



**OPEN SERVICES GATEWAY INITIATIVE (OSGi)  
MEMBER QUOTE SHEET  
MAY 2000**

**AMD**

“AMD’s endorsement of the OSGi initiative is another indication of its commitment to the ‘connected home’ concept and market,” said Cyrus Namazi, marketing director of Communications and Networking at AMD. “We applaud the effort by the forward-thinking OSGi charter members. OSGi will be the catalyst and enabler which further allows existing and new applications to develop and evolve.”

Media Contact:  
Cyrus Namazi, Marketing Director  
AMD  
[cyrus.namazi@amd.com](mailto:cyrus.namazi@amd.com)  
408-749-3415

**Cisco Systems**

“Cisco believes that broadband access to Internet content and services will drive mass market consumer demand,” said Don Listwin, Cisco Executive Vice President. “We are committed to working with others to create standards to facilitate rapid consumer acceptance of home networking.”

Media Contact:  
Jeanette Gibson  
408-525-8965  
[jegibson@cisco.com](mailto:jegibson@cisco.com)

## **Coactive Networks**

“Coactive Networks’ participation in OSGi continues the company’s commitment to open standards. It expands on Coactive’s breakthrough IOConnect Architecture which utilities are using today to deliver telemetry services to the home,” said David Gaw, president of Coactive Networks. “A standards-based platform is key in accelerating the market for new services allowing service providers to reduce customer churn, enter new markets and gain an important foothold in the new world of home communications. The success to date of Coactive’s Connector 2000 product has proven that there is a strong and rapidly growing demand for an open services gateway.”

### Media Contacts:

Annie Grace  
415-440-9281  
[annie@hgpr.com](mailto:annie@hgpr.com)

Sonia Gómez  
415-289-1736  
[sgomez@coactive.com](mailto:sgomez@coactive.com)

## **Deutsche Telekom**

Dr. Hans-Peter Quadt, director of application oriented product and service development for Deutsche Telekom said, “Deutsche Telekom recognizes the potential that lies in the ‘SmartHome’ both in terms of people’s quality of life and general efficiency and in terms of market potential. As this is a new market area that cannot be covered and developed by one industry or player alone, Deutsche Telekom is actively supporting standards and agreed specifications in this area, such as those being developed by OSGi.”

### Media Contact:

Hans Werner Bitzer M.A.  
T-Nova Deutsche Telekom Innovationsgesellschaft mbH  
Berkom  
Goslarer Ufer 35  
10589 Berlin  
Tel: +49.30.3497-3142  
Fax: +49.30.3497-3143  
[bitzer@berkom.de](mailto:bitzer@berkom.de)

## **Domosys Corporation**

“OSGi is realizing a screaming need of service providers by defining the core architecture of the gateway,” said Evan Price, president of Domosys Corporation. “We are proud of our early support of this effort and our participation in its first physical implementations. We can attest to the compelling benefits of linking applications on a CEBus power line LAN to the Internet using a Services Gateway.”

### Media Contact:

Information unavailable

- more -

## **Electricite de France**

“Today, at Electricite de France (EDF), one of the main power suppliers in the world, we are seeing the emergence of more and more solutions to enable different electric devices to communicate within the home, whether it be a wired or wireless networks,” said Gerard Menjon, EDF executive vice president and head of the R&D division. “This is a basic essential for developing the new services that our clients need. We need to have a gateway enabling easy and effective management of these services for a large scale of customers. Open Services Gateway is an interesting initiative that meets this need.”

Media Contact:

Robert Froehlich

Tel: +33.1.47.65.59.45

[Robert.Froehlich@edf.fr](mailto:Robert.Froehlich@edf.fr)

## **Echelon Corporation**

“We are pleased to not only be a charter member of OSGi, but also to take a leadership role in the organization as a member of the Board of Directors and with Lawrence Chan, Echelon’s vice president of Asia Pacific serving as OSGi’s vice president of Asia Pacific,” said Bea Yormark, vice president of marketing and sales at Echelon. “We believe that by defining an open infrastructure for residential gateways, OSGi will help drive the home networking market and will help solidify Echelon’s LonWorks system and the EIA 709.1 control networking protocol as the standard for networking of everyday devices in the home.”

Media Contact:

Jane Wang

Echelon Corp.

