



France-IX Strategy Update

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France-IX – Evolution of the associative model

- Customers will have the **choice to become member or not** of the France-IX association (until now it was mandatory), so more flexibility for new customers, but also additional benefits/advantages for members.
- Members will have to pay a **membership fee, fully compensated by benefits/advantages**:
 - ✓ **Capability to vote** (board elections, closure of accounts, potential evolutions of articles of association...)
 - ✓ **Rebate on peering services**
 - ✓ **Other benefits** planned by the time...
- Non-members will not have to pay a membership fee, but will not benefit from the benefits mentioned above.

France-IX – Evolution of the business model

- It is time for France-IX to **evolve from a mono-service platform (peering) to a multi-service platform**, to provide additional added-value services to the customers and members.
- Thus instead of only selling peering ports, we will **split the port from the services** that can be activated on it. A port can then be used as a customer, as a seller (marketplace), or a reseller (remote peering).
- A **low recurring fee** will be applied for the type of port (either 10G or 100G) and additional recurring fees will be applied depending on the type of services subscribed, bringing **more flexibility, agility** and make sure a **fair price** is applied.
- To allow a **smooth transition** between the 2 models, new customers will be automatically moved to the new model and the existing customers will be proposed the new pricing model when they need either to upgrade or connect new ports.

France-IX – Diversification of services

Service	Service description	Perimeter
Public interconnect - Peering	Various peering VLANS (Paris, Lyon, Marseille...), access to route servers	All France-IX PoPs
Private interconnect – PNI-VLAN	Specific VLANs configured between 2 customers connected to the IX (circuit through our switching/routing fabric)	All France-IX PoPs
Private interconnect – PNI-Wave	Specific wavelength configured between 2 customers (through our DWDM infrastructure)	Limited to a few PoPs (mainly our core PoPs)
Evolution of the PASS service	Initially service provided between Paris and Marseille, and to be extended to new cities in France where France-IX will deploy	All France-IX PoPs. Possibility to choose between local peering connectivity or extended peering (access to various VLANs).
Hosting services	Provide few units in rack space to host a router for the interconnection to the IX	Limited to some PoPs
France-IX Academy	Specific trainings for our customers (organized either internally or with external partners depending on the topics)	

France-IX footprint extensions

- Based on a **survey result** in its community, France-IX will deploy in **additional French cities** at an average pace of 2 new cities per year for the next 2-3 years. **Oversea territories** will also be considered, especially where there are potential international hubs thanks to submarine cables.
- **PoPs outside France** will be considered where it helps to gather **French contents** and **optimize traffic exchange** (for instance for French speaking countries in Africa).

Questions?

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