

BUSINESS DEPARTMENT

Bob Stratton, Director



OVERVIEW

- * Staff
- * Overdue Accounts
- * Maintenance Fee Change
- * Billing Integration
- * Payment Method Breakdown
- * Economic Environment

STAFF

Tammy Rowe, AR supervisor



Lani Le

Patrice Thigpen

Tanya McKnight

Berwick Drews
AP supervisor

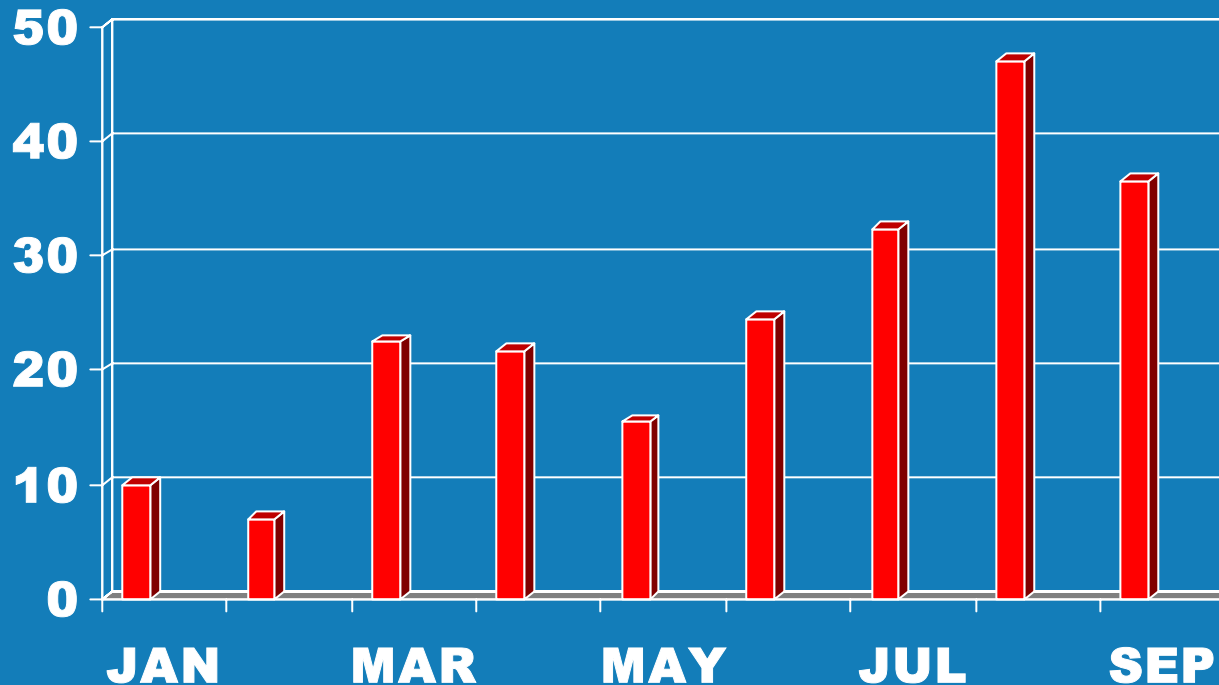
Dawn Anderson

OVERDUE ACCOUNTS

- * **First Batch of overdue accounts**
- * **Follow documented processes**
- * **Make every effort to contact organizations**
- * **Work with organizations to give them the opportunity to bring registration up to date**

