



Dear CTO or CIO:

We still need your help. The *Get IEEE 802®* program, developed by the IEEE Standards Association (IEEE-SA) in cooperation with the IEEE 802® Plenary, is subject to revision, suspension or cancellation if additional sponsors do not come forward. This program makes individual active Local and Metropolitan Area Network standards available to the public in electronic form (PDF) at no charge. However, the premise of the program to have sponsors, like you, support delivery of individual standards has not fully materialized. The associated Letters of Intent describing the program are again being offered to all interested parties. Please indicate your support by completing and returning the applicable letter of intent.

The financial goal is \$633,500 USD this year or to establish an equivalent escrow fund. We are seeking fifteen (15) organizations who will make an annual payment of \$5,000 (Bronze Sponsor) each; and an additional ten (10) companies who will make an annual payment of \$10,000 (Silver Sponsor) each; five companies who will make a one-time payment of \$25,000 (Gold Sponsor) each, and five other organizations who will make a one-time payment of \$50,000 (Platinum Sponsor) each to achieve this target. The funding requested from each sponsor is significantly less than it would cost any individual organization to support this effort on its own. *IEEE 802®* has led the initiation of this program as an ongoing Platinum Sponsor to enable rapid progress to the goal. Cisco, AMCC, Broadcom and WiFi Alliance have also joined the growing list of sponsors. We are also pleased to announce that *Jim Carlo* (IEEE 802® ex-chairperson) and *Paul Nikolich* (IEEE 802® chairperson) have also made personal contributions indicating their support for the program.

The IEEE 802® concept of standardized rapid and interoperable communications is in wide demand in the data communications industry. The industry generates billions of dollars in revenues. Since Local and Metropolitan Area Network standards continue to be developed and widely adopted internationally, the global networking industry faces a major opportunity. Rapid delivery of the set of standards required to offer new products and services is essential to ensure the growth of the industry. Standards help bridge the data communications gap in developing countries so that no one is left behind. As an example, for increased positive industry growth to take place, the wireless industry needs to cooperate with the IEEE to ensure that its generosity is known in the standards community. The confluence of recent events offers the wireless industry a near-term window to affect its delivery of IEEE 802® standards and ensure their proper place in the industry.

The IEEE-SA is uniquely positioned to foster mutually beneficial cooperation among industry parties and to rapidly deliver individual IEEE 802 standards that will facilitate products and services. The *Get IEEE 802®* program fund covers the costs associated with accelerating the complete development and distribution of all IEEE local and metropolitan area network standards. Sponsors will be acknowledged on the *Get IEEE 802®* standards delivery web site as further described in the enclosed letters of intent.

Already, the program has downloaded over 1,500,000 documents since its inception in May 2001. This represents a very great demand for these standards. The site

www.standards.ieee.org/getieee802/

attracts many interested parties and provides links to the sponsor sites as well as new products and related services offered by IEEE. There are also links to the standards development groups.¹ As a unit of The Institute of Electrical and Electronics Engineers, Inc., the IEEE Standards Association is a tax-exempt 501(c)(3) organization in the United States. In the United States, a payment under this program is tax deductible as a charitable contribution to the full extent allowed by law in an amount equal to the amount of the payment less any benefit you may have received. Sponsors at the Platinum Sponsor (\$50,000) and Gold Sponsor (\$25,000) levels may be entitled to certain favorable terms for redistributing IEEE 802® standards depending on the letter chosen. Because of the difficulty of valuing the benefit to you of such favorable licensing terms, IEEE will not acknowledge your payment as a charitable contribution if you desire to retain the redistribution right to license 802® standards on favorable licensing terms at the Initiator Sponsor and Initiator Supporter levels. However, please check with your local tax advisor as to whether or not some other deduction is available for such payment, such as a business deduction. For countries other than the United States, please check with your local tax advisor regarding tax deductions of charitable contributions.

If you would like to take a *charitable deduction* for your payment at the Contributor or Sponsor level; or are willing to forgo the right to redistribute IEEE 802® standards at favorable rates at the Platinum Sponsor and Gold Sponsor levels, please complete the enclosed letter of intent titled *Charitable Contribution*. If you would like to reserve the right to redistribute IEEE 802® standards on favorable terms as a Platinum or Gold Sponsor or otherwise would *not* like to take a charitable deduction, please complete the enclosed letter of intent titled *Business Expense*.

Please indicate your commitment to this effort by completing and returning the applicable letter of intent form promptly. IEEE-SA continues to monitor the progress of this program closely. We will invoice your pledge and, more importantly, continue making the individual electronic files available worldwide.

Thank you in advance for your generous support. If you have any questions about this program, feel free to contact your IEEE 802® representative or Jerry Walker, Director – Business Development at +1 732 562 3823, j.t.walker@ieee.org.

Sincerely,

Judith Gorman
Managing Director
IEEE Standards Association

Paul Nikolich
Chair
IEEE 802® SEC

¹ By way of comparison, the average cost of an IEEE standard is \$99.00. Local and Metropolitan Area Network Standards with Drafts subscription rates are:

Single	\$1,325
Two Users	\$2,385
Five Users	\$3,313
Ten users	\$3,975
Twenty Users	\$5,631
Fifty Users	\$6,625
Enterprise (unlimited)	\$13,250