

→ Welcome to the March Release of the DE-CIX Newsletter!

Among other things, this newsletter kicks off the 15th anniversary of DE-CIX, brings you a DE-CIX network update, introduces a new teammate, and lists the job opportunities at DE-CIX.

→ 15 Year Anniversary of DE-CIX!

Can you believe it? In 2010 DE-CIX celebrates its 15th anniversary. This is a good opportunity to look back at our roots, check where we stand today, and what services Internet Providers will need tomorrow.

In this newsletter we take a look back by interviewing Andreas Schachtner, one of the DE-CIX founders. A press round table in Frankfurt is already scheduled at the end of April, and later this year DE-CIX will combine a 1 day peering workshop with a social event in Frankfurt and is currently considering additional events both to celebrate, and to create additional visibility in the market space.

→ Andreas Schachtner, one of the DE-CIX founders, remembers:

- DE-CIX: Andreas – what did the Internet look like in Germany 15 years ago?
- Andreas Schachtner: Well, about 15 years ago, the Internet was quite different from today. First of all, the WWW was hardly known to anybody, not to mention the WEB 2.0. As far as technology was concerned, in the US, the former sponsored backbone had been decommissioned and a commercial Internet exchange (CIX) was founded. Internet was in a break-up and restructuring phase. In Germany, only a few players were active in the market. EUnet Deutschland, NTG/Xlink, and MAZ and - of course - the German NREN, DFN Verein.
- DE-CIX: Who came up with the idea to create an Internet Exchange and why did that happen in Frankfurt?
- Andreas Schachtner: It was a team effort by the three commercial players. I do remember discussions with



Andreas Schachtner, one of the DE-CIX founders

Mr. Biedermann from MAZ and Mr. Rotert and Mr. Nipper from Xlink about structures in the US, how to copy or improve it.

The idea to go for it in 1994/1995 and the invitation to meet and nail down the topic of an IX was actually mine :-). Frankfurt had some advantages, even back in 1995. Aside from Deutsche Telekom, MFS and COLT (as far as I remember) had been active as providers of metro connectivity, which supported the early success of DE-CIX in the following years.

But the convincing point at the beginning was the roughly equal distance from Frankfurt to Hamburg (MAZ), Dortmund (EUnet) and Karlsruhe (Xlink), so we met on a level playground.

- DE-CIX: Nowadays, DE-CIX has deployed its equipment at carrier grade and secure data centers – what environment was DE-CIX started in back then?
 - Andreas Schachtner: It started with a hub (sic!), just 10Mbps Ethernet shared. CIX in the US deployed a router, but we chose to leave routing policies up to the members and stick to a lower layer.
- About one year later, it was upgraded to a switching environment, and grew by over 10 members. Back in that time, I was responsible for the technical design & management of DE-CIX and we delivered carrier grade operations (99.999%) for the next 5 years. Just a single outage due to a 6h outage of the power grid (our UPS gave up after 30min.) spoiled the track record.
- Equipment was simpler, of course. And security was awkward at times.

- DE-CIX: Did you follow the DE-CIX developments over the years and what do you think about its recent development, especially about the fact that Frankfurt seems to be the biggest hub in Central Europe but the most important hub for Eastern European ISPs, too.
- Andreas Schachtner: I did follow it, sometimes closer, sometimes more remotely. First of all, I'm kind of proud, having been with this development from the very beginning. Second, I was pleasantly surprised some years ago when realizing the tremendous success DE-CIX had and the influence on the Internet ecosystem of Frankfurt at large. I'm sure, without DE-CIX, Frankfurt would hardly have achieved the name „Internet capital.“

The recent successful expansion into the Eastern European market is something for which I congratulate DE-CIX. I think both DE-CIX and the players in the Eastern European part of the Internet will benefit from this development.

