



Activity update january 2013

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New Faces 2012/3



Rob

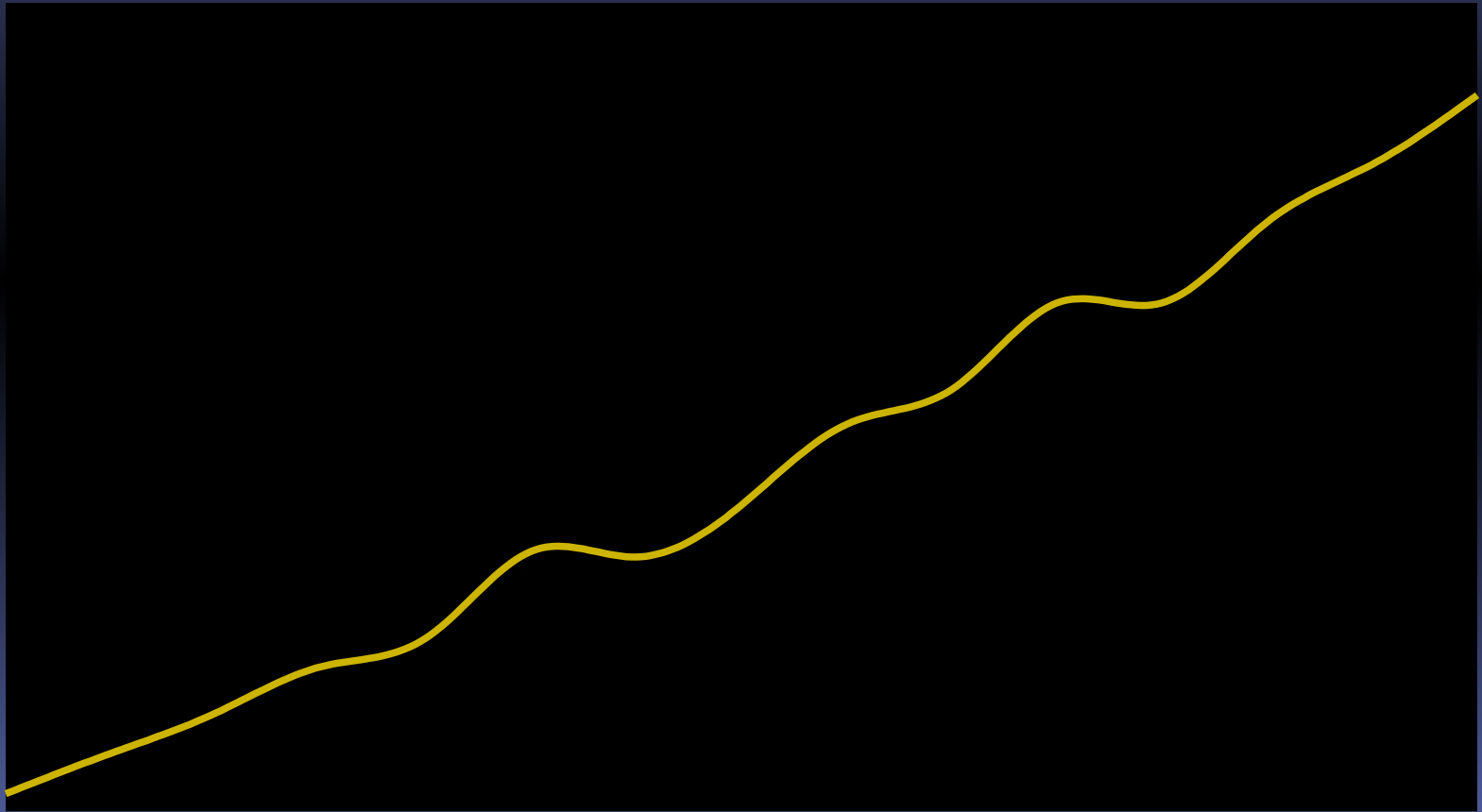


Kelly



Tref

Membership Trend



New Members 2012...

