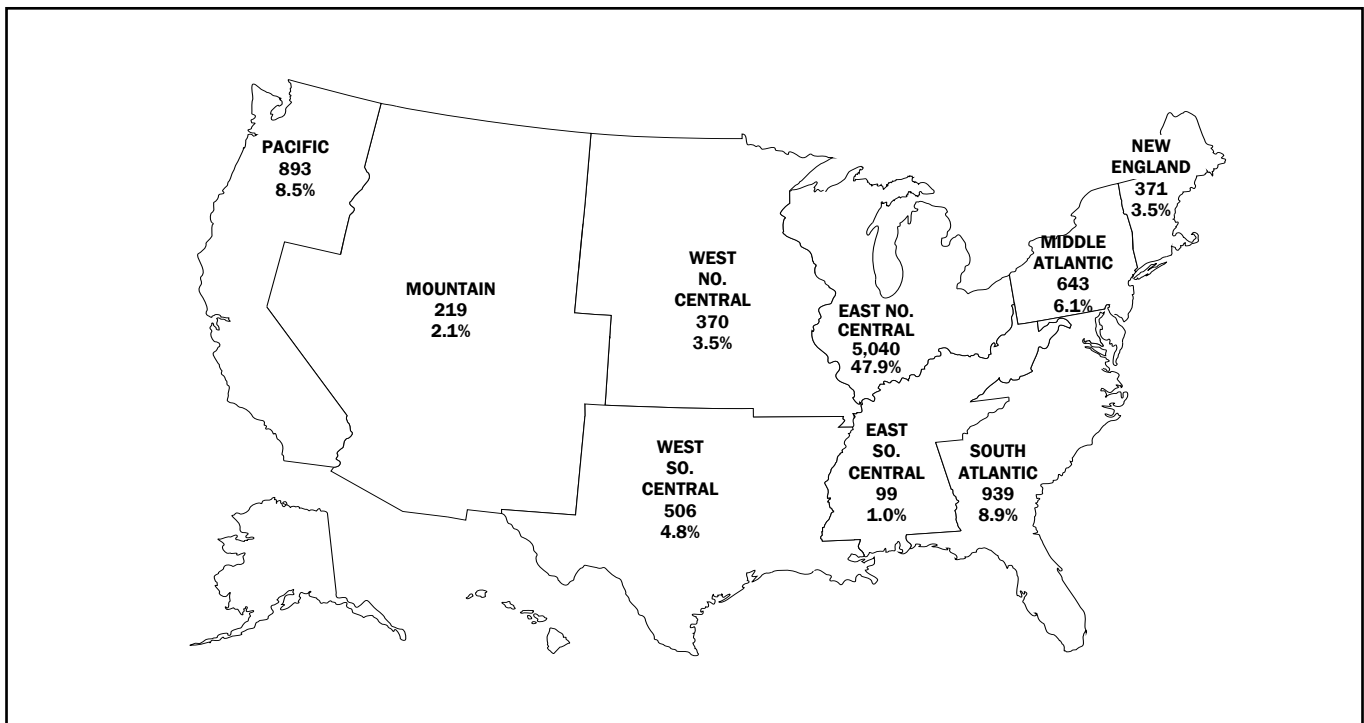
7. GENERAL AREA OF INTEREST			
GENERAL AREA OF INTEREST	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY GENERAL AREA OF INTEREST
Broadband	3,026	28.8	33.2
BPL	112	1.1	1.2
Enterprise Networks	1,482	14.1	16.3
Converged Wireless	1,707	16.2	18.7
Infrastructure	2,784	26.4	30.6
Total Conference and Exhibit Only Attendees Identified by General Area of Interest	9,111	86.6	100.0
Total Conference and Exhibit Only Attendees Not Identified by General Area of Interest	1,415	13.4	--
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	10,526	100.0	100.0



8. AUDITED GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT ONLY ATTENDEES

STATE	TOTAL	PERCENT
NEW ENGLAND	371	3.5
Maine	4	
New Hampshire	41	
Vermont	3	
Massachusetts	262	
Rhode Island	13	
Connecticut	48	
MIDDLE ATLANTIC	643	6.1
New York	266	
New Jersey	232	
Pennsylvania	145	
EAST NO. CENTRAL	5,040	47.9
Ohio	215	
Indiana	266	
Illinois	3,992	
Michigan	247	
Wisconsin	320	
WEST NO. CENTRAL	370	3.5
Minnesota	96	
Iowa	66	
Missouri	105	
North Dakota	8	
South Dakota	12	
Nebraska	28	
Kansas	55	
SOUTH ATLANTIC	939	8.9
Delaware	3	
Maryland	123	
Washington, DC	85	
Virginia	158	
West Virginia	8	
North Carolina	138	
South Carolina	34	
Georgia	189	
Florida	201	