- DE-CIX: Can you think of any other emerging markets which would benefit from their own IX?
- Andreas Schachtner: For this, look at the regions that do not have an exchange. There is almost no blind spot. South America and Africa do have their developments, in some regions, Asia is well developed. If I look at the Middle East, it lacks a real exchange, up and running and flourishing, as far as I can see. Given the potential, it is surprising.
- DE-CIX: Being involved with DE-CIX 15 years ago – are you still associated with DE-CIX today?
- Andreas Schachtner: Well, yes. I regularly follow the news, I attended quite some events in the past (cnX1 for example) and recently, I joined efforts with DE-CIX to perform a study on the Internet developments in the Middle East.
- DE-CIX: Andreas, thank you for the answers.
- Andreas Schachtner: It was a pleasure answering them and traveling back in time in doing so.



Frank Wegerich, the New Member in the Business Development Team

→ New Team Member Business Development: Frank Wegerich

Frank joined DE-CIX on April 1st, 2010 as a Back Office Manager in the Business Development team. In his new role, Frank will primarily serve customers that want to upgrade or change their current service by providing offers, taking care of contracts and kicking off implementations. Prior to joining DE-CIX, he was a project manager for MPLS VPN solutions at ecotel and access:Seven and a Senior Sales Support Manager for STAR Telecom. We would like to welcome Frank to the team. You can reach Frank by email at frank.wegerich@de-cix.net

→ DE-CIX Chooses Brocade MLX-32 Switches for Core Network Expansion and Expands DWDM Network

DE-CIX is proud to announce that it will expand its core network with two new Brocade MLX-32 switches. This will provide additional 2x128 line rate 10GE ports to interconnect all edge switches operated by DE-CIX. At the same time DE-CIX will replace some of its 16-channel DWDM systems with new 32-channel DWDM systems from Cube optics. This will take the total interconnect bandwidth of the new Force10 Exascale edge switches and the Brocade core switches to 320Gbit/s. “These upgrades are vital to support our rapid growth. Introducing new hardware is always challenging but it is necessary and my team spent many hours on planning and implementation,” says DE-CIX CTO Arnold Nipper.

→ DE-CIX Job Openings

For our Frankfurt office, we are looking for a Web Developer, a Junior Support Engineer, a Product Developer, and a Senior Systems Engineer. We offer a casual and fast paced work environment in an interesting industry. Applicants should be eligible to work in Germany.

Please check www.de-cix.net/content/about/Jobs.html for current job opportunities.

→ cnX4 Cocktail Reception in Bucharest

ancotel and DE-CIX invite both their customers and all Capacity Balkans attendees to the cnX4 Cocktail

Reception which will take place on April 11th, 2010, at the LightBla Terrace at the Radisson Blu Bucharest Hotel. Join us for a great evening with cold drinks and good finger food.

Come in and find out more about cnX4, the business networking event that will take place on October 25 – 26, 2010 in Frankfurt. The cnX events are jointly hosted by ancotel and DE-CIX - the carrier neutral industry leaders in the interconnection and peering business who have teamed up to make cnX the major business networking event in Europe.

If you would like to attend, you will need to register by email (ania.spierling@de-cix.net) and provide your name, company name and title.

ASK DR. PEERING



Brought to you by www.drpeering.net and DE-CIX. Any question: send an email to askdrpeering@de-cix.net

 Dr Peering –

Our Peering Ecosystem consists of several hundred Tier 2 ISPs and a few Tier 1 ISPs but we have never had a peering forum. We have a few exchange points but they don't seem to be pulling together the ISP population.

Do ISPs ever lead a Peering Forum?

Also - Will I see you at the Global Peering Forum cruise?

Greg Daniels

 Greg –

Last question first... I am actively doing peering work for an ISP but, surprisingly, they seem reluctant to pay

consulting rates for me to go on a cruise. Color me surprised. Not really. The cruise venue has always been an issue with some companies – I guess it smells like a boondoggle, or a bribe, or worse (abuse of budget, collusion, pick your influence poison). Some folks cannot attend for this reason, and this is unfortunate as it is simply a different venue.