NETFLIX

VORBOSS™

VISION247™
broadcasting to the connected world

Jaguar
network

ITPS

VoiceHost

tibus

EVERYcity €

Virtual 1
Total network freedom

orbitalnet

trunknetworks

xilo

Hyperoptic

FLUENCY

iXREACH
ONE • SIMPLE • SOLUTION

metronet
uk

webfusion

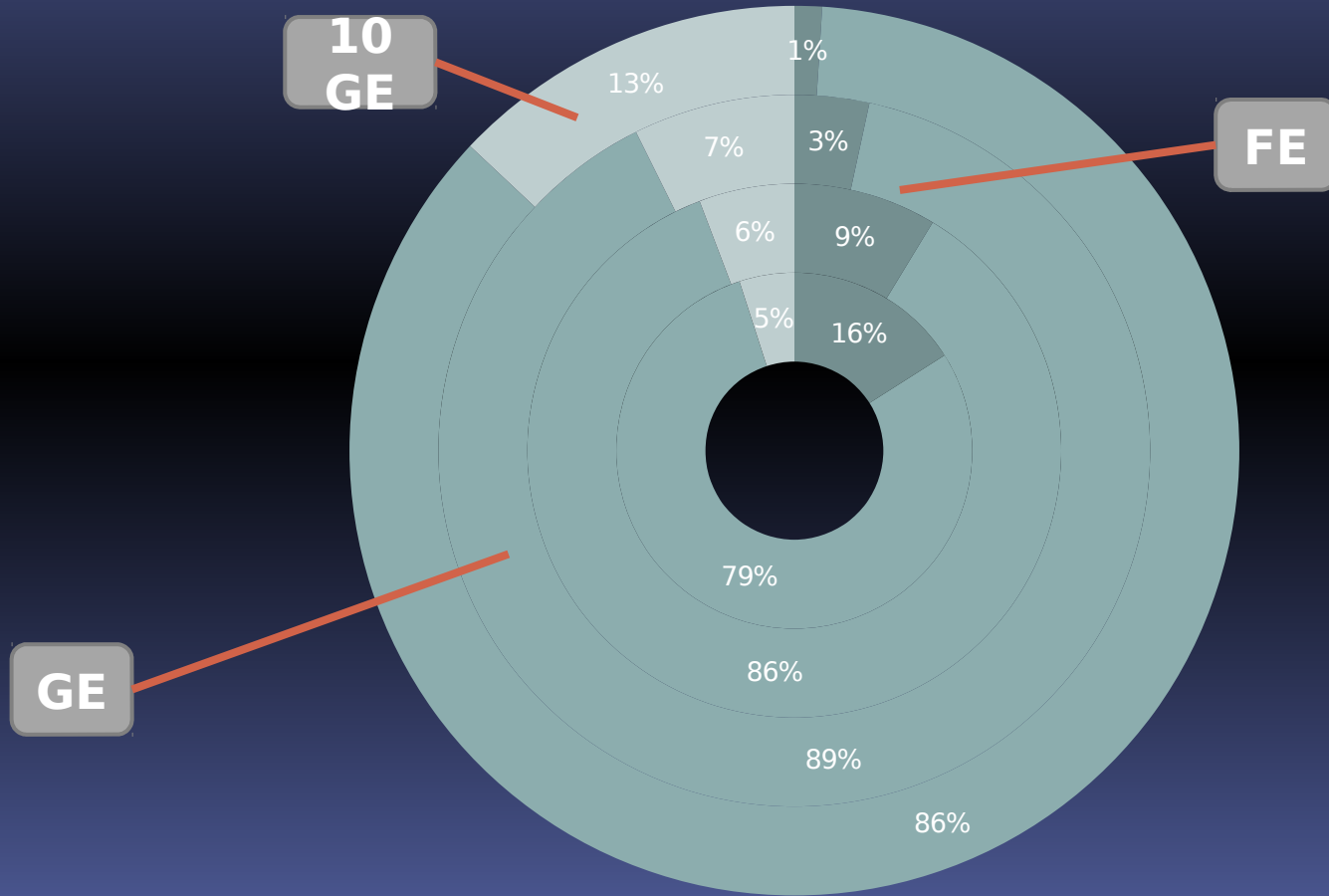
2
CONNECT

NETPLAN
INSTALLING CONFIDENCE

SYNET4
SMARTER COMMUNICATIONS