650-855-7414

[jwang@echelon.com](mailto:jwang@echelon.com)

## **emWare**

“As the leading provider of device-networking software for 8- and 16-bit microcontrollers, emWare is committed to support the OSGi initiative which will provide a standard platform for hosting service applications via a gateway,” said Christopher Sontag, CTO and co-founder of emWare. “The OSGi supports emWare’s vision of managing any device, in any industry, over any network, using any interface. For consumers, this will mean total remote access and control of their electronic devices seamlessly over the Internet or intranets.”

Media Contact:

Mindy Hatch

emWare, Inc.

801-453-9300 X 146

[mhatch@emware.com](mailto:mhatch@emware.com)

- more -

## **Enikia**

“The residential gateway is an integral part of the home networking infrastructure because it connects the Internet to the Information Appliance Network within the home,” said Bob Dillon, president of Enikia. “The open standards of OSGi are the key to advancing home networking beyond the early-adopter phase.”

### Media Contacts:

Jim Reeber  
Enikia Incorporated  
732-980-1200 ext. 2500  
[jreeber@enikia.com](mailto:jreeber@enikia.com)

Sarah Stone  
Rainier Corporation  
978-464-5302 ext. 135  
[sarah@rainierco.com](mailto:sarah@rainierco.com)

## **Ericsson**

“By combining wireline, wireless and Internet technologies, network operators and ISPs will bring consumers completely new services. With the OSGi specification, a new market is being shaped. Ericsson will deliver carrier-class, robust solutions to operators taking the challenge of providing new e-services as well as connect home networks to the Internet, building the smart home,” said Torbjorn Nilsson, executive vice president, marketing and sales, Ericsson.

### Media Contact:

Rolf Johansson  
Marketing Manager,  
Residential Communication Services  
Ericsson  
Tel: +46 8 719 61 26 Mobile: +46 70 559 29 62  
Email: [Rolf.Johansson@era.ericsson.se](mailto:Rolf.Johansson@era.ericsson.se)

## **Espial**

“As the recognized leader in Internet appliance solutions, Espial is proud to join the OSGi consortium,” states Dilshan De Silva, director of product development for Espial Group. “Our strategy of standards-based solutions is in sync with the goals of OSGi. Service providers and device manufacturers deserve consistent access, be it to a Web-enabled TV, hand-held device, screen-phone, or wireless terminal. Our participation strengthens our resolve to work with industry leaders to define standards for deploying applications and services across multiple Internet-appliance platforms. It also extends our commitment to bringing a comprehensive end-to-end service-delivery solution for Internet appliances to our customers.”

### Media Contact:

Angie Lynch  
Director, Corporate Communications  
613.230.4770 x110  
[alynch@espial.com](mailto:alynch@espial.com)

-more-

## **France Telecom**

“France Telecom is a world-class telecommunication operator and Internet service provider, both for low and broadband networks (PSTN, ISDN, cable, xDSL, satellite, hertzian, etc.). France Telecom believes in the opportunity of a new market targeted to in-home services. The Internet has reached a mass-market development, broadband accesses such as xDSL networks are being deployed and home network technologies are soon to mature. For this new emerging market, a standard like OSGi is needed to define an open platform able to provide to our customers enhanced Internet and entertainment services directly to their home.”

Spokesperson:

Farid Baleh

France Telecom

CNET/DSM/SMH

Domain Manager for Audiovisual and Broadband Multimedia Services

Media Contact:

Bernard Peigne

France Telecom

CNET/DSM/TAM

R&D engineer, multimedia expert

[bernard.peigne@cnet.francetelecom.fr](mailto:bernard.peigne@cnet.francetelecom.fr)

## **Gatespace**

Staffan Truvé, CEO and founder of Gatespace said, “We believe strongly that an open standard is the only way through which the service gateway market can be established. Our ambition to provide platforms for very large networks of service gateways implies that there will be a multitude of hardware and software versions in a network, and therefore standardization on the service platform level is essential. OSGi is today the only viable alternative for such a standardization, and its support from all relevant industries (datacomm, telecomm, computer industry and service providers) gives OSGi a unique opportunity to quickly become the preferred standard in this marketplace.”

