

euro-IX

Become a Patron

Last updated August 2023

Introduction

With now 70 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.



93 attendees, representing 45 organisations, 39 IXPs at the 38th Forum in Cluj-Napoca

The Association

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

Euro-IX has accepted the industry definition of an IXP as being:

“A network facility that enables the interconnection and exchange of Internet traffic between more than two independent Autonomous Systems and there must be a clear and open policy for others to join.”

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 70 affiliated IXPs from 49 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 Patrons

The Patron is an Industry related expert who has declared to be willing to support the association.

1	ADTRAN	Germany
2	ARISTA	Ireland
3	Digital Realty	Germany
4	ECI GmbH	Germany
5	Equinix (EMEA)	Switzerland
6	Extreme Networks	United States of America
7	Flexoptics	Germany
8	ISOC	United States of America
19	Nokia	United Kingdom
10	Renew Tech	The Netherlands
11	Smart optics	Norway



WHERE OPPORTUNITY CONNECTS



Euro-IX Standard Members

1	AMS-IX	Amsterdam Netherlands
2	Asteroid	Netherlands
3	BCIX	Berlin Germany
4	BIX	Budapest Hungary
5	BIX.BG	Bulgaria
6	BNIX	Brussels Belgium
7	CATNIX	Barcelona Spain
8	CIX	Zagreb Croatia
9	CIXP	Geneva Switzerland
10	DE-CIX	Frankfurt Germany
11	DIX	Lyngby Denmark
12	DO-IX	Dortmund, Germany
13	ECIX / Megaport	Berlin Germany
14	Equinix	Zurich Switzerland
15	Espanix	Spain
16	FICIX	Helsinki Finland
17	France-IX	Paris France
18	GIGAPIX	Lisbon Portugal
19	GR-IX	Athens Greece
20	INEX	Dublin Ireland
21	InterLAN	Bucharest Romania
22	LINX	London United Kingdom
23	LONAP	London United Kingdom
24	LU-CIX	Luxembourg
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	SIX	Ljubljana Slovenia
34	StuttgartIX	Stuttgart, Germany
35	SWISSIX	Zurich Switzerland
36	TOPIX	Torino Italy
37	TPIX	Warsaw Poland
38	UAE-IX	Dubai United Arab Emirates
39	VIX	Vienna Austria

Total: 39 IXPs, from 29 countries (Last Update: August 2023)

Associate Members

Total: 8 IXPs, from 5 countries (Last Update: August 2023)

1	BBIX	Tokyo Japan
2	IX.br	Sao Paulo Brazil
3	JPIX	Tokyo Japan
4	JPNAP	Tokyo Japan
5	SAIX	Saudi Arabia
6	NIXI	India
7	CIVIX	Cote d'ivoire
8	JEDIX	Saudi Arabia

Remote Members

Total: 22 IXPs, from 20 countries (Last Update: August 2023)

1	AMS-IX	Carribbean Willemstad Curacao
2	ARMIX	Yerevan Armenia
3	BHINX	Bosnia & Herzegovina
4	CRIX	San Jose Costa Rica
5	IX Australia	Melbourne, Australia
6	IXLeeds	Leeds United Kingdom
7	IXPN	Lagos Nigeria
8	KINIX	Congo
9	KIXP	Kenya
10	KOSIX	Prishtinë Republic of Kosovo
11	LayerSwitch	The Netherlands
12	MANXIX	Isle of Man
13	NAP AFRICA	Johannesburg South Africa
14	NCL-IX	Newcastle, UK
15	NETIX	Sofia Bulgaria
16	RIX	Iceland
17	SLT-IX	Sri Lanka
18	SOX	Belgrade Serbia
19	STHIX	Stockholm Sweden
20	TIX - Tuscany	Florence Italy
21	TREX	Tampere Finland
22	VSIX	Padova Italy

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 Marketing 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.

Patron 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/ Workshops/Hackathons

Euro-IX facilitates workshops and hackathons as a neutral place for Members and Patrons to talk about common challenges and find solutions, by working together. In 2018 we held a number of workshops with the one in November focusing on Route Servers and furthering the work done in the first hackathon. We hold two (or more) workshops/hackathons per year, open to Members, Patrons and invited guests.

The workshops/hackathons are community driven and therefore topics will be chosen depending on the interests and needs of the community. The location of the workshops/hackathons will depend on the Membership and can span a two-day period.

3/ 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.

4/ Mailing Lists

- Opportunity to subscribe individual e-mail addresses to the "all at euro-ix.net" mailing list where affiliated IXPs will be represented.
- 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 a 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.

Patron Proposal

5/ Patron 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.

6/ Termination of Patronage

- Euro-IX must be notified of any cancellation 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.

Patron Proposal

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 October/ November, 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:

European Internet Exchange Association

Email: secretariat@euro-ix.net

Website: www.euro-ix.net

Trade register: 34158563

VAT number: NL810002292

Managing Director

Bijal Sanghani

T. +44 7771817036 E.

bijal@euro-ix.net