Becoming a Patron

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Introduction

With now 81 affiliated IXPs around the world, Euro-IX reaches a substantial section of the IP community. For this reason, vendors of industry related equipment and services as well as other IXP specific service providers such as colocation providers, find themselves in an ideal customer specific marketplace. Euro-IX can offer the opportunity for those parties, Internet service providers and IXPs to come together and exchange ideas and in turn produce industry specific equipment and services that will help both parties alike.

Our members meet twice a year at the Euro-IX Forums. The Forums have been designed to bring together all the Euro-IX affiliated IXPs to discuss relevant topics of interest and give all those involved the opportunity to meet each other face to face.

The Forum discussions range from technical issues (i.e. IXP implementation of HW/SW, next Generation switching platforms, collocation developments and requirements, security issues, networking monitoring tools) to operational issues (such as: new IXP customer services, gaining more IXP customers, service pricing and administration issues).

As the Euro-IX community continue to grow and develop, there is a need for Euro-IX to keep a close relationship with all industry related parties so that our member needs are best fulfilled now and in the future.

131 attendees representing 62 organisations at the 29th Euro-IX Forum in Krakow, Poland (November 2016)

The Association

The European Internet Exchange Association (Euro-IX) was formed in May 2001 with the intention to further develop, strengthen and improve the Internet Exchange Point (IXP) community.

A number of Internet Exchange Points recognised a need to combine their resources in order to coordinate technical standards, develop common procedures, and share and publish statistics and other information. This publishing of information would in turn give all interested parties a better insight into the world of IXPs.

Euro-IX was originally set-up as a discussion forum for European based IXPs. However as interest was starting to grow in many other regions it seemed a natural progression to expand beyond its original boundaries. Thus in January 2005 the association decided to open its doors to all IXPs around the world, allowing non-European based IXPs to become affiliated with Euro-IX. Today Euro-IX has 81 affiliated IXPs from 51 countries.

Euro-IX Mission Statement

Euro-IX is an association of European Internet Exchanges, promoting an open interchange of ideas and experiences, by offering fora, meetings, mailing lists and on-line resources to its members. Euro-IX also gathers information on regulatory issues affecting member IXPs within and outside Europe.

General meetings and fora will be held within the Euro-IX area but memberships from exchanges outside the region are always encouraged. Such members are welcome to attend our meetings so that they can contribute and benefit from our shared expertise and experiences. Euro-IX welcomes contact with other regional associations and pledges to liaise and cooperate with those that emerge.

Euro-IX Current Patrons

Total: **10** organisations (Last Update: August 2018)

1	ARISTA	Shannon Co Clare	Ireland
2	Ciena	London	United Kingdom
3	Coriant	Berlin	Germany
4	ECI GmbH	Frankfurt	Germany
5	Equinix (EMEA) BV	Zurich	Switzerland
6	Extreme Networks	Santa Clara	United States of America
7	Interxion	Schiphol-Rijk	The Netherlands
8	Juniper Networks	London	United Kingdom
9	Nokia	London	United Kingdom
10	Smartoptics	Oslo	Norway

Standard Members

M

Total: 39 IXPs, from 29 countries (Last Update: August 2018)

1	AMS-IX	Amsterdam	Netherlands
2	BCIX	Berlin	Germany
3	BIX	Budapest	Hungary
4	BIX.BG	Sofia	Bulgaria
5	BNIX	Brussels	Belgium
6	CATNIX	Barcelona	Spain
7	CIX	Zagreb	Croatia
8	CIXP	Geneva	Switzerland
9	DE-CIX	Frankfurt	Germany
10	DIX	Lyngby	Denmark
11	ECIX	Berlin	Germany
12	Equinix	Zurich	Switzerland
13	FICIX	Helsinki	Finland
14	France-IX	Paris	France
15	GIGAPIX	Lisbon	Portugal
16	GR-IX	Athens	Greece
17	INEX	Dublin	Ireland
18	InterLAN	Bucharest	Romania
29	IXLeeds	Leeds	United Kingdom
20	KOSIX	Prishtinë	Republic of Kosovo
21	LEBIX	Beirut	Lebanon
22	LINX	London	United Kingdom
23	LONAP	London	United Kingdom
24	Lyonix	Lyon	France
25	MIX	Milan	Italy
26	MSK-IX	Moscow	Russian Federation
27	NaMeX	Rome	Italy
28	Netnod	Stockholm	Sweden
29	NIX	Oslo	Norway
30	NIX.CZ	Prague	Czech Republic
31	NL-IX	The Hague	Netherlands
32	Peering.cz	Prague	Czech Republic
33	SFINX	Paris	France
34	SIX	Ljubljana	Slovenia
35	SWISSIX	Zurich	Switzerland
36	TOPIX	Torino	Italy
37	TPIX	Warsaw	Poland
38	UAE-IX	Dubai	United Arab Emirates
39	VIX	Vienna	Austria