STATE	TOTAL	PERCENT
EAST SO. CENTRAL	99	1.0
Kentucky	22	
Tennessee	42	
Alabama	24	
Mississippi	11	
WEST SO. CENTRAL	506	4.8
Arkansas	11	
Louisiana	19	
Oklahoma	39	
Texas	437	
MOUNTAIN	219	2.1
Montana	6	
Idaho	9	
Wyoming	6	
Colorado	106	
New Mexico	12	
Arizona	43	
Utah	26	
Nevada	11	
PACIFIC	893	8.5
Alaska	4	
Washington	67	
Oregon	37	
California	776	
Hawaii	9	
UNITED STATES	9,080	86.3
INTERNATIONAL	1,366	13.0
Canada	310	
Mexico	51	
Other International	1,005	
Not Identified	80	0.7
Total Conference & Exhibit Attendees	10,526	100.0



ATTENDEE REGISTRATION FORM

Register by May 5 and save

Registration fee: \$150 by May 5, 2006. After May 5, 2006: \$195
Registration includes: entrance to exhibits, keynotes, plenary panels,
Summits and more



CONFERENCES JUNE 4-8 ▶ EXHIBITS JUNE 5-7 ▶ MCCORMICK PLACE ▶ CHICAGO, ILLINOIS ▶ USA

REGISTER TODAY!

Online: www.globalcomm2006.com

Fax: +1-301-694-5124

Mail: GLOBALCOMM 2006

P.O. Box 590

Frederick, MD 21705-0590 USA

Phone: +1-301-694-5243, 1-877-455-6375 (U.S. only)

Check here if you do not wish to receive further information on GLOBALCOMM.

REGISTRANT INFORMATION

PRIORITY REGISTRATION CODE

For exhibitor registration, go to www.globalcomm2006.com.

No one under 18 years of age will be admitted to GLOBALCOMM 2006.

NAME: (Mr./Ms./Dr.)

Family Name Given Name Middle Initial

JOB TITLE

COMPANY/ORGANIZATION

ADDRESS

CITY STATE ZIP COUNTRY

*EMAIL PHONE

*PASSPORT NO. DATE OF BIRTH: Month Day Year

*Registrants outside the U.S. and Canada must fill in these fields, and a **separate** (not shared) email address must be provided. A formal letter of invitation will be sent automatically after registration.

Note: All international guests (except Canadians) must check in at the ITC when they arrive on site. Passports required. NO EXCEPTIONS.

Please call +1-703-907-7012 if you require Americans with Disabilities Act services.

FREE EDUCATION

Please check if you will attend:

GLOBALCOMM™ Keynotes and Panels

GLOBALCOMM™ Summits:

Americas

EMEA

Asia Pacific

Innovations Summit

PAID EDUCATION (TIA)

To receive more information, please check the programs in which you are interested; or visit <http://registration.expoexchange.com/showGLO062/GLOEntry.aspx> to register. You must register separately for each program.

- IP Summit
Sponsored by Telephony
- Broadband over Powerlines
Sponsored by United Power Line Council
- The WiMax Revolution
Presented by FierceMarkets

PAID EDUCATION (Other organizations)

To receive more information or to register, please contact the presenting organization

- IEC Communications Forum (June 5-7) +1-312-559-4600
- IEC Executive Forum (June 5-6) +1-312-559-4600

http://www.iec.org/events/2006/iec_forums/register

- DataComm Conference (June 6-7)
http://www.lightreading.com/ad_redirect.asp?ad_id=4734

PAYMENT METHOD

Register by May 5, 2006, to pay the \$150 non-refundable* early registration fee and receive your badge in the mail. After May 5, the registration fee increases to \$195 and badges must be picked up on site. (International badges **MUST BE PICKED UP ON SITE** at the International Trade Center.)

Bill my VISA® MasterCard® American Express® TOTAL: \$ _____

CREDIT CARD NUMBER _____ EXP. DATE _____

CARDHOLDER NAME _____

CARDHOLDER SIGNATURE _____

*Per standard TIA policy no refunds will be issued.

IMPORTANT



All attendees will receive a personalized portal that will deliver event information based on their

answers below. The portal will match your specific needs and interests to relevant exhibitors, products, conference sessions and other attendees.

Check here if you do not wish to receive updates from GLOBALCOMM exhibitors.