I credit Josh Snowhorn (NOTA) with the first Peering Cruise. Josh made the discovery that hosting a peering event on a cruise was actually less expensive than hosting the event at a hotel (when you take into account catering, room nights, etc.) And the Peering Cruises for those who can attend have been very effective. I used to play down this “cruise” perception issue, until now, that I...

→ Click here to read the full article: <http://tiny.cc/docpeeringmar>

The monthly Ask Dr. Peering column is brought to you by drpeering.net and DE-CIX, the exclusive IX sponsor of the Dr. Peering Internet peering knowledge center.

If you have a peering related question, send an email to askdrpeering@de-cix.net and your question might be answered in next month's release.

→ **Meet DE-CIX Staff at the Upcoming MENOG6, Capacity Balkans, and the Global Peering Forum Events**

- DE-CIX is proud to be a returning sponsor of the MENOG meeting that will take place in Riyadh, Saudi Arabia, April 10 – 14. DE-CIX CTO Arnold Nipper will give presentations on how to build a Terabit Internet Exchange and will show how DE-CIX performs route server performance tests. If you would like to meet Arnold at MENOG6, please drop him an email: arnold.nipper@de-cix.net



- Capacity Balkans will take place on April 12 – 13 and Ivo Ivanov, Frank Wegerich, and Frank Orłowski will be there to discuss peering options and strategy with both customers and prospects. You will find the DE-CIX booth in the sponsor / coffee break area. Please use the Capacity Delegate Messaging System to schedule a meeting.



- Once again the peering travel circus is about to start a new peering forum season. The upcoming Global Peering Forum is fully booked and over 170 peering coordinators will gather from April 12-14 in Florida to enhance their technical knowledge and to improve their important social connections which are essential in the peering business. Meet DE-CIX's Harald Summa (CEO), Andreas Sturm (ISP & Carrier Relations Manager), and Wolfgang Tremmel (Director Customer Support). No need to pre-schedule meetings since the peering crowd will be locked on a cruise ship and it's easy to get in touch with the DE-CIX Peering staff. If you are not a customer yet, please approach us during GPF and we will buy you free drinks.



→ NEW DE-CIX PARTICIPANTS

DE-CIX welcomes its most recent customers:

- Microsoft, USA
- Netrouting, Netherlands
- RelAix Networks, Germany
- GELSEN-NET, Germany

Soon to be connected:

- regio iT Aachen, Germany
- MOLDTELECOM, Moldova
- Wikia, Russia
- PIN, Russia
- Media Alliance, Russia
- Fiber Optics, Bulgaria

Upgraded customers:(since March 1st, 2010)

- Nauka-Svyaz
- XO Communications
- HanseNet
- Atrato
- Global Communication Net

→ UPCOMING EVENTS:

If you would like to attend any of these events, please register:

MENOG6, 10–14 April, Riyadh,www.menog.net**Capacity Balkans, 12–13 April, Bucharest,**www.capacitymedia.com**GPF5, 12–17 April, Key West & Grand Cayman****ARIN25, 18–24 April, Toronto,**www.arin.net**RIPE60, 3–7 May, Prague,**www.ripe.net**IPv6 Congress, 20–21 May, Frankfurt,**www.ipv6-kongress.de**NANOG49, 13–16 June, San Francisco,**www.nanog.org**PacNOG7, 28 June–03 July, American Samoa,**www.pacnog.org**JANOG26, 8–9 June, Tokyo,**www.janog.gr.jp/en**SANOG16, 15–23 July, Bhutan,**www.sanog.org**IETF78, 25–30 July, Maastricht,**www.ietf.org**NANOG50, 3–5 October, Atlanta,**www.nanog.org**MENOG7, 20–21 October, Istanbul,**www.menog.net**cnX4, 25–26 October, Frankfurt,**www.cnx-frankfurt.com**DENOG2, 4 November, Frankfurt,**www.denog.de

Check the listed websites for more information.

Listings in **red** are hosted or sponsored by DE-CIX.

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