Associate Members

A

Total: 8 IXPs, from 6 countries (Last Update: August 2018)

1	BBIX	Tokyo	Japan
2	CyrusOne	Carrollton	United States of America
3	Digital Realty	London	United Kingdom
4	IX.br	Sao Paulo	Brazil
5	JPIX	Tokyo	Japan
6	JPNAP	Tokyo	Japan
7	Mega-IX	Brisbane	Australia
8	NIXI	Delhi	India

Remote Members

R

Total: 30 IXPs, from 29 countries (Last Update: August 2018)

1	AMS-IX Carribean	Willemstad	Curacao
2	Angonix	Luanda	Angola
3	ARMIX	Yerevan	Armenia
4	BIX	Budapest	Hungary
5	CHN-IX	Beijing	China
6	CRIX	San Jose	Costa Rica
7	DataIX	St. Petersburg	Russia
8	FVG-IX	Udine	Italy
9	GIX	Tbilisi	Georgia
10	GNIX	Groningen	Netherlands
11	IXPN	Lagos	Nigeria
12	KINIX	Kinshasa	Democratic Republic of the Congo
13	KIXP	Nairobi	Kenya
14	LU-CIX	Luxembourg	Luxembourg
15	MOZ-IX	Maputo	Mozambique
16	NAP AFRICA	Johannesburg	South Africa
17	NETIX	Sofia	Bulgaria
18	NPIX	Kathmandu	Nepal
19	OM-NIX	Sofia	Bulgaria
20	Ottix	Ottawa	Canada
21	RIX	Reykjavik	Iceland
22	SOX	Belgrade	Serbia
23	STHIX	Stockholm	Sweden
24	TIX - Tanzania	Dar es Salaam	United Republic of Tanzania

25	TIX - Tuscany	Tuscany	Italy
26	TORIX	Toronto	Canada
27	TREX	Tampere	Finland
28	TunIXP	Tunis	Tunisia
29	VSIX	Padova	Italy
30	ZIXP	Lusaka	Zambia

Benefits at a Glance

Euro-IX and its members clearly see the value and benefits of having industry related experts joining in discussions at all levels of Euro-IX communications. The benefits outlined below are directed more towards the patrons with the understanding that one of the Patron's main aims is to make strong contacts, attain real leads and naturally make sales. Following are some of the patronage benefits:

1/ Presence in the IXP Community

An increased presence in the IXP community via interaction at biannual Euro-IX Forums where more than 40 IXPs from all over the world are strongly represented. There are numerous opportunities for Patron representatives to get to know IXPs on a one to one level and in turn provide the Patrons with a higher awareness of the IXPs needs of today and the future.

2/ Contact with the smaller IXPs

It may seem that only a handful of the largest IXPs will produce any sort of sales to vendors or other service providers, however a few points should be kept in mind:

» Many of the IXPs support organisations are Universities, Local Government departments and other much larger networks.
» IXPs that might be considered small or medium sized today are likely to become very large tomorrow.
» The customers (mainly ISPs) who are connected to the IXPs now exceed 5,000 across the IXP membership and these connected parties are some of the largest networks in the world. The contacts achieved at
Euro-IX may provide a communication channel to these ISPs.

3/ Commercial and Marekting Tool

The Patronage proposal allows organisations to stay in touch with the IXPs that are evolving at a rapid rate and allows them to have two way input as to how these issues of dramatic traffic growth will be overcome.

Having IXPs use particular vendor products or other services in their infrastructure is a potentially strong marketing tool when selling to other markets. This is a year long contract giving Patrons access to two Euro-IX Forums and reaches much further than just the European region.

Patronage Proposal

1/ Access to Forums

» Free access to Euro-IX forums for 2 of your representatives. These forums are currently held twice a year at varying European locations.
» Possibility to distribute your marketing material during the forums.
» Participation in all forum discussions.
There may be scope to allow for a vendor or other IXP related services panel, in which case Patrons are made aware of the topics and have the opportunity to take part well in advance of the forum date.
» Permission to access and download all presentations that are delivered during the forum.