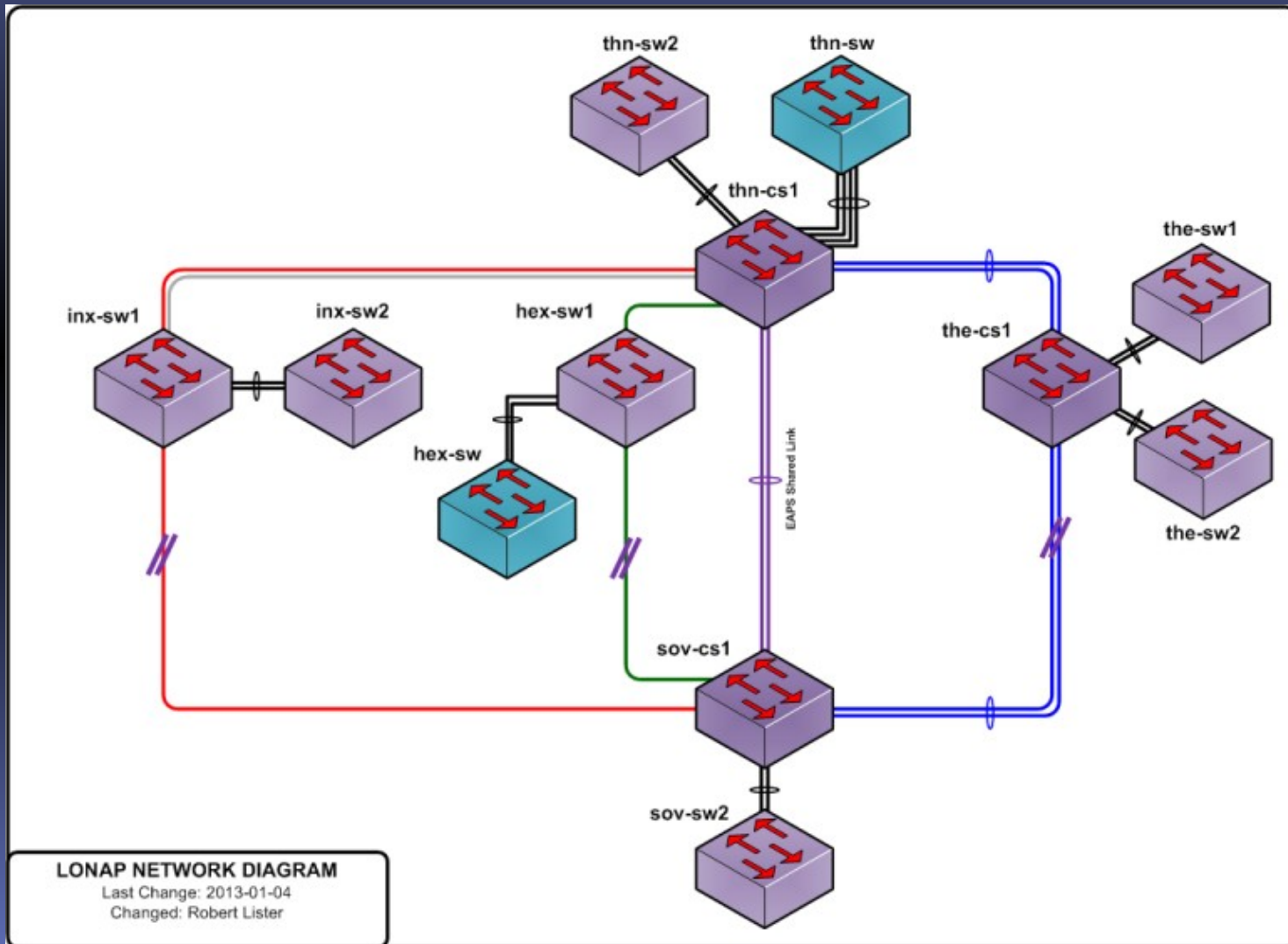
Bandwidth Technologies Ltd

Port Types

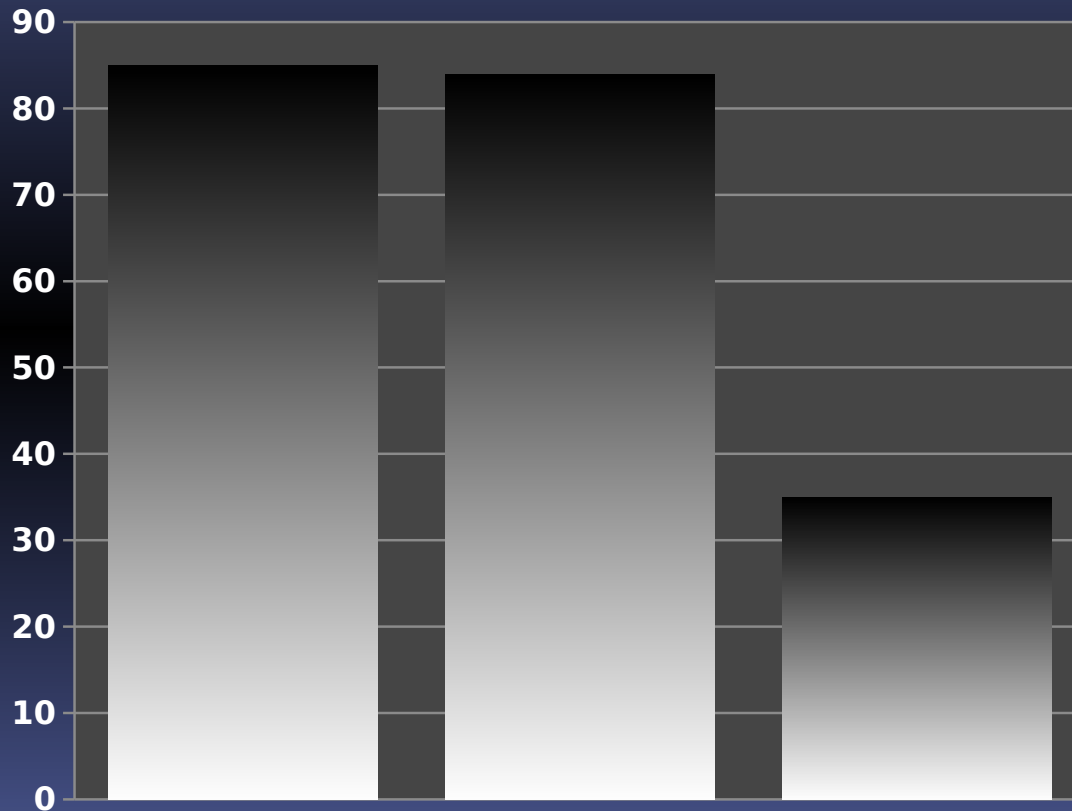


Inner ring = 2009; Outer ring = 2012

Current Network: January 2013



Route Servers: ASNs up



- RS1:
85 ASNs (70%)
- RS2:
84 ASNs (69%)
- Check your sessions are configured and up to **both route servers!**

IPv4 - Renumber

- Members will be asked to:
 - renumber **193.203.5.xxx** □ **5.57.80.xxx**
 - reconfigure /24 netmask to /23 or /22
- Review your reverse DNS and other settings...

“LONAP’s job is to encourage peering and shift my bits **inside London** only. I am paid to shift bits to other cities.”

I need the **more value** from all parts of
my infrastructure, so LONAP should do
everything to **grow my peering potential**

“Don’t break it!”

