

The Unwary Westerner
Nigel Titley – Flag Telecom
peering@flagtelecom.com

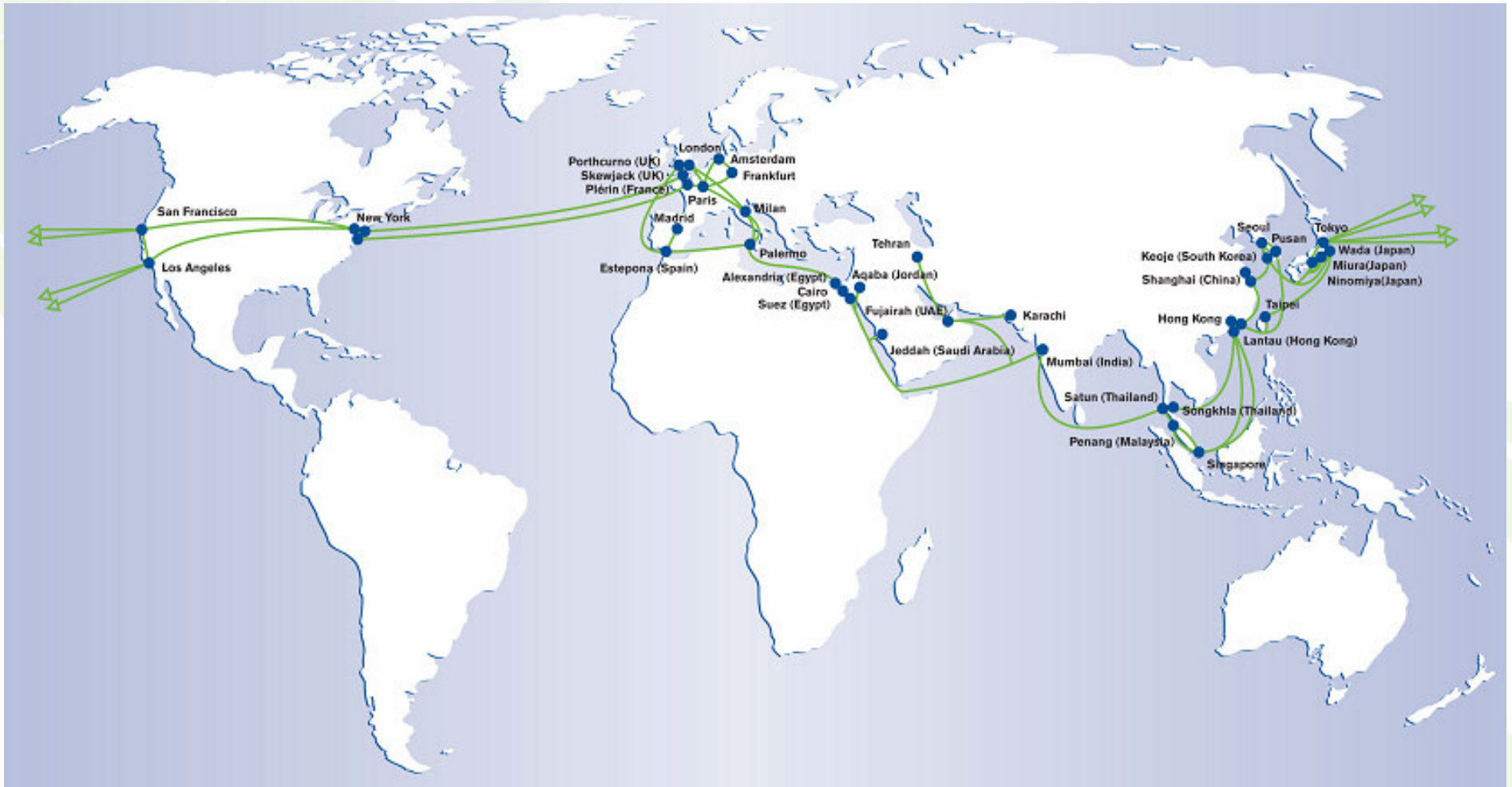
Agenda

- ⌘ Introduction
- ⌘ Our network
- ⌘ What I wished I had known
- ⌘ Conclusions

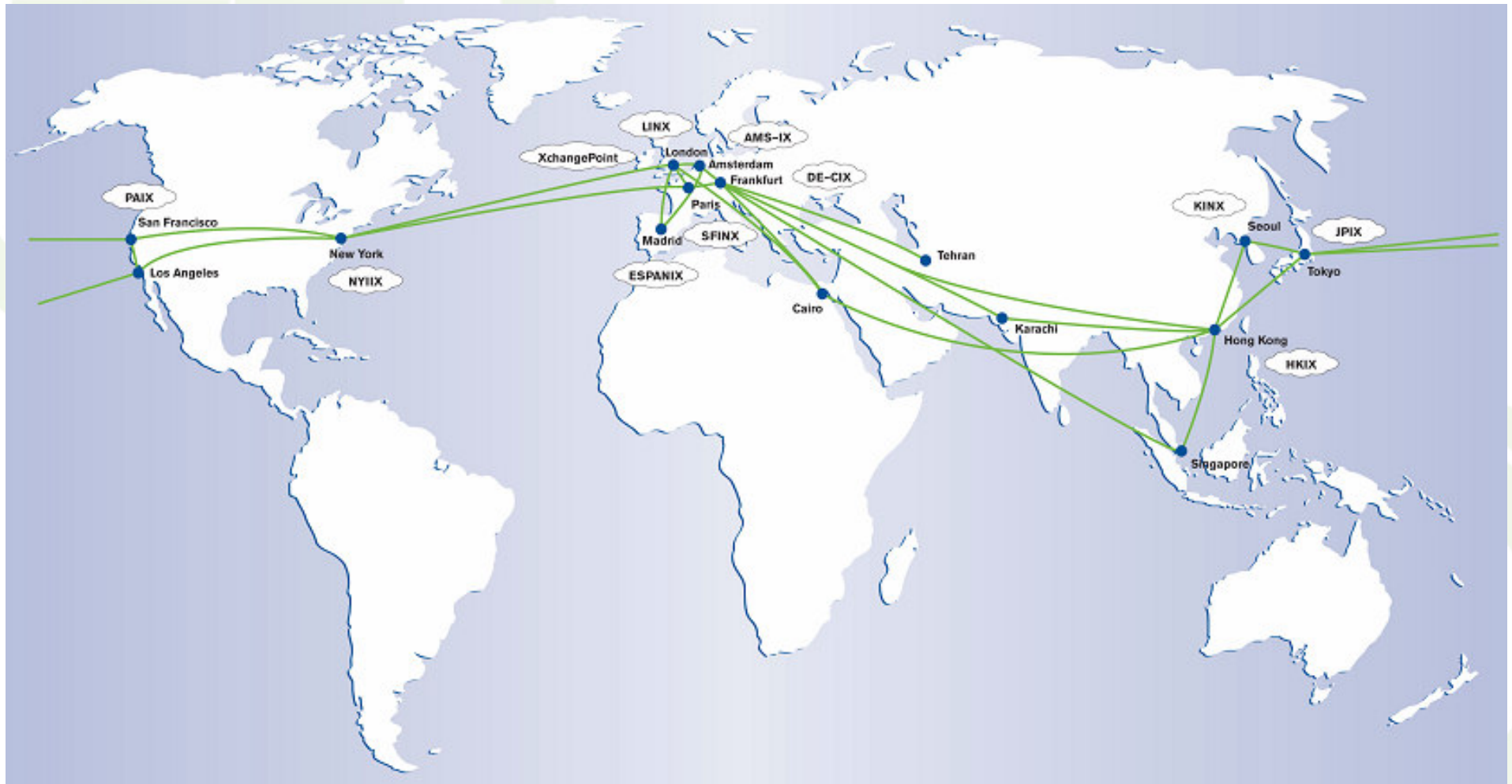
Introduction

- ⌘ Nigel Tittley – Peering Coordinator for FLAG
- ⌘ Reasonably well known in Europe
- ⌘ LINX founder and board member
- ⌘ RIPE NCC board member
- ⌘ 10 year's experience of European peering
- ⌘ Little experience of peering in the US
- ⌘ No experience of peering in Asia

The FLAG Global Network



FLAG Global MPLS/IP Network & Peering



What I wish I had known

- ❖ I thought that peering in Asia was just like Europe and the USA
- ❖ It isn't
- ❖ I hope this presentation can give *some* of the reasons

It's who you know

- ⌘ Peering in Asia is built up via personal relationships
- ⌘ You cannot expect just to email peering@some-asia-corp.com
- ⌘ You need to make personal contact
- ⌘ Preferably, you need to be introduced by an intermediate
- ⌘ May not be dedicated peering contact
- ⌘ May take a long time to find the contact
- ⌘ Meetings like APRICOT can help
- ⌘ If you want to peer.... see me afterwards

Where has all the traffic gone?

- ⌘ The traffic goes to strange places
- ⌘ *Not* all flows are to and from the US
- ⌘ Peer to peer traffic (such as music sharing) may take the lowest latency route