Media Contact:

Staffan Truvé, CEO

Gatespace AB

Stora Badhusgatan 18-20

411 21 Göteborg, Sweden

Email: [truve@gatespace.com](mailto:truve@gatespace.com)

Phone: +46 70 59 33 885

Fax: +46 31 10 19 87

## **GTE**

“The home of the twenty-first century will be an Internetnetworked one. The impact of this ubiquitous network will be on the scale of when the home was wired for electricity. Besides the obvious delivery of lighting and heating, many previously unimagined electrical home appliances have been invented. In contrast to today’s corporate IT networks, the home network will be characterized by its diversity—a network of networks: wireline, coax, powerline, wireless, etc. GTE is committed to the goals of the OSGi to make installation, support and usage of the home’s communications network as rich in features, and as simple to use as has been the history of the electrical network.”

Media Contact:

Russ Sivey, Director New Service Concepts

972-718-3411

[rsivey@gte.com](mailto:rsivey@gte.com)

## **Hewlett-Packard**

“OSGi’s goals will make it possible to bring e-services into the home,” said Jim Bell, general manager of HP’s Embedded Software Operation. “OSGi, as an open, industry-based standards effort is part of the process that we see as necessary to support HP’s leadership role in deploying consumer devices and e-services to the home market. Users will benefit from the standardization efforts of OSGi by having a broad selection of products that are all able to inter-operate and work with the Internet to bring new e-services into the home.”

Media Contact:

Tamara Shetler

Copithorne & Bellows for HP

415-975-2259

[tamara.shetler@cbpr.com](mailto:tamara.shetler@cbpr.com)

## **IBM Corporation**

“IBM is committed to driving open standards, and initiatives such as the Open Services Gateway are essential for spurring development and acceptance of a wide range of new pervasive computing technologies and applications,” said Mark Bregman, general manager of IBM’s Pervasive Computing Division. “Today’s announcement supports IBM’s goal of seamlessly connecting a wide range of devices and ensuring that they are simple and intuitive to use.”

Media Contact:

Tara Sexton

914-766-3366

[tara@us.ibm.com](mailto:tara@us.ibm.com)

- more -

## **InfoGear**

“InfoGear’s participation in OSGi underscores our commitment to work with key players to define standards for deployment of applications and services across multiple Internet-appliance platforms,” said Dennis Tsu, vice president of marketing, InfoGear Technology Corporation. “Service providers, telcos and device manufacturers demand and deserve a high level of consistency in network access to appliances ranging from handheld devices to screenphones to web terminals and everything in between. InfoGear’s strategy of providing standards-based solutions is in complete alignment with the overall goals of OSGi.”

Media Contact:  
Susan M. Siegel  
Tel: 650 556-8778  
[susan@infogear.com](mailto:susan@infogear.com)

## **Infomatec**

“Infomatec perceives OSGi as an excellent communications platform and will be playing an active role in the development of OSGi specifications and their implementation,” said Franz Hintermayr, CTO of Infomatec Internet Appliance Systems (IAS) GmbH, a subsidiary of Infomatec AG. “We hope to contribute through our extensive experience in the embedded Linux operating systems area.”

Media Contact:  
Christian Miehling  
[cmiehlin@infomatec.de](mailto:cmiehlin@infomatec.de)

## **Liberate Technologies**

“Liberate believes that creating an open standard for Internet appliance connectivity will greatly boost our efforts to bring the Internet to consumers everywhere. Open standards allow network operators to bring enhanced interactive television and a new breed of network-based services to consumers using the Liberate platform,” said Charlie Tritschler, vice president of marketing. “We support OSGi’s mission and are pleased to be collaborating to promote this important open standards effort.”

Media Contact:  
Rebecca Smith  
617-587-2060  
[rsmith@brodeur.com](mailto:rsmith@brodeur.com)

-more-

## **Maytag**

“Maytag looks forward to working with OSGi to create a home networking environment which is flexible, open and offers the maximum value to the consumer,” said James Powell, director of external communications for Maytag.

Media Contact:  
James G. Powell  
515-787-8284  
[jpowell@maytag.com](mailto:jpowell@maytag.com)

## **Motorola**

“The networked home is a tremendously exciting environment, where we will be witnessing a true convergence of broadband Internet and mobile applications,” said Dr. Vedat Eyuboglu, vice president and general manager of Motorola’s Home Networking Product Operation. “This convergence will change the way we interact with devices in our homes, as multiple service providers begin to deliver value-added services to a variety of Internet-aware devices attached to the broadband home network. The OSG initiative is an important first step in applying and extending Motorola’s expertise delivering creative wireless and broadband network solutions to our customers. OSG specification will expand the capabilities of Motorola’s Broadband Information Gateways, which combine the benefits of cable broadband access and in-home networking, delivering new Internet-based services to a rich variety of smart devices and everyday consumer appliances.”

