

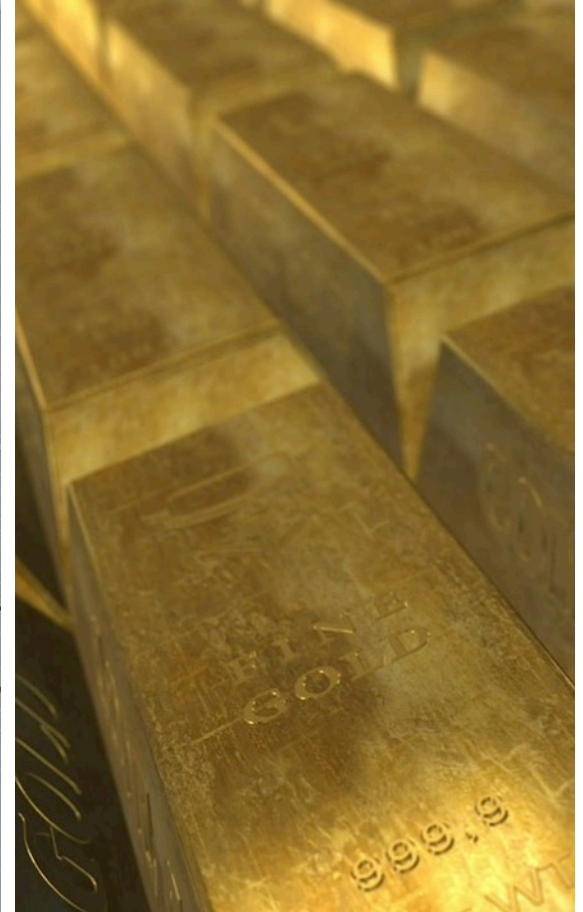
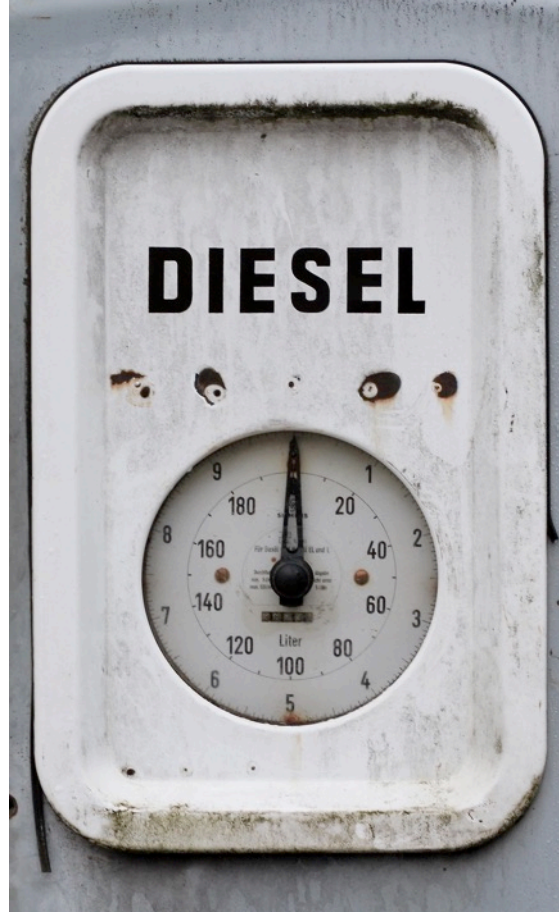
# IXP Peering Services: A Commodity?

