



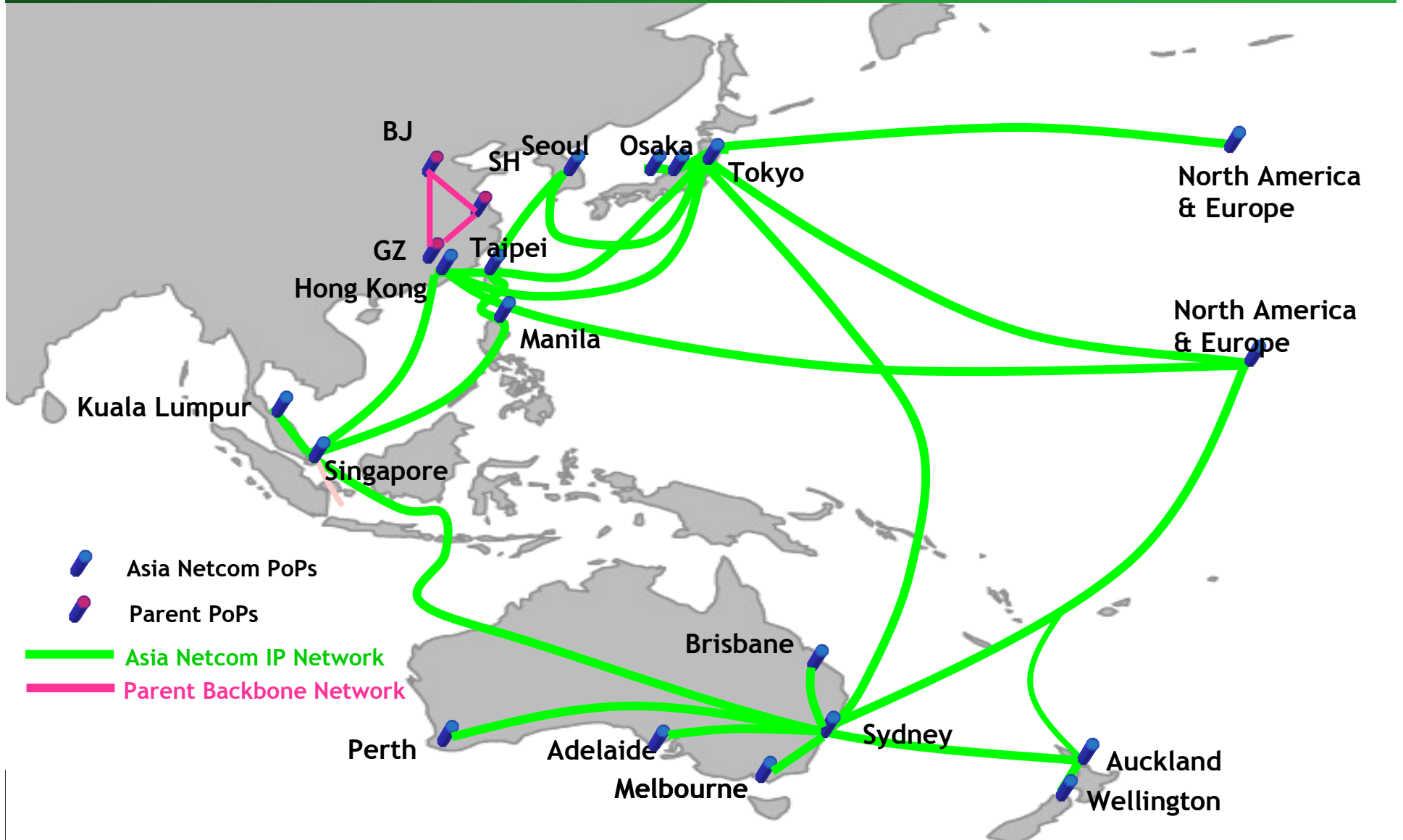
What we learn in Asia