2/ Website Access

» Personal user account giving access to the password protected sections of the Euro-IX website.
» Listing of your organisation on the Patrons section of the website with a direct link to your own website.
» Individual and self-updateable page on the Euro-IX website, showing your organisation and products key features.
» Free use of Euro-IX logo on your website and marketing material.
» Possibility to mention that you are financially supporting and working in partnership with Euro-IX and its member IXPs.

3/ Mailing Lists

» Opportunity to subscribe individual e-mail addresses to the “all at euro-ix.net” mailing list where affiliated IXPs will be represented.
» Opportunity to subscribe to the “Switch vendor announcement” mailing list to announce, report and communicate with members on specific vendor issues.
» Sensitivity and confidentiality issues:
» The amount of openness at forums is important to Euro-IX and whilst we don’t want to have this jeopardised, we also want the Patrons to have the assurance that they can be open as well in front of all the forum attendees. Therefore Patrons will be asked to sign an Non-Disclosure Agreement (NDA) as part of the Patronage agreement. The NDA will cover all information that is communicated through mailing lists, during forums, on the password protected web pages and any other Euro-IX resources.

4/ Patronage fee

» The Euro-IX Patronage fee is 10,000 EUR per annum (plus 21% VAT where applicable).
» Patrons are invoiced for the total amount at the start of each calendar year.
» A Patron joining after the 30th of June will be requested to pay 50% of the annual patronage fee. The full patronage fee will be due at the next renewal.
» The General Meeting (GM) will approve the Patronage fee before the 31st of October of each year. The GM may vote to raise or lower the Patronage fee.
» Prospective Patrons will be required to follow an application process in order to become Patrons of Euro-IX.

5/ Termination of Patronage

- Euro-IX must be notified of any cancelation request before the 31st of October, stating a contract termination as of the 31st of December of the current year. Otherwise, the Patron will be invoiced for the full 12 months of the following calendar year.
- The Board may terminate a Patron's membership if it feels that Patron has in anyway acted outside the terms and conditions that have been agreed upon or it is felt that the Patron is causing some harm to the Euro-IX community as a whole. No refunds will be given for any Patronage fees already received.

Terms and Conditions

Euro-IX patrons are expected to sign a formal agreement with the Association, which confirms that they will conform to the following code of conduct:

1/ Payment of fees

Patrons are expected to pay their annual fees promptly on receipt of invoice. Patrons should note that annual fees will be set each year at the Euro-IX AGM (usually in September/October, depending on forum dates); new fees applying for the following year will be notified promptly.

2/ Forum participation

Whilst full participation by Patrons in Euro-IX forums is encouraged, Patrons are expected to:

» Respect the purpose of the forums, and refrain from dominating discussions;
» Not make blatant 'sales pitches' to the forum plenary sessions (note: making 'sales pitches' in private discussions is fine);
» Not attack the products, services or reputation of other vendors (especially those that are also our Patrons);
» Respect the 'openness' of discussion at forums. It is vital to their continuing success that all participants respect this, and therefore we expect Patron participation to be sensitive to this issue. Specifically, this also links to confidentiality/ non-disclosure (see later clause).

3/ Mailing lists

Access to Euro-IX mailing lists shall not be used by Patrons as a sales platform; other than that, full participation is encouraged.

4/ Use of the Euro-IX logo

Whilst Patrons are encouraged to use the Euro-IX logo in conjunction with any claim or statement of being a Patron, Patrons must conform to any guidelines on use of the Euro-IX logo that the Association may publish or revise from time to time.

5/ Confidentiality/Non-Disclosure

Patrons are expected to exercise due confidentiality with respect to any information communicated in Euro-IX mailing lists, forum discussions, web-site password-protected pages etc. Such information should be regarded as confidential by default - and Patrons are expected to seek explicit permission to use such information outside of a Euro-IX context. It should be noted that this restriction is not intended to inhibit patrons from being able to develop sales & prospect forecasts, based on what they hear from Euro-IX members about their future purchasing intentions.

Contact us

If you have any further questions or would like to discuss your organisation's affiliation with Euro-IX, please feel free to make contact with us and we will be more than willing to talk with you and discuss how we get you to join our community. Please direct all initial enquiries to:

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