

# Update on France-IX strategy

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# Evolution of the membership model

As validated during the latest General Meeting, **membership is now optional**

A **unique membership model** applied to all France-IX members (including former Rezopole members):

- **300 € for turnover  $\leq$  1M€**
- **600 € for turnover  $>$  1 M€ and  $\leq$  10M€**
- **900 € for turnover  $>$  10 M€**

# Evolution of the business model

When a new port is subscribed, the following model is now applicable:

- ✓ **10G port:** 50€ per month
- ✓ **100G port:** 200€ per month
- ✓ **400G port:** 400€ per month

✓ Port pricing applies **independently** from the subscribed services

✓ A port can then be used either to activate a local peering service, remote peering services, access to services from the marketplace... Services will be **charged separately**

✓ **Same pricing** for all the French cities

# Peering services

**Local peering** for the various cities and metropolitan areas:

- Paris
- Lyon/Grenoble
- Marseille
- Toulouse

**Remote peering service** (to access remotely from one of the cities covered by France-IX to another one) replacing the former PASS service (initially gateway between Paris and Marseille)

**MAPS (Microsoft Azure Peering Service)** to be available soon on main PoPs

# Other services

**Hosting services** (for now, only available for Lyon/Grenoble PoPs and one site in Paris) => to be extended to more cities and PoPs

## **PNI services:**

- PNI-VLAN (available on all PoPs, and from one PoP to any other PoPs)
- PNI-Wave (only for the metropolitan area of Paris): 10Gbps and 100Gbps wavelengths

## **Marketplace services:**

- Change of business-model to come
- Provide (through partners) cloud services and clouds on ramps

**France-IX Academy:** trainings for customers (including technical sessions and training to support our customers in their digital transformation for accessing our services)

# Consolidation of our infrastructure

Expenses for equipment and infrastructure will be significant for 2022:

**2500K€** of budget is planned  
(among which 1500K€ of new investments)

- ✓ Upgrade of a few **Parisian PoPs**
- ✓ Upgrade for **Marseille**
- ✓ Upgrades for **Lyon** (replacement of the core PoPs equipment) coming along with rationalization of PoPs (shutdown of a few PoPs with prior notice of 12 months to find a solution commonly with customers either to migrate them to a new PoP or connecting them through resellers)
- ✓ Acquisition of **new servers**
- ✓ Develop of **hosting service** in datacenters (especially for hosting small units whenever datacenters do not provide easily such service)

# France-IX footprint extensions

✓ France-IX is continuing its **national development** either by taking over on regional IXPs (as we did for Lyon/Grenoble in December 2020 and more recently for Toulouse) or by setting up directly new PoPs

- Next city planned (during S1-2022) : **Lille**
- On-going study to identify a potential second city after Lille

✓ France-IX will also consider setting up **PoPs outside France**

✓ On-going studies to be able to provide “**IXP as service**” model in order to take-over the operations of some other IXPs (not marketing/sales) or to support the installation of a new IXP (out of France)

# Organization & hiring

France-IX had opened limited positions in 2021, to leave time for the integration of the whole former Rezopole team, but in order to face new challenges for 2022 and the next few years, **several additional positions need to be addressed:**

- ✓ **Administrative & financial service : 1 position**
- ✓ **Commercial & marketing department : 2 positions**
- ✓ **Technical department : 7 positions**

**All positions will be advertised on our website**



# Thank You!

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