1. PRIMARY BUSINESS (check only one)

SERVICE PROVIDER/CARRIER

- 101 Local Exchange Carrier (LEC/ILEC/AOC)
- 102 Competitive Access Provider/CLEC

- 103 Mobile Wireless (Cellular/PCS)
- 104 Fixed Wireless (WLAN, WMAN, WiMAX)
- 105 Internet Telephony Provider (VoIP)

- 106 Mobile Virtual Network Operator
- 107 Interexchange Carrier (IXC)

- 108 Cable Provider/Operator
- 109 Internet Service Provider (ISP)

- 110 Satellite Service Provider
- 111 Backbone Network/Fiber Network Provider

- 112 Data LEC (DLEC)
- 113 Utility/Power Grid Operator

- 114 Virtual Private Network (VPN) Provider
- 115 Broadcaster/Content Provider

- 116 Network Service Provider/ 10 GIG
- 117 Application Service Provider

- 118 Web Hosting Data Center
- 199 Other

CORPORATE ENTERPRISE

- 119 Education
- 120 Financial
- 121 Legal

- 122 Manufacturer (non-ICT)
- 123 Health Care

- 124 Trade (Retail/Wholesale/ Hospitality)
- 125 Transportation

GOVERNMENT ENTERPRISE

- 126 Federal/National Government/Regulatory/Military
- 127 State or Local Government

COMMUNICATIONS (ICT)

MANUFACTURER/ DISTRIBUTOR/RESELLER/SYSTEMS INTEGRATOR

- 128 Equipment Manufacturer
- 129 Dealer/Distributor/Agent

- 130 VAR
- 131 Carrier Service Reseller

- 132 Outside Plant

2. PRIMARY JOB FUNCTION (check only one)

- 201 Accounting/Billing
- 202 Consulting

- 203 Contracting
- 204 Corporate Management

- 205 Economic Development/ Foreign Investment
- 206 Education/Training

- 207 Engineering/Technical
- 208 Financial Services/Leasing

- 209 Industry Analyst
- 210 Internet Services/Web Design & Development

- 211 Investment Analyst/Research
- 212 Investment Banking/Venture Capital

- 213 Legal/Regulatory
- 214 MIS/Network Operations/Network Management

- 215 Product Management

216 Purchaser/Corporate Buyer

217 Research & Development

218 Sales/Marketing

219 Software Development

220 Telecom Systems Management

299 Other

3. ROLE IN BUY DECISION: (check only one)

301 Approve

302 Recommend

303 Specify

304 No Role

4. GENERAL AREA OF INTEREST: (check only one)

401 Broadband

402 BPL

403 Enterprise Networks

404 Converged Wireless

405 Infrastructure

5. SPECIFIC AREA(S) OF INTEREST (check all that apply)

501 3G/4G

502 Access Technologies

503 Broadband

504 Cable

505 Content

506 Convergence

507 Devices

508 DWDM

509 E911

510 Entertainment

511 Frame Relay

512 Free Space Optics

513 FTTx

514 Gaming

515 Gigabit Ethernet

516 IMS

517 IP

518 IP Video

519 Managed Services

520 Mesh Networks

521 Messaging

522 Metro Ethernet

523 MPLS

524 Multimedia

525 Next-Generation Networks

526 Open Source

527 Optical

528 OSS/BSS

529 Outside Plant

530 Policy/Regulatory

531 PON

532 QoS

533 Rural Telephony

534 SANS

535 Satellite

536 Security

537 Servers

538 SIP

539 Software

540 SS7

541 Standards

542 Triple/Quadruple Play

543 VoD

544 VoIP

545 VPN

546 Web services

547 WiMAX

548 WLAN/WiFi

549 WMAN

550 xDSL

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www.exhibitsurveys.com



Founded in 1963, Exhibit Surveys, Inc. is a full service research firm dedicated to providing market intelligence and measurement for the exhibition and events marketing industry. Having researched over 10,000 exhibits and over 4,000 events, Exhibit Surveys, Inc. has led the industry in developing the most comprehensive database of normative data for events and the most sophisticated diagnostic and measurement tools available.

STATEMENT OF CERTIFICATION – AUDIT CONDUCTED BY EXHIBIT SURVEYS, INC.

We have examined the attendee records of subject show/event for the date and location of the show/event as reported in this Exhibit Surveys, Inc. Event Audit Report. Our examination was made in accordance with generally accepted event auditing standards. This audit complies with standards set forth by the Exhibition and Event Industry Audit Commission (EEIAC), a not for profit commission organized for the purpose of managing and overseeing the exhibition industry's independent audit process. The audit process includes pre-event review of systems, post event confirmations of attendance, examination of accounting records, and any other auditing procedures considered necessary.

Based on such examinations, the statements set forth in this report present fairly and accurately the total attendance of this event in conformance with generally accepted event measurement principles.

Exhibit Surveys, Inc.

Red Bank, NJ

July 27, 2006