



# CEO quarterly update

LINX105 edition (May 2019) v4

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LINX CEO

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A fairly steady start to the year,  
considering that we are  
challenging ourselves ever harder

## Growth trends

- 39 new membership applications so far in 2019
  - 27 in the quarter since LINX104
- Membership currently stands at 831
  - Up 11 in the last quarter (since LINX104)
  - 885 member ASNs, up 14 since LINX 104

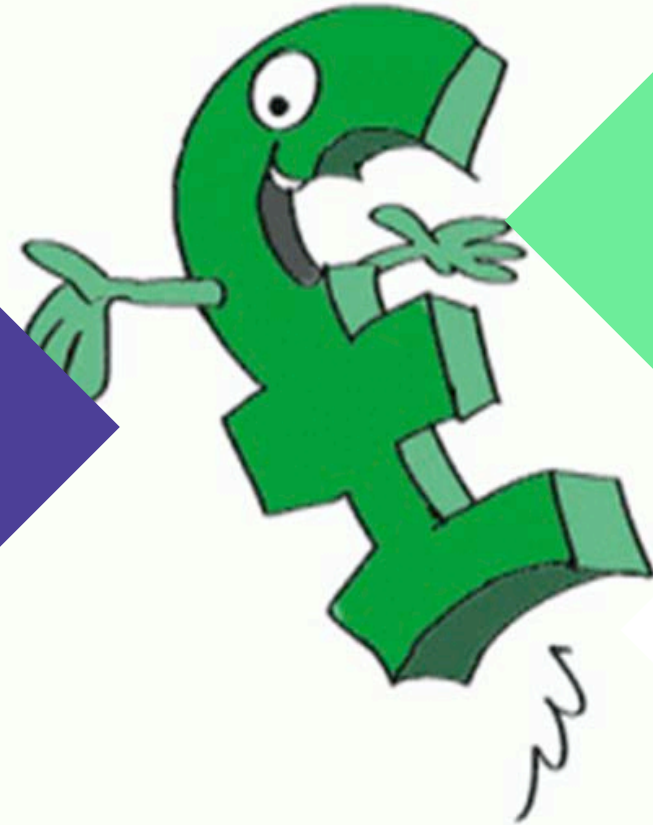
## Staff news

- New starters:
  - Collin Willis  
Systems Reliability Engineer
  - Radomir Panayotov,  
NOC Engineer  
(maternity leave cover)
  - Taljeet Mudhar,  
Network Installation Engineer
- Leavers:
  - Martin Hubbard
- Recruitment:
  - Software Engineer – Python



## Financial news

- We have four months figures for 2019, year to date
- ~4.7% behind on income budget
- ~3.1% behind on expenditure budget
- So, overall, the deficit is running slightly ahead of the plan for the year
  - But nothing to be alarmed about
- Capital expenditure is running well behind plan, for the reasons already explained by Richard Petrie earlier today at LINX105





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## Other matters

1. Chairman recruitment
2. Update on the UK regional exchanges
3. Update on NoVA
4. LINX reseller arrangements
5. Future member meetings

## LINX regional exchanges

LINX Regional Exchange	Date opened	Members today	ASNs Today	Medium term ASN target
Manchester	Mid-2012	99 ▼	102 ▼	120+?
Scotland	Late-2013	32 ▲	34 ▲	40+?
Cardiff	Late-2014	20 ▼	21 ▼	30+?
NoVA	Early-2014	55 ▲	57 ▲	60-75?

## LINX Manchester

- Major milestones reached!
  - 102 Networks connected
  - Traffic has passed 100Gbps peak!
- Continue to see interest in Manchester – including additional 100GE ports
- Looking at site expansions
  - Possible transmission sites
  - Evaluating business cases with the Steering Committee



## LINX Scotland Update

- 35 ASNs connected (+2)
  - 13 10GE ports (+1)
  - 21 1GE Ports
- Several content providers have connected
  - Facebook, Cloud Flare, Akamai, BBC
  - A result of the work with the Scottish Government
- Further growth from carrier and access networks
- Revived interest from more content and access networks

## LINX Scotland update

- All the funds have been allocated in accordance with Scottish Government guidelines.
- There were two rounds of announcements made by the Independent Development Group
- The funds have been allocated to make sure both sites supported roughly equally
- Thanks to the program there is now content available locally that benefits all access networks present in Scotland
  - How do we get more of the local access networks to connect?

## LINX Cardiff update

- Welsh Government are looking at a mechanism to support
  - a second site (NGD in Newport)
  - encourage large content to the site
- LINX are working with NGD to assess the opportunity and see if a business case exists for this location
- NGD have offered free space and power and connectivity back to Stadium house to LINX for our use
- Welsh government network is now connected to the exchange but they are taking a cautious approach so traffic still negligible

## LINX Reseller

- LINX resells a number of products for different partners that can be split into:
  - Co-location
  - Cabling
- In addition there is LINX private interconnect (PI)
- For these services LINX essentially pass on the costs from the partners
- HOWEVER.....
  - Several of the partners have changed their T&Cs
  - And raised prices

## LINX Reseller

- Prices
  - Currently reviewing all members pricing against charges from partners
  - The pass through of costs does not include the work LINX staff are doing – and in some cases not all costs
  - Working on analysing full costs to LINX and what this would mean
- Contracts
  - As some partners have changed their T&Cs to allow for future changes in price, we need to ensure this is reflected in our resold products

## Quarterly member meetings

- All of our quarterly community meetings are webcast, and open to members to watch/participate
- We also publish a video archive shortly after the meeting, so you can watch presentations that you are interested in
- Please talk to the LPC or [presentations@linx.net](mailto:presentations@linx.net) if you have ideas or things you'd like to see at the meetings

- **5th NoVA meeting:**  
13 June 2019  
after NANOG in DC
- **LINX106:**  
19/20 August 2019  
venue: Cardiff
- **LINX107:**  
18/19 November  
2018 in London  
(25<sup>th</sup> birthday party)





Finally, any questions?



# Thank you



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