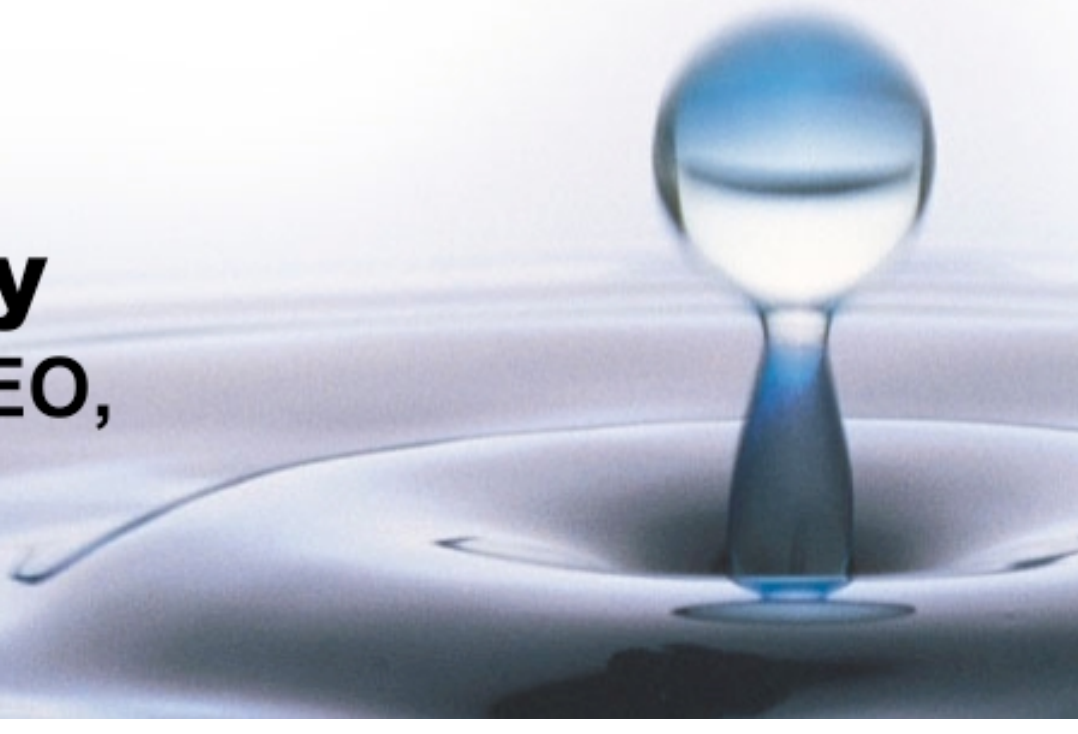

100101101011000
10101101010



connections
2000

10010110101100010100110101

Joc Jacquay
Chairman and CEO,
Pagoo



What you'll learn today



- ' Who we are
- ' What we do
- ' What this means to SPs
- ' How and when to engage us

About Pagoo



- ' Founded in 1997, 100+ employees, San Francisco-based, privately held
- ' Core competencies: VoIP, VoB, ASP services and operations
- ' Business models
 - ' B2C (retail), B2B (wholesale, ASP/licensing)
 - ' Wholesale channel: CLECs, SPs, DSL Providers, Cable Operators, Broadband Resellers
- ' Best of breed strategic partners



Only with Pagoo can you



- ' Instantly receive a phone number online
- ' Make and receive phone calls
- ' Use Voicemail, Follow Me, Caller ID...
- ' Access via phones, PCs, CPE devices
- ' Create and manage services online

