

France-IX in numbers

- France-IX Paris : 423 connected ASNs
- France-IX Marseille : 84 connected ASNs
- 25 resellers (remote peering)
- Market Place : 13 providers
- Overall traffic
 - 1,2 Terabit/s for Paris
 - 140 Gbit/s for Marseille

France-IX – latest changes

- Significant investment (the largest since the creation of France-IX) done to renew the full backbone infrastructure : evolve from Extreme platform to Nokia for L2/L3 equipment (7750 chassis for core PoPs and 7210 for edge PoPs)
=> Increase platform density, stability and availability

France-IX new strategy

- Change of business-model (Q3-2020)
 - Move from a peering port to a modular offer : sell physical ports on which various services can be activated and charged separately
 - Cost for a 10G or 100G port (stop 1G ports)
 - Cost for services
 - Peering
 - PASS (gateway between Paris and Marseille and to be extended to additional cities)
 - MarketPlace
 - Evolution toward a multi-services platform

France-IX new strategy

- Membership fee (Q3-2020)
 - To be activated after the closure of accounts (30th of June), for the new accounting period
 - Choice to be whether a member or not of the France-IX association (by default all existing customers will be members)
 - Valorise even more the membership and services delivered to the community

France-IX new strategy

- Deployment in new cities in France and oversea territories
 - Ongoing negotiations, as much as possible, with existing regional IXPs for merges and move to the new business-model
 - Extend France-IX footprint
- Deployment in foreign countries
 - Take up the lead from existing partnerships with other IXPs (French speaking countries)

France-IX new strategy

- Diversification of services
 - Peering As a Service
 - PASS service (Paris-Marseille) and new cities
 - PNI-VLAN and PNI-Wave
 - Hosting service
 - Managed routers service
 - Rebuild the reseller model: simplify it and rethink it for a better attractivity and improve resellers efficiency to develop sales
 - Review the Market Place model and provide access to other IXPs services
 - France-IX academy

France-IX : next events

- **France-IX 10 years celebration party : 10th of June 2020 @ Pavillon Royal (Paris) – cocktail/dinner party**
- **Annual AGM : 17th of September 2020 @ Trocadero Business Centre (Paris) – Half day event (afternoon, followed by beer event)**

Questions ?

