



The network of knowledge



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Agenda:

- **IX Managed by an NREN**
- **BNIX Platform**
- **BNIX: As is <-> to be**
- **Open questions for BELNET**



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IX managed by an NREN

- Why do we take care of Belgian IX
 - ✓ Historical reasons (BELNET 1st 'ISP' on the market) since 1995
 - ✓ Neutral position on ISP Market

- Benefits for BELNET
 - + **Excellent peering position in Belgium**
 - + Lower cost IP connectivity for NREN
 - + Independency + extra reliability
 - + Negotiation power (650.000 NREN users) esp. Content provider -> USP
 - + **Strategical:** some political importance: 'coordination of Belgian Internet'
 - + **Financial:** generates some spill over for NREN activity
 - + Additional **expertise** (internet + market)





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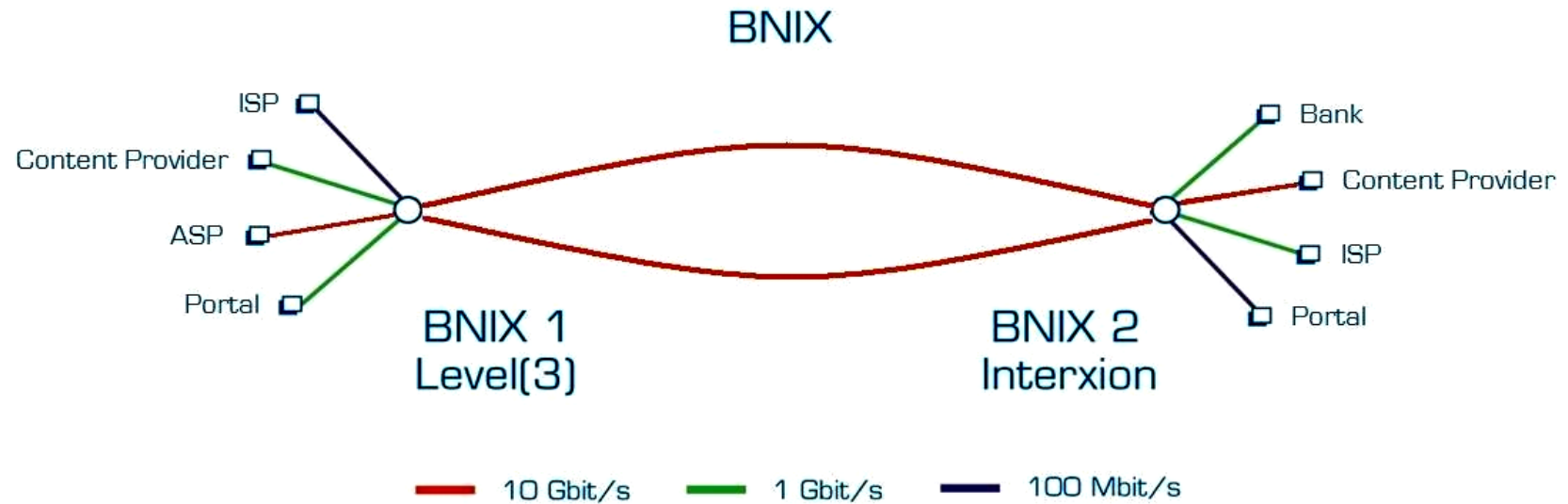
Managing an IX as an NREN (2)

■ Some backdrafts

- not really our core business
- extra workload, priorities when the going gets tough ?
- other 'customer' approach needed
- 'commercially' neutral but still... (for ex. National broadcast)

BNIX Platform / Network

- 2004 -2009 : 2 (3) locations in Brussels



- Q1 2010 -> new platform
 - ✓ n*10 GE / 100GE ready
 - ✓ Extra PoP's

BNIX: AS IS -> TO BE

AS IS

■ Participants:

- ✓ # = 42
- ✓ Type: ISP's , Hosting providers, 1 bank, 1 national broadcast (30 % international)

■ Service offer:

- ✓ 100FE, 1GE, 10 GE + aggregation, redundancy
- ✓ 24/7 Helpdesk & monitoring
- ✓ IPv6 & Multicast

TO BE (2010-> 2012...)

- ? #=> grow to 80 to 100
- ✓ Type: more content providers, media, portals, banks, large government networks...
- ✓ Smaller players on the market ?
- Extra:
 - ✓ 100 GE within 2/3 years?
 - ✓ More PoP's to connect to
 - ✓ VLAN services
 - ✓ Pricing ?
 - ✓ SLA ?



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BNIX: AS IS -> TO BE (2)

AS IS

- **Income**
 - Ca. 400k €/year
- **Internal organisation**
 - ✓ BELNET 'side activity' -> no separate legal entity
 - ✓ No dedicated 'BNIX staff'
 - ✓ Ca. 1 FTE (tech&admin combined until Q2 2009)

TO BE (2010-> 2012...)

- > grow to 1 Mio €/year (2012)
- ✓ +1 FTE for commercial/marketing
- ✓ More direct contact with participants



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Questions for the future

- Nice & clean neutral position: are we able to keep it ?
- Smaller, but interested parties -> too high cost ?
- Growing principle: the more traffic over BNIX, the more added value for potential participants ...
- Belgian market situation: dominated by a 'duopoly'
- International positioning: Brussels should be interesting enough but...
- Economical crisis: maybe not an ideal new starting point
- IX= abstract, quite hermetic concept... -> small in-crowd, hard to get the message through to public, politicians... potential prospects

... but we go ahead.