ENOG

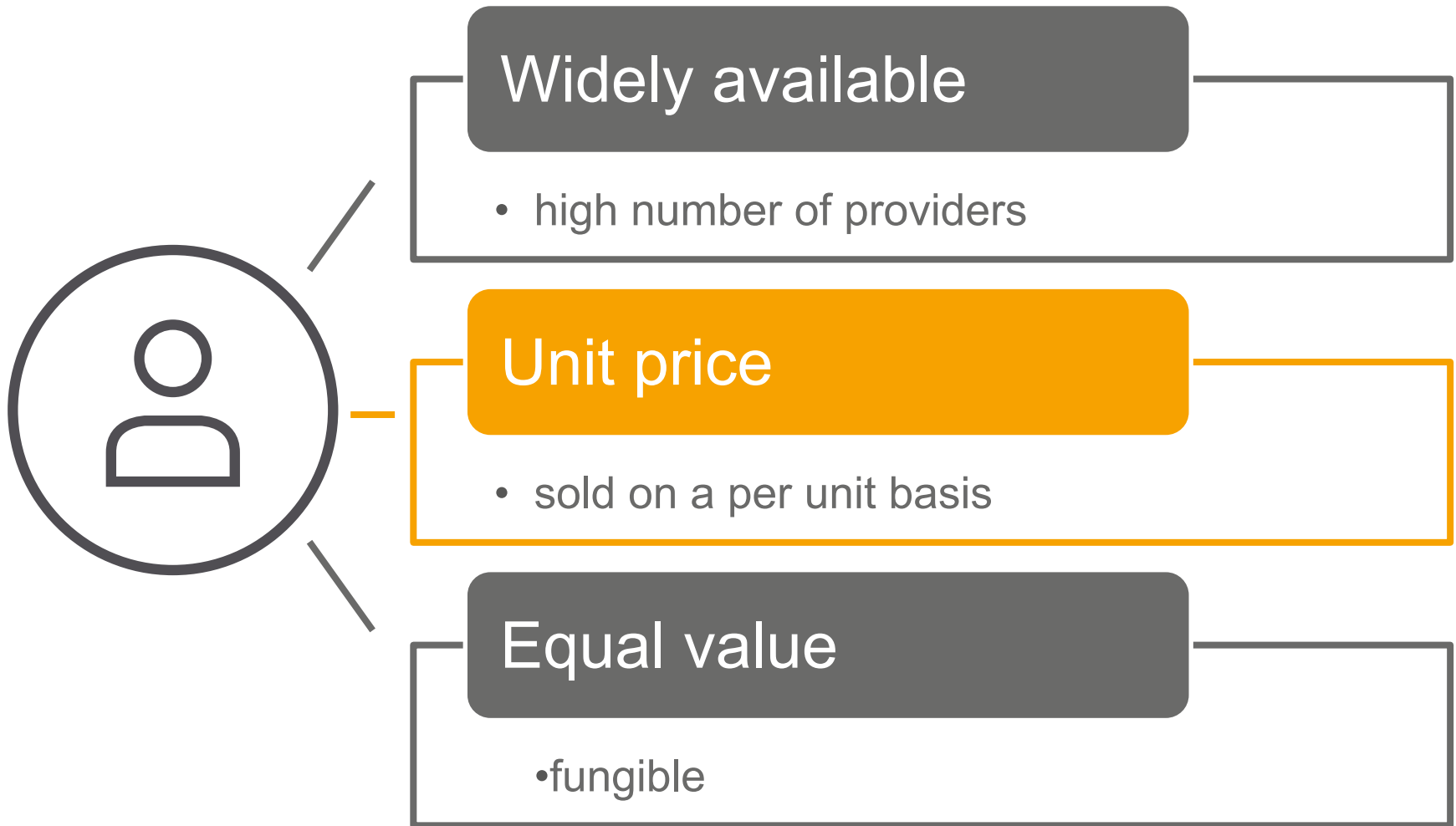
**Dr. Thomas King**

CIO, DE-CIX

# What is a Commodity?



# What defines a Commodity?



# Gasoline: A Commodity?

Characteristic	Gasoline
Widely available	<input checked="" type="checkbox"/>
Unit price	<input checked="" type="checkbox"/>
Equal value	<input checked="" type="checkbox"/>



# IXP Peering Services: A Commodity?



# IXP Peering Services: A Commodity?

Characteristic	Gasoline	IXP Peering Services
Widely available	✓	?
Unit price	✓	?
Equal value	✓	?

# Widely Available?



# IXP Peering Services: A Commodity?

Characteristic	Gasoline	IXP Peering Services
Widely available	✓	✓
Unit price	✓	
Equal value	✓	



# Unit price?

price per port

unmetered service

additional services



# IXP Peering Services: A Commodity?

Characteristic	Gasoline	IXP Peering Services
Widely available	✓	✓
Unit price	✓	✗
Equal value	✓	

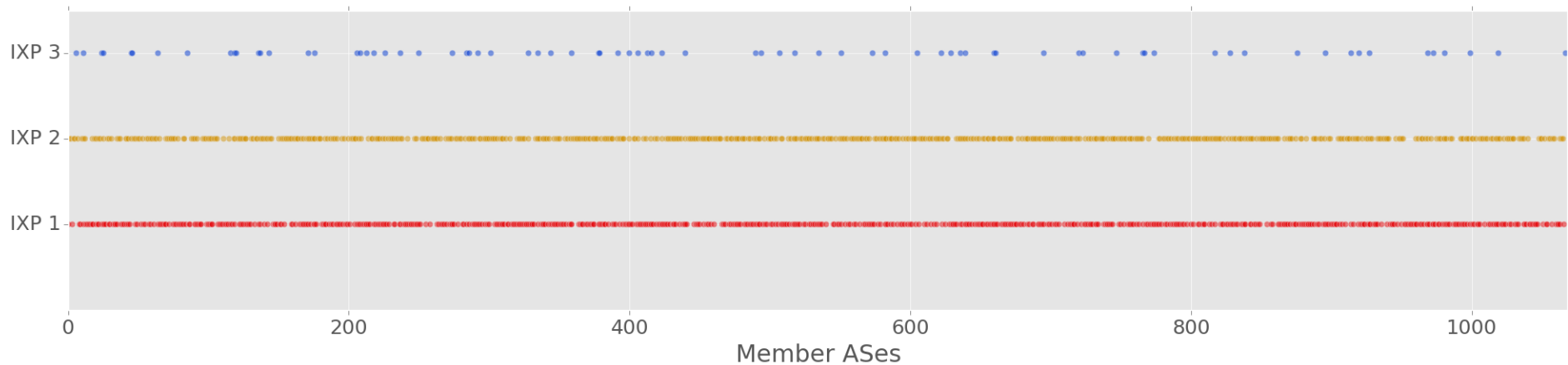
# Equal Value?



