



European IXP Business Models

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Caveats

- * Speaker sits on the board of a Not-for-Profit IXP
- * Caution: **OPINION**. But that's what you come to the peering track for, right?
- * Caution: **GENERALISATION**. Europe: 30+ different countries, languages, legal systems

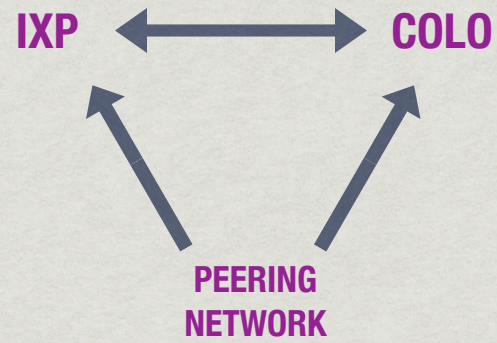
US vs Europe

		
What	Commercial	Association based
Who	Part of colo operator	Colo-independent
Where	One facility or group of facilities	Usually many (competing) facilities

'Association-based IXP'

- * Broadly, a 'club' of members which elects and/or hires staff to run the IXP
- * Uniform fee structure
- * Corporate structures vary
 - * 'corporation with membership' (Company Limited by Guarantee) - e.g LINX, LONAP
 - * hybrid structure (association owns corp.)
 - * others (IXP operated by ISP association, NREN, ccTLD operator)

The peering holy trinity



Advantages

- * We work for you
- * Any profits go back to making the IXP better
- * Tax advantages (no corporate taxation)
- * A natural extension of the SFI principle
- * We are colo-independent. We can help you choose a colo provider to build to and connect to us in. :)

Downsides

- * Typically formed for one IXP fabric, or at least one country only - economies of scale
- * You can't sign an MSA and connect to 30 IXP fabrics across Europe
- * Capital must (usually) come from members

So, like a free IX then?

- * I see association IXPs as the logical progression of free/sponsored/donation IXPs
- * Key differences:
 - * Port fees
 - * Capital reserves for equipment
 - * Eventually, dedicated staff

What we hear

“We don’t understand these documents. Our corporate counsel ...”

Purchasing consortia, credit unions, and other mutuals all exist in America.

“Please can you reseal the linecard in slot 4 of AR3-LHR-04”

“Hey, we’re not the colo. Give them a call on +29 0123 4567”

“Can I donate some equipment”

“Can I volunteer”

Perhaps not directly, but

“I want to help”

- * Pay port fees on time ;-)
- * **Advocate** the exchange to your industry contacts
- * Our success is your success