- Brandon

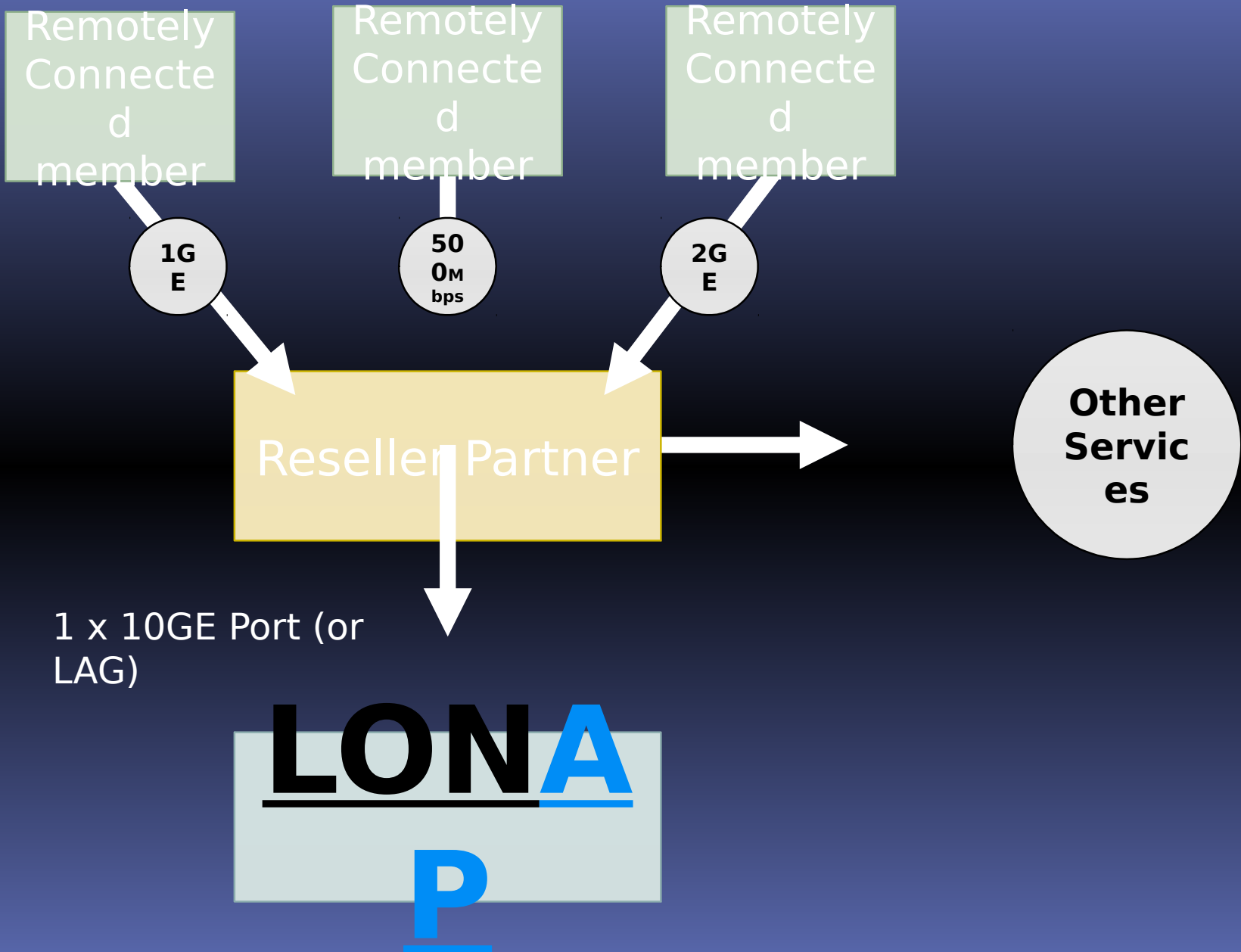
Remotely Connected member
(an "Associate LONAP Member")