- ⌘ FLAG has a direct cable Europe – Asia so may attract strange peer to peer flows

When is an IXP not an IXP?

- ⌘ Often run by local incumbent
- ⌘ May just be a selling point for local transit
- ⌘ Check the contract thoroughly
- ⌘ Check the conditions of use
- ⌘ Remember that de-regulation is very new in parts of Asia
- ⌘ Get local expertise

It Pays to Advertise

- ❖ IXP's may not advertise their customers
- ❖ Some Asian IXP's may not carry lists of members
- ❖ List of members may only be available to other members
- ❖ Probably related to previous slide

What would you like with that?

- ⌘ Peering often cannot be negotiated alone
- ⌘ Peering may be part of an overall deal
- ⌘ Bandwidth swap
- ⌘ Partnership
- ⌘ Be prepared to be flexible
- ⌘ Be prepared to be patient

Yes or No?

- ⌘ “Yes” may not mean “yes”
- ⌘ It may mean “I heard you”
- ⌘ It may mean “I didn’t understand you”
- ⌘ It may mean “I think I understand you”

Playing the trombone

- ⌘ Traffic via the West coast
- ⌘ Transit is sometimes better than peering
- ⌘ In which case, try and sell transit!

Conclusions

- ⌘ Take nothing for granted
- ⌘ Make sure you have local representation
- ⌘ Accept that you will have to meet people in person
- ⌘ Try and learn a few words of the local language
- ⌘ Be patient



Thank You