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**INCITS and Inventures Collaboration Update**  
**January 16, 2008**



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**Global Inventures, Inc.**

- **Program Recap**
  - Rationale
  - History
  - Progress
- **Program Materials for discussion**
  - Term Sheet
- **Next Steps and Milestones**
- **Discussion**

- **Recognizes the continued creation of specifications industry consortia**
  - Across ICT chain: Silicon → Devices → Software → Networks → Web
- **Leverages INCITS ‘fast track’ capability to ANSI and ISO standard**
  - *Unique attribute* in the US
  - Significant value to consortia
- **Formal program exploits this INCITS unique attribute**
  - Enhance the role INCITS plays in formal standardization efforts
  - Upstream opportunity for consortia in existence; guide to those being formed
- **Potential incremental revenue stream to INCITS**
  - Fast track fees
  - EB Membership
  - Both/Other

# Fast Track Program Overview

- **Based on a 'term sheet'**
  - Specify key criteria to gain fast track acceptance with INCITS (for ANSI and JTC1 standardization)
- **INCITS Program Management (IPM) function**
  - INCITS leads (current secretariat)
  - Additional in-sourced and outsourced resources to support fast track administration
- **Program Marketing/Promotion**
  - INCITS leads
  - Additional in-sourced and outsourced resources to plan and execute
- **Fast Track process**
  - Clean path to fast track if consortium accepts and operates to INCITS Term Sheet
  - IPM issues Accept/Proposed Changes/Deny per application from existing consortium
- **INCITS manages accepted submissions**
  - ANSI first
  - JTC1 follows

# What's the win/win story?

- **For GI:**
  - Public recognition of role in developing the program (w/GO)
  - Potential to provide fees- based services to support INCITS secretariat:
    - Fast Track Program Management and Administration
    - Fast Track Program Marketing
  - Potential to provide fees-based services to proliferate INCITS TC, ANSI,JTC1 standards
    - Ecosystem Development
    - Certification Programs
    - Marketing/ Education/Other
  - Exclusive with INCITS to form and manage new consortia (“TC spin outs”)
  - Engagements with INCITS EB companies to form and manage new consortia
- **For INCITS:**
  - ‘Monetize’ a unique attribute
  - Cement INCITS as a thought leader- first to innovate and shift the landscape in the standards ecosystem
  - Protect the values of the formal standardization process by defining acceptable terms of engagement to consortia

- **GI presented concept to EB August 07**
  - EB agreed to invite a proposal from GI
- **GI presented proposal to EB September 07**
  - ‘On Spec’ engagement to develop identified program approved by EB
- **Travel and meeting hell Oct/Nov 07**
- **INCITS ad hoc committee met December 11**
- **GI provided draft term sheet Jan 8**
  - Met with subset of ad hoc committee Jan 9 and received input
- **GI, Leslie Bixel, Jennifer Garner met Jan 10**
  - Aligned on key Term Sheet elements; agreed to focus on Term Sheet for Jan 16 EB meet
- **GI and JG met Jan 11**
  - Finalized recommendations in this slide deck

## 1. Specification Scope

- Gap/Overlap analysis per INCITS TC work
- Defined overlap actions

## 2. IPR

- Mandate Licensing scheme (RF/RAND etc.)?
- Confirm IPR disclosure and obligation to license?
- Ex ante disclosure?

## 3. Copyrights

- Must grant nonexclusive, perpetual royalty-free license to reproduce source material, prepare derivative works, publish, distribute, claim copyright and sell (with revenue share?) when standard

## 4. Trademarks

- Royalty free right to use must be granted

## 5. Specification Changes

- Must be willing to respond to changes requested following INCITS TC comment

## 6. Specification Maintenance

- Assigned to INCITS TC once specification becomes ANSI standard; consortium members encouraged to join TC for continuity and specification evolution

## 7. Decision Making

1. Consensus?
2. Super Majority Voting?

## 8. Organization Characteristics

1. Define minimum acceptable form of 'open'?
2. Stay silent?

# Next Steps-Milestones

GI= Inventures, SE= Secretariat, AH= Ad Hoc Committee

- **Finalize Term Sheet:** GI Lead, SE & AH input/finalize
- **Define Fast Track Program:** GI Lead, SE & AH input/finalize
  - Process- SE prime
  - Go to Market plan (impact relevant)- GI Prime
  - Launch and Promotion Activity- GI Prime
  - Resources (People, \$) needed- SE/GI share
- **Program review, fine tuning, final:** AH Gate
  - No later than 3 weeks prior to next EB F2F
- **Full program presented to INCITS EB for go/no**
  - Next F2F meeting - April 1-3, 2008

# Discussion



# Thank You!



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