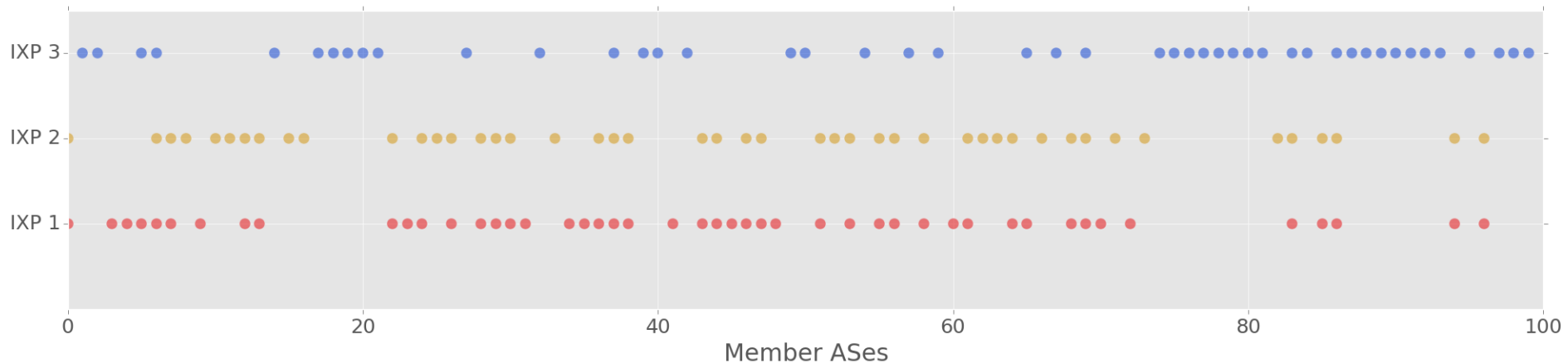
## AS coverage

- network effect
- desired set of ASes

# AS coverage - Bird's-eye view



# AS coverage – A closer look





# Equal Value?



## AS coverage

- network effect
- desired set of ASes



## Locality

- different members per region
- regional route strength



## Professionalizing of operations

- support quality
- security of investment



## Additional services

- DDoS mitigation
- monitoring capabilities

# IXP Peering Services: A Commodity?

Characteristic	Gasoline	IXP Peering Services
Widely available	✓	✓
Unit price	✓	✗
Equal value	✓	✗

# IXP Peering Services: A Commodity?



# Why should we care?



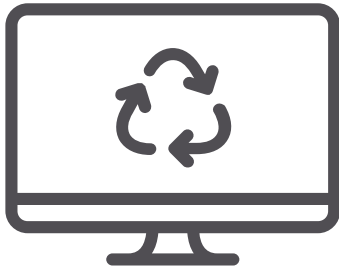
Non-profit

VS

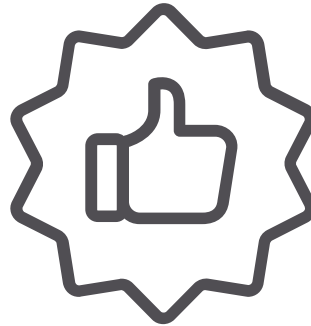


Profit

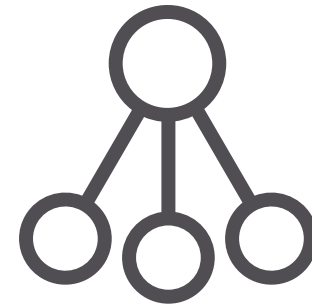
# Why should we care?



Sustainability



Quality



Ecosystem





By joining DE-CIX, you become  
Part of a universe of networks.  
Everywhere.

DE-CIX. Where networks meet.

# Where networks meet

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Thank you.