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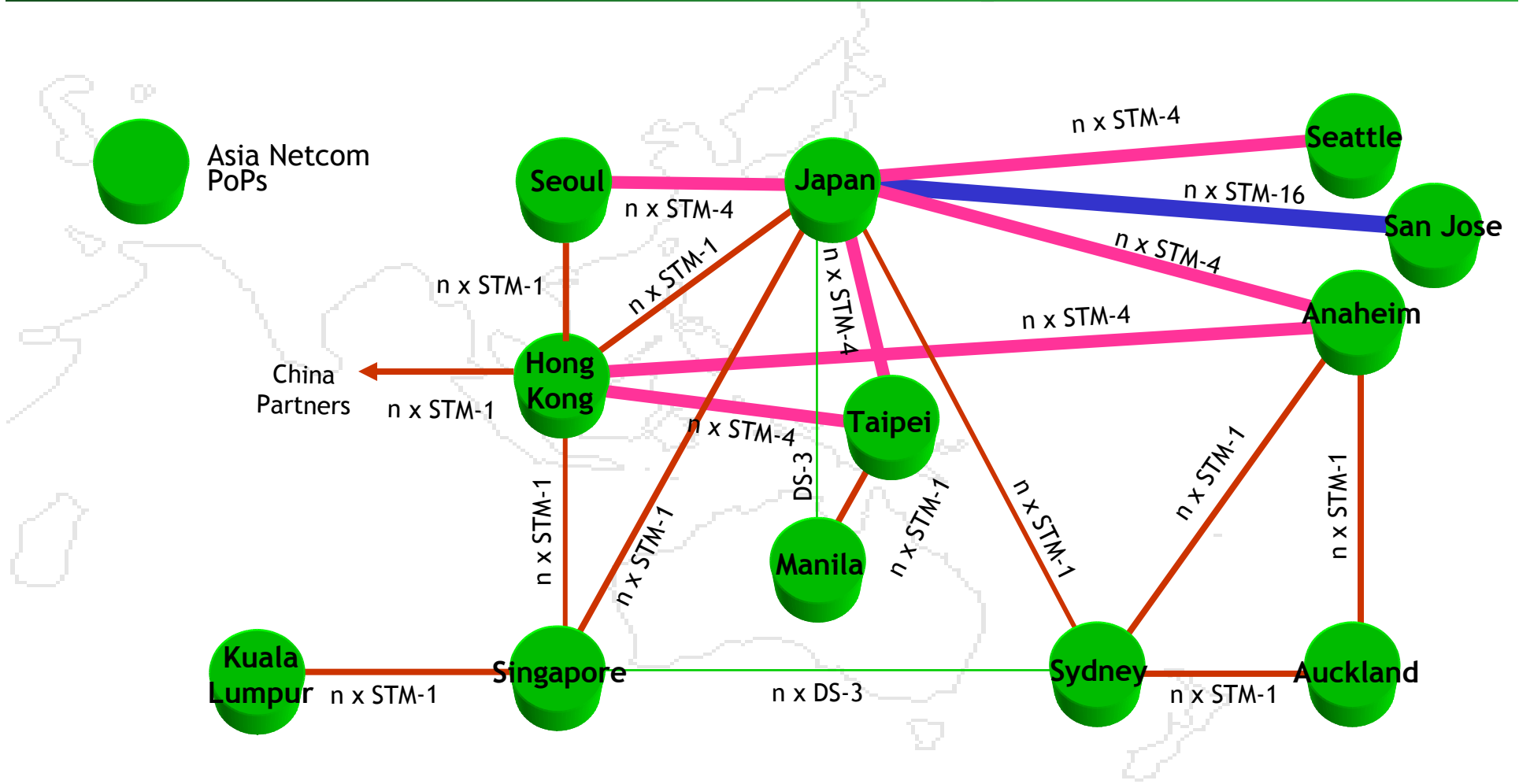
ANC