Media Contact:  
Abbot Ikeler  
508-261-5249  
[LAI002@email.mot.com](mailto:LAI002@email.mot.com)

## **National Semiconductor**

“National supports the OSGi since this standards-based approach creates the basis for the rapid adoption of new commercial Internet services. Internet business models require rapid partnership creation. The OSGi will facilitate cooperation and enable a whole new realm of smart devices for the home,” said Mike Polacek, vice president of National Semiconductor’s Information Appliance Division. “Working with partners to grow the information appliance market, National is able to develop low-cost, easy-to-use solutions for the emerging Residential Gateway and related E-services businesses.”

Media Contact:  
Solveig Loesch  
PR Manager Europe  
Tel.: +49 (0) 8141-35-1443  
[Solveig.Loesch@nsc.com](mailto:Solveig.Loesch@nsc.com)

- more -

## **Nokia**

“Open standards are the only way to connect the home with external Internet networks. To build and accelerate the market for home terminals, we need to strongly promote these open solutions. OSGi will enable service distribution and management for home appliances such as multimedia terminals and gateways, and therefore help to create a fully connected and intelligent home environment,” said Ari Nieminen, assistant vice president, Nokia Multimedia Terminals.

Media Contact:

Ari Nieminen

Nokia Multimedia Terminals

[ari.ta.nieminen@nokia.com](mailto:ari.ta.nieminen@nokia.com)

## **Novell**

“With the proliferation of networks and network devices there is a critical need to develop open specifications for the delivery of Net services,” said Art Nevarez, architect for the Java Platform Services Group at Novell. “As the industry leader in networking, Novell is working with OSGi to accelerate and promote the development of software specifications to power and secure next-generation networks, and unite them as one Net.”

Media Contact:

Jill Dornan

503-262-6505

[jdornan@brodeur.com](mailto:jdornan@brodeur.com)

## **Philips Electronics**

“Initiatives such as OSGi play a key role in the development of the underlying standards necessary for the deployment of services throughout the home and beyond,” said Cees Jan Koomen, president of home networking at Philips Electronics. “Increasingly, we are able to take a holistic view of technologies across historically distinct platforms -- the PC, the TV and the telephone. A new market is evolving for gateway devices which can serve as a central connecting point for the array of content or services coming into the home, helping consumers manage an increasing flow of entertainment and information. Through joint industry efforts such as OSGi, we are building the foundation for a networked future.”

Media Contact:

Marty Gordon

Media Relations

Philips Electronics

Tel: 408-617-4608

Fax: 408-617-7721

Cell: 408-839-9036

Email: [marty.gordon@philips.com](mailto:marty.gordon@philips.com)

## **ProSyst Software**

“A standard like the Open Services Gateway is an indispensable prerequisite for the development of markets for new applications and services,” said Markus Weyerhaeuser, vice president business development of ProSyst Software. “This will succeed only if customers will be offered a maximum benefit by the opportunities of modern communication technologies. As a provider of innovative JINI server solutions, we welcome the Open Services Gateway Initiative because of its function as a forward-looking platform for embedded systems.”

Media Contact:

Markus Weyerhaeuser

ProSyst Software

Tel: +49-221-9533930

[m.weyerhaeuser@prosyst.com](mailto:m.weyerhaeuser@prosyst.com)

## **ShareGate**

“ShareGate shares OSGi’s vision for a collective and collaborative standards development effort involving all the key players,” said Ed Samuels, vice president of engineering for ShareGate.

“OSGi offers a forum to influence and shape the evolution of the networked home industry from innovative R&D to real applications that enable end users to embrace and afford broadband services. ShareGate is taking an active role to contribute our expertise in total integration for maximum interoperability for gateway services offerings. We expect this coalition of industry leaders to bring increased momentum to the services gateway market and, ultimately, increased value to our consumers.”

Media Contact:

Stephanie Mayo

Account Executive, Public Relations

Shelton Communications Group

972-239-5119, x139

[smayo@sheltongroup.com](mailto:smayo@sheltongroup.com)

## **Siemens**

“Megatrends driving the information society enable smart homes for everyone. Networking of appliances for information, communication and domestic use have to be supported by network services accessed via residential gateways,” said Rainer Spath, director of marketing at Siemens Information and Communication Networks. “Our global approach serving incumbent and competitive carriers is extended to new service providers for creating new market opportunities by generating network-based, home-related value-added services. The Open Services Gateway Initiative helps to get customer acceptance for deployment of new e-living services.”

