LINX Current Products

> IX Ports
  • 1GE, 10GE, 100GE
  • LINX Manchester, LINX NoVA, LINX Scotland, LINX Cardiff
  • Resellers

> LINX Private Interconnect

> Reseller services
  • Cabling, co-location

> Public Affairs
  • A service provided to all members
No of ports by network and price

- 100G ports (NOVA LAN)
- 10G ports (NOVA LAN)
- 1G ports (NOVA LAN)
- less than 1G ports (NOVA LAN)
- 100G ports (IX Scotland LAN)
- 10G ports (IX Scotland LAN)
- 1G ports (IX Scotland LAN)
- less than 1G ports (IX Scotland LAN)
- 100G ports (MANCHESTER LAN)
- 10G ports (MANCHESTER LAN)
- 1G ports (MANCHESTER LAN)
- less than 1G ports (MANCHESTER LAN)
- 100G ports (secondary LAN)
- 10G ports (secondary LAN)
- 1G ports (secondary LAN)
- less than 1G ports (secondary LAN)
- 100G ports (primary LAN)
- 10G ports (primary LAN)
- 1G ports (primary LAN)
- less than 1G ports (primary LAN)
Port utilisation over time

Average port utilisation at LINX over time (all recent data is for LON1)
Market trends
Market trends

> Majority of future traffic growth will happen inside access networks
  • Caches, direct peers with content

> IXP will continue to
  • Serve content for a large set of networks
  • Serve interconnect traffic for local networks
  • Serve traffic to/from out-of-area networks

>(One of) LINX (and other IXPs) strength(s) is the diversity of networks
Future products
LINX’s challenge

> To stay relevant to all networks – large and small – LINX needs to meet very varying needs
  • And operate an organisation and network at scale, but stay competitive on price

> To create value for all members LINX needs to ensure the value proposition is wide enough
  • This does not mean that we should invent products for the sake of creating new products
  • There needs to be a demonstrated need – and financial logic
  • No products that LINX is currently investigating requires any upfront capital investments – some require SW development

> LINX also need to be relevant in the future interconnect market
Future Products

➢ Ensure margins that cover our costs on products such as reseller
➢ We have conducted qualitative interviews with ~30 members
  • This has provided input to the board’s strategy sessions
➢ LINX will develop products that meet different requirements for members – such as reporting
➢ LINX will develop a market place that will allow members to provide services to each other
JEDIX also fits into this development

• Provides further economics of scale at low risk and investment
• Serves LINX members both from the GCC region and members who need interconnect services in the GCC region
Technology
Technology Focus

> Network monitoring and insight
> How our members do business with LINX
> Evolution of LON1 and our London footprint
Network monitoring and insight

> We have far too many legacy systems
> We have far too many isolated monitoring tools
> We lack clear event correlation and inter-systems dependency mapping
> We continue to invest in our NOC and develop their skills as well as enhancing the tools they have to meet your needs
Network monitoring and insight
How our members do business with LINX

> We want to revamp our external API and make it consistent with member needs, partners and other IXPs
> We have to evolve the way we map member services and network inventory internally
> We want to improve the portal, the tools and the user experience
> We need to extend our internal API to route servers and add functionality
How our members do business with LINX
Evolution of LON1 and our London footprint

> We have to find a new P-router and move away from the PTX5K
> We want to match LON2 and deploy EVPN on LON1
> We need to have a better scaling PE than the current MX960s, and pass on cost savings to all
> We are reviewing space and network design in Telehouse, West, North and East
> We are growing in Equinix Slough and need to expand our footprint
Evolution of LON1 and our London footprint
Supporting the new products

> Benefiting from the automation efforts in 2017 and 2018
> Coupled with the 2020 insight project, which will complement product development
> Doing business with LINX takes in the member engagement, product status, ordering and observation. As well as billing and additional service integration.
  • Taking in the API development, automation and portal work
Questions?