MAINTENANCE FEE CHANGE

Maintenance Represents 4% of ARIN's 2003 Revenue thru August



- Began July 1st, 2003

- Data Cleanup

- Organizations are encouraged to combine multiple Org Ids into one

THOUSANDS

BILLING INTEGRATION

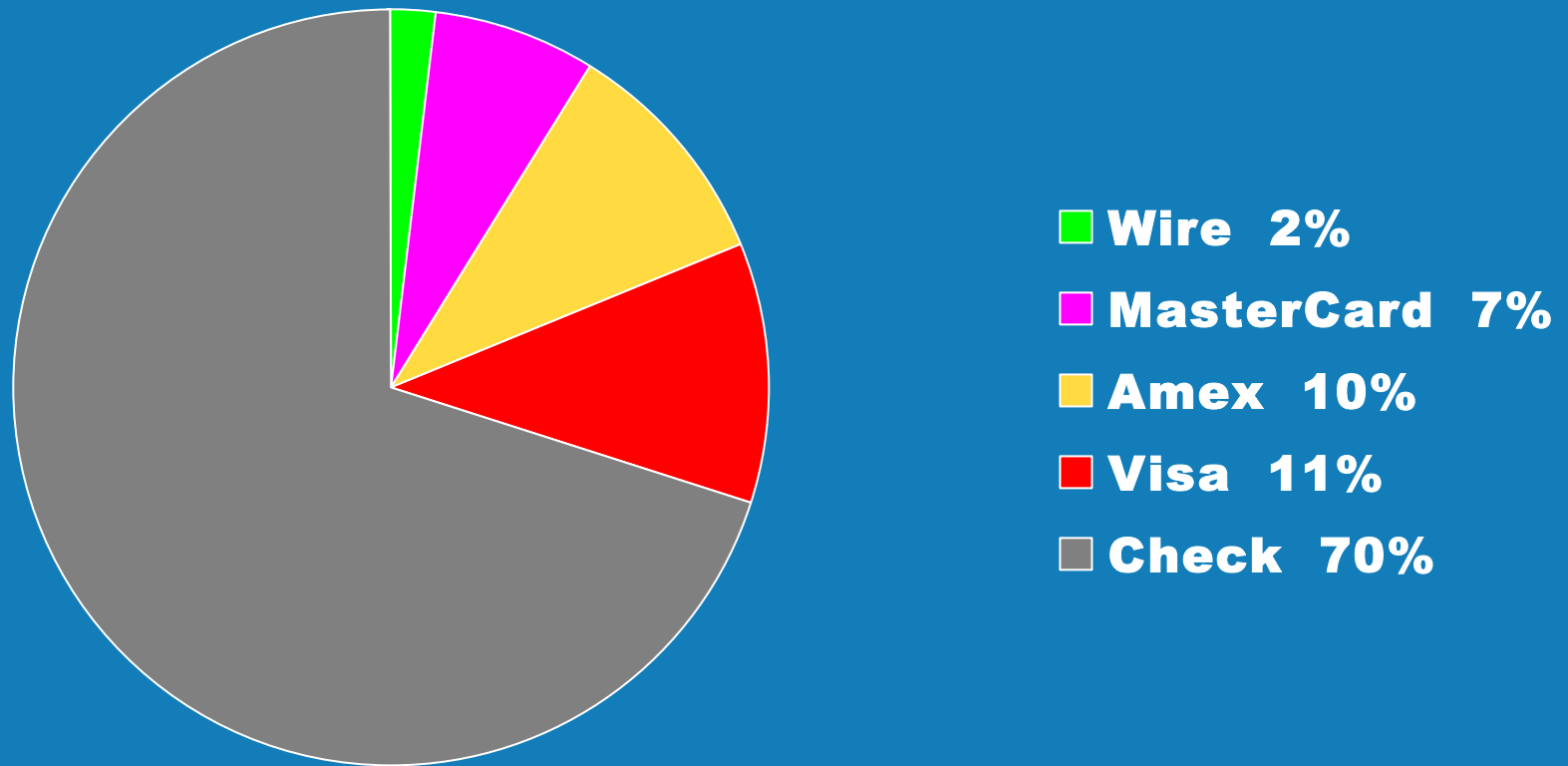
* Beginning the process

* Initial Goals

- ▶ Normalize the Org Ids
- ▶ Put ASN resources on invoices
- ▶ Make it easier to Update billing POC



2003 Payment Method Breakdown



TELECOM IPO ACTIVITY

- * IPO = Initial Public Offering = sale of securities by an issuer or control person
- * No US Telecom IPO since Apr 2000
- * Global Telecom IPOs declined from \$48.9 Billion in 2000 to \$632.8 Million in 2003
- * Belgacom S.A. in Europe plans an IPO early next year – first in Europe in 3 years and valued at \$4.1 Billion

Thank You