Media Contact:

Rainer Spath

Director of Marketing

Siemens ICN

Tel: +49 89 722 32520

Fax: +49 89 722 43531

Email: [Rainer.Spath@icn.siemens.de](mailto:Rainer.Spath@icn.siemens.de)

## **STMicroelectronics**

“Home networking and ease of connectivity with the external Internet world will be an important step to enable the intelligent home. The market for consumer appliances, such as Multimedia Terminals and home gateways, is going to experience exceptional growth thanks to the successful adoption of networking functionality by home consumers. OSGi, by creating open specifications for the delivery of multiple services over wide-area networks to local networks and devices, will turn such expectations into real market opportunities, which ST, due to its focus on this market, is ready to exploit,” said Alessandro Cremonesi, director of the Agrate and Geneva Labs of the Advanced System Technology, STMicroelectronics. “By participating in the OSG initiative, ST will have the opportunity to provide its customers with the necessary expertise in silicon design to realize the most innovative and cost-effective solutions.”

Media Contact:

Richard Stockdill, Technical Press Relations manager

Tel: +33 4 5040 2558

Email: [Richard.Stockdill@st.com](mailto:Richard.Stockdill@st.com)

## **Sun Microsystems**

“OSGi represents broad consensus on how enterprises and service providers will reach beyond the desktop computer,” said Samir Mitra, director, consumer & embedded business unit, Sun Microsystem’s Java Software. “This alliance demonstrates that the next generation of portal-based computing is not just about a mouse and a monitor: instead, it’s about using smart homes, smart buildings and smart equipment to better connect to customers, vendors and suppliers. Internet service will be as ubiquitous as the power in your home, and just as pervasive. Sun fully supports the OSGi, as they lead the effort to deliver the architecture for advanced network services to remote locations and devices. Sun believes the OSGi’s goals of open standards for the Services Gateway will be a key in the development of new Internet service.”

Media Contact:

Penny Bruce

Sun Microsystems

408-343-1796

[Penelope.Bruce@Eng.Sun.com](mailto:Penelope.Bruce@Eng.Sun.com)

## **Sybase**

“As one of the original founding companies of the Open Service Gateway Initiative, Sybase is pleased to become a charter member of the newly formed OSGi organization,” said Terry Stepien, senior vice president and general manager, Sybase’s Mobile and Embedded Computing Division. “Sybase feels that its leadership in the mobile and embedded market will be instrumental in driving rapid development of data management standards to enable the networked ‘home of the future’ to become a reality.”

Media Contact:

Shirley Macbeth

978-287-2734

-more-

## **Texas Instruments**

“As a leading provider of broadband access for homes and businesses, Texas Instruments is proud to join the OSGi consortium because it extends our strategy to bring consumers flexible and programmable DSP-based services,” said David G. Brenner, CTO for TI’s Broadband Services. “TI’s products are deployed in broadband systems worldwide and are powering the next-generation services that will deliver media-rich content and provide for an easy and enjoyable Internet experience. Looking ahead, TI plans to deliver OSGi-compliant platforms and will continue to assist our customers in driving the deployment of broadband services.”

Media Contact:  
Kathryn Bengtson  
214-480-2046  
[kbengtson@ti.com](mailto:kbengtson@ti.com)

## **Whirlpool**

Dr. Ron Kerber, executive vice president and chief technology officer, said, “Whirlpool believes that OSGi will be a powerful force to deliver more value to our customers. It will help shape the home and appliances of the future. We are committed to the initiative’s goals of open standards and guaranteed performance. The residential gateway will lead to appliances that seamlessly integrate into the information fabric of the home.”

Media Contact:  
Christopher Wyse, Manager  
Corporate Media Relations  
Whirlpool Corporation  
616-923-3417

# # #

### ***For further information contact:***

Wendy Dunn  
Account Executive  
BSMG Worldwide  
Tel: +1 972 830 4731  
[wdunn@bsmg.com](mailto:wdunn@bsmg.com)

David Nieland  
Group Manager  
BSMG Worldwide  
Tel: +1 972 830 2663  
[dnieland@bsmg.com](mailto:dnieland@bsmg.com)

Deepak Kamlani  
Executive Director  
interprise ventures  
Tel: +1 925 277 8110  
[dkamlani@inventures.com](mailto:dkamlani@inventures.com)