

# Is there an easy way to evaluate IXP benefits?

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# About

- Microsoft
- Open-IX
- Boston University
- I like numbers and Excel

# What is NPV?

- Net Present Value
- Compares investment today
- Against present value of cash flow
- Discounted by a rate of return

# Modeling

- Building Calculations
  - Capex
  - Opex
  - Depreciation
  - Effective Mb/s
  - Discount Mb/s

# Let's Play

- Model <http://bit.ly/NANOG69-MH>
- Job's Data <http://bit.ly/NANOG69-JS>

# Summary

- Do expenses matter?
- How do I model competitively?
- Differences between worst, base and best case?
- What about port fees?
- Accounting for intangibles?

# Questions?

- **Thanks a lot**
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  - Bill Norton
  - #IX
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