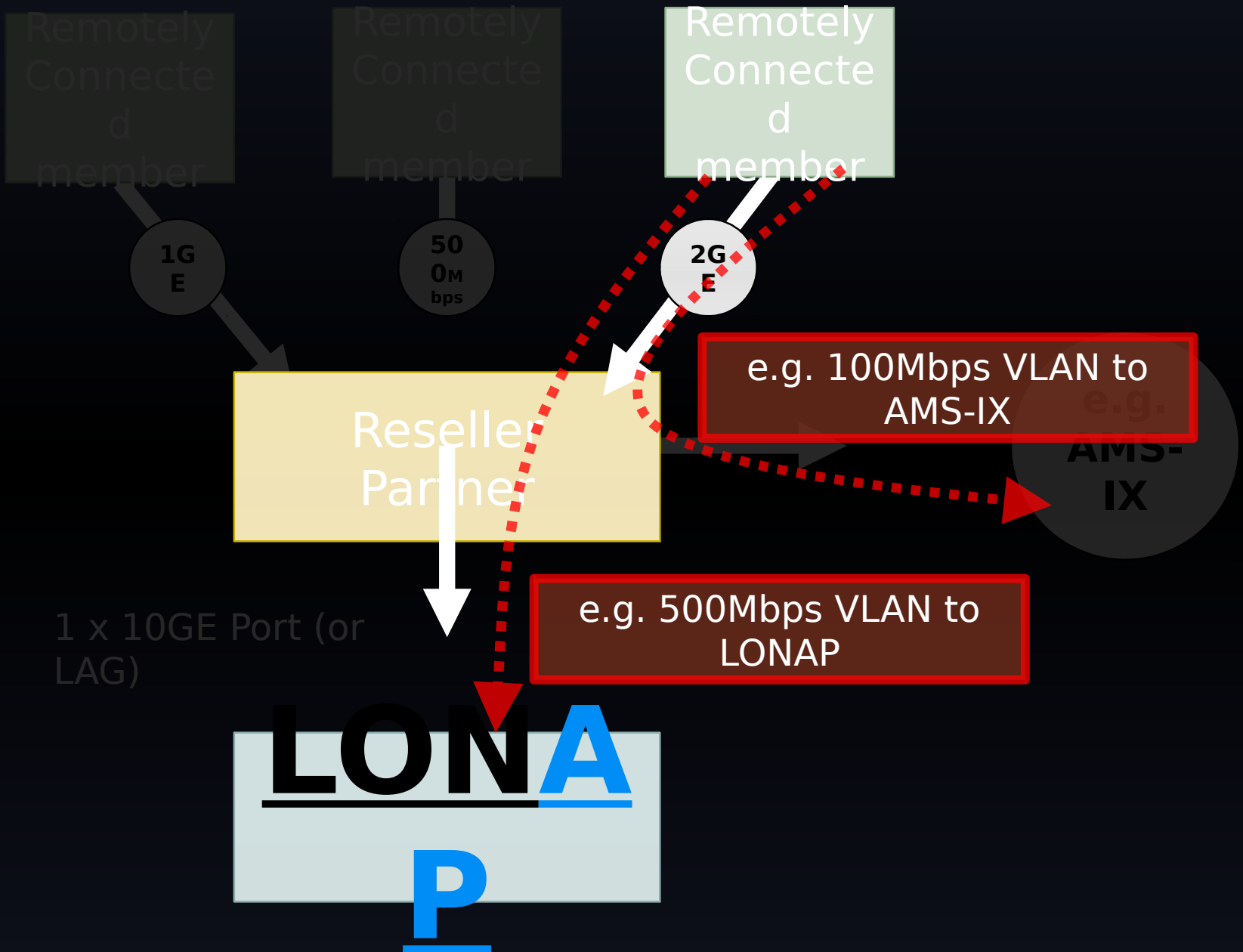
**Vario
us
spee
ds**

Reseller Partner
(a "LONAP Member")

**n*10
GE**

LONAP





Commercial Model

- **Reseller Partner**

- Must be “full member” of LONAP
- Available on 10GE ports only
- Must sign reseller agreement & comply to tech standards

- **Remotely Connected Member**

- “Associate Member”
- Does not confer privileges of a ‘full member’ (e.g. voting)
- Must sign end-user agreement & comply to tech standards

- **LONAP Bills Reseller Partner:**

- Reseller Partner Membership fee
- Reseller Partner 10GE port(s) fees
- Fee for each Remotely Connected Member

Focussing LONAP on quality..

- Faster connections...
 - Entry level resold product = **250 Mbps**
 - Most other reseller programmes begin at 100 Mbps
 - Follows LONAP mantra of larger ports at lower cost
 - 100Mbps Broadband access circuits becoming common so 100 Mbps peering is sub-optimal
- Enticing pricing to encourage promotion
- Help grow LONAP to new markets

...but can we do something
different?





LONAP
MARKETPLACE

\$anotherIXP

Marketplace Supplier
(a LONAP Member)

LONAP

Marketplace Customer
(a 'directly connected' LONAP member wanting to connect to
\$anotherIXP)

Previously not possible...