Success stories



Europe's first full service VoIP solution



Exclusive co-marketing and distribution agreement with AT&T WorldNet Service

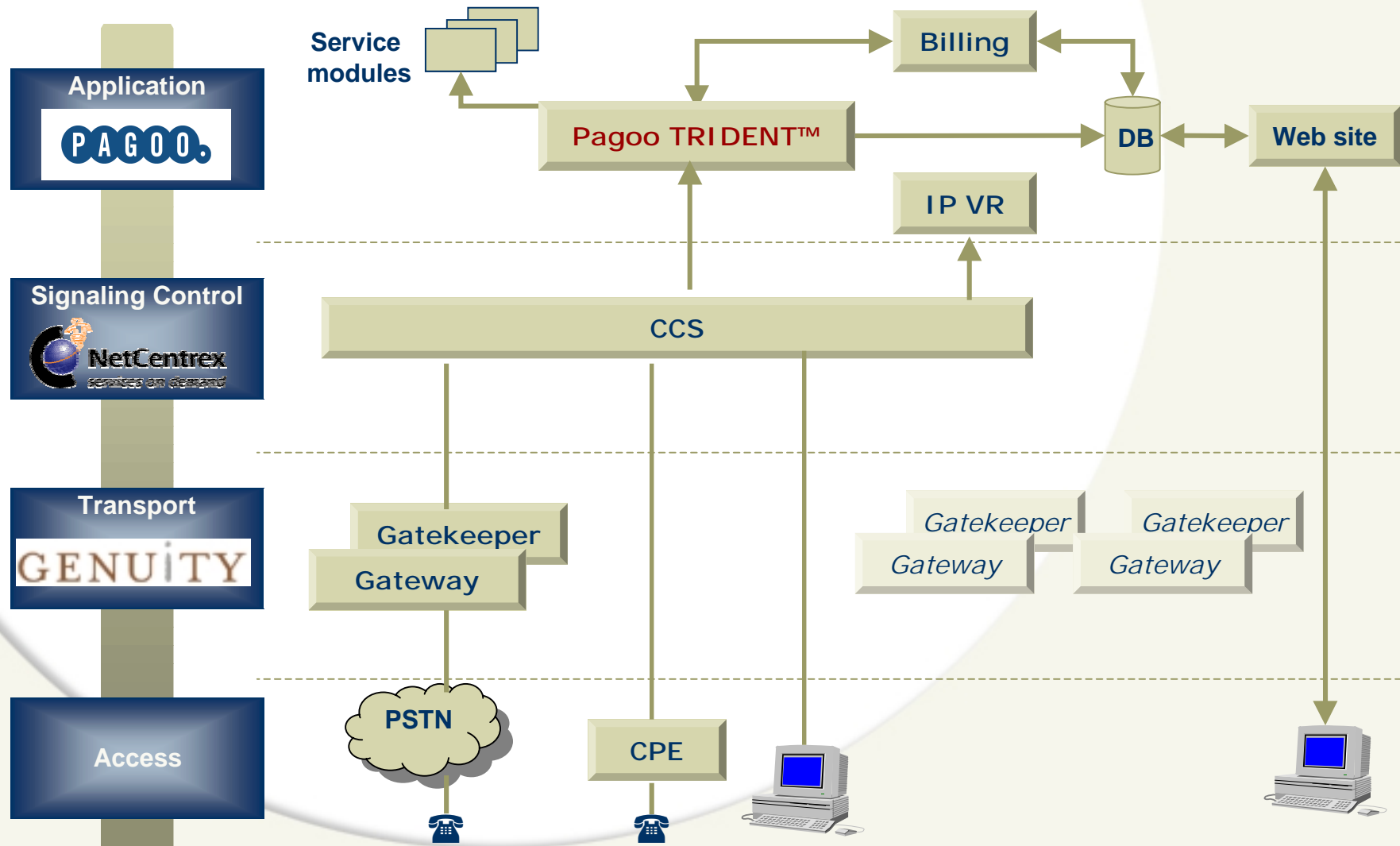


Exclusive "voiceclips" service and technology agreement with Yahoo



Retail experience in the US

Pagoo network architecture



Why should SPs care?



