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10/5/00

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TRIP REPORT

To: Doug Glen
CC: Dave Egan, Tom Koshy and Bill Beckmann
From: Jack Moynihan
Date: 10/5/00
Re: SBC Meeting

PARTICIPANTS

Burst.com Dave Egan and Jack Moynihan
SBC John Erickson and Brad Medford

OBJECTIVE

To meet with John Erickson and come to closure on the Burst.com field trial in Michigan by the end of 2000.

MEETING

The meeting was held October 4 at 4:00pm in the TRI offices in Austin, Texas. I led off the meeting by asking John, from his perspective how Burst.com could assist in the upcoming field trial in Michigan. "Burst.com desire was to be resource to John Erickson group and how Burst.com

Exhibit 6-46Witness: GlenDate: 2-20-04

Sarah Brann, CSR

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could assist in the upcoming field trial". The response from John was interesting! John, pointed out that two Marketing Directors were putting pressure on John's group to come up with a plan to deliver "video over ADSL".

John stated that this morning he sent e-mail to his "clients" (speculation Mike Hawkins and Mark Hubshner) outlining a video delivery plan. Where John is coming from is to design an overall architectural plan that addresses the delivery of video at DSL speeds of 1.5mbits. As part of this architecture, TRI will identify vendors that will participate in the trial. Time frame for completion of the architectural design is open. When pressed by Dave, John said the "design" should be completed by the end of November. John pointed out that no vendors have been selected but again when pressed, John said that TRI was leaning towards porting to nCube and using the Pace set top box. John also mentioned that TRI would serve as the System Integrator for the trial but is evaluating SI's for larger deployments. At that point, John pointed out that he did not know if it would be necessary to use Burst.com software as part of the trial. John and Mark need to know "what value" Burst.com brings to the trial.

As the meeting came to a close I told John we would be in touch with Mike Hawkins and Mark Hubshner. John had no problem that!

OBSERVATIONS

Dave and I had the opportunity to have dinner after the meeting and were joined by an old friend and associate Tim Willis. Tim is ex-SBC and a good friend of John.

As we know, John was involved early on (12 months+) in evaluating Burst.com software. John saw a specific application of using Burst.com over the Internet in delivering content training materials for the Dallas Training Center. When Enda Flynn and the investment group got involved in looking at Burst.com as a potential investment the dialogue between Burst.com and TRI stopped. From what I have been told Enda wanted the investment and the deployment to be separate. This of

course kept John and TRI in the dark. John and his group were brought back into the loop in the September 18 meeting. Additionally, there have been two SBC re-organizations within the last 12 months. As part of these re-organizations TRI has taken on additional responsibilities. These new responsibilities still include TRI evaluation of new technologies but now include deployment. Where John is coming from is TRI was not kept in the loop with Burst.com and now SBC wants to deploy it in a field trial – wait a minute that's my territory

What was a marketing field trial is now a technical deployment

ACTION ITEMS

Get I touch with Mike Hawkins and Mark Hubsher ASAP.. I suggest we talk with Mike first because he reports into Enda and the investment into Burst.com came from Enda group. Politically, Mark has to be kept in the loop but Mark has deferred to John for deployment of Burst.com software.

If necessary set a meeting in San Antonio for next week. As part of the agenda it must be pointed that SBC is an investor in Burst.com. Without a venue to demonstrate Burst.com capabilities the investment in Burst.com will be strongly questioned by SBC upper management!!!!!!

SCENARIOS

- With the support of Mike Hawkins, re-visit the opportunity at the Dallas Learning Center
- A trial within SBC that show cases Burst.com capabilities. This suggests an Internet field trial. An Internet trial could happen immediately! I suggest the trial venue be the SBC/TRI facility in Pleasanton, CA. This is the location of John's boss - Ralph Ballart.

I am open to other suggestions BUT we must act quickly.

Jack

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