- Number of MACs
- CAM table size
- Port Security Model

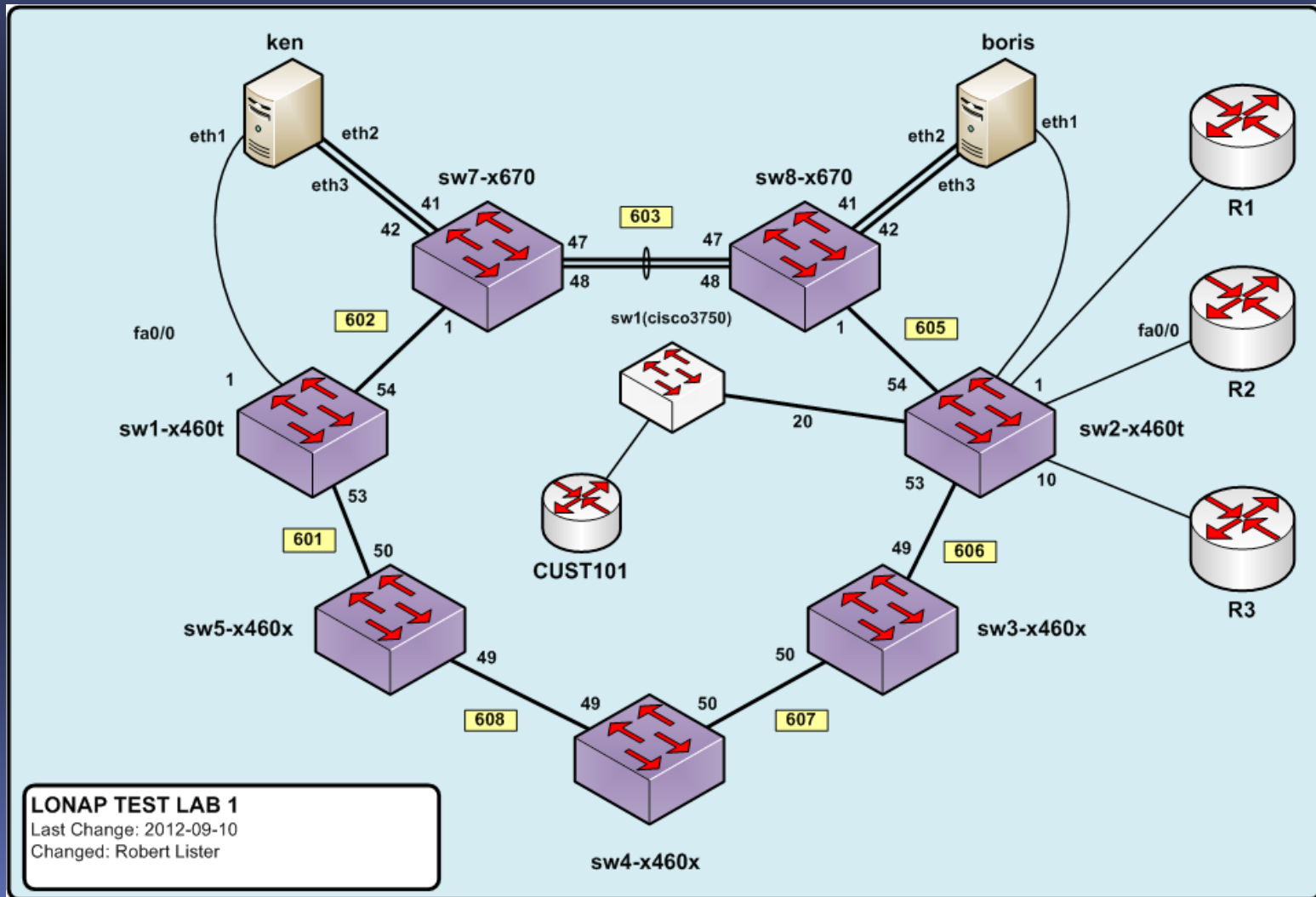
Pseudowire Model

- See no MACs
- No CAM table issue
- No Port Security issue

Marketplace

- Open to direct members only
 - Encourages new members to join
 - Enhances benefit of 'full membership' over remote connections
- Increased returns on
 - LONAP fees
 - Datacentre cross-connect costs
 - Router port costs
- Not a replacement for L2 services across sites
- Designed not to compete with members' L2 services

Well Tested Platform



Pricing

- **Special 10GE pricing promotion**
 - Waived setup fee, saving £2,500 NRC
 - 3 months promotional rate
- Regular pricing remains market leading
 - £2,000 per year membership, includes GE ports
 - £2,500 per year 10GE ports.

Questions ?

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17th January 2013
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