- ' Pagoo in trials with SPs (Q4 2000)
 - ' Residentially oriented
 - ' Leveraging residential gateways
 - ' DSL, Cable, Ethernet-based
- ' Same technology architecture
- ' Production expected Q1 2001
- ' ASP, licensing, and hybrid options

Residential VoB: A Huge Market Opportunity



	Single Dial-up Residential/College	Broadband Residential/SOHO	Broadband Business-to-Business
Today:	650 million lines WW	5.8 million WW	700,000 lines WW
By 2003:	731 million lines WW	25 million+ WW	3 million+ WW
Growth:	4% per year	300+%	500+%
		Dedicated services	Centrex-like services
Pagoo Solution Coverage	Internet voice services		

Opportunities for SPs



Broadband

SPs

IP Carriers

- **Generate additional revenue by providing customers with value-added voice service**
- **Increase customer loyalty by building in switching cost by allocating a phone number**
- **Differentiate service offering from competitors by offering most comprehensive IP voice services on the market**
- **Enhance customer acquisition efforts**

- **Generate additional minutes of use on network (and associated revenue)**
- **Increase customer loyalty by building in switching costs for ISP and broadband customers**
- **Differentiate service offering from competitors**

Make, buy, or hybrid



Pagoo offers three ways to get to market quickly, depending on existing infrastructure

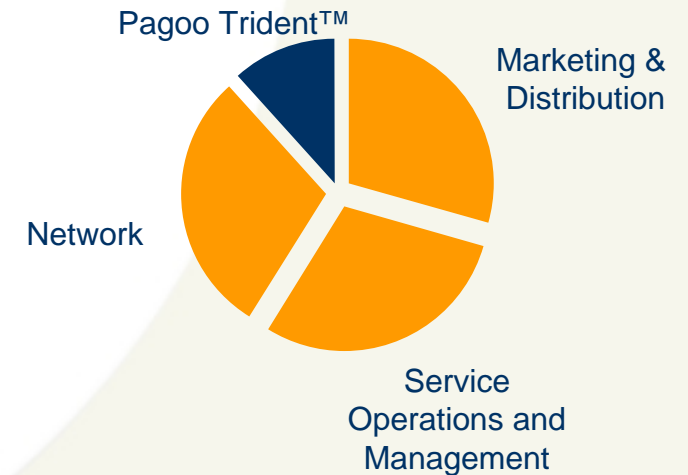
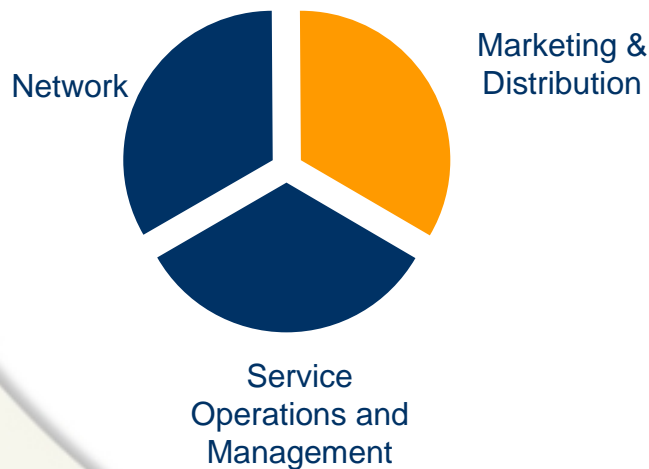
Low VoIP experience
No infrastructure

High VoIP experience, in house
technical expertise,
VoIP infrastructure

Hosted Model

Hybrid

Licensing



Pagoo contribution

SP contribution

Advantages for SPs



- **Highest quality, most reliable solution via best-of-breed partners (Cisco, Genuity, NetCentrex, Portal)**
- **Immediate solution coverage across entire network rather than build out region by region**
- **Rapid time to market**
- **Guaranteed availability (24x7 SLAs and service monitoring)**
- **Most comprehensive set of end customer services on the market (outbound and inbound)**
- **Flexibility for new services to easily be deployed due to open architecture service module design**
- **Customized delivery options (customers can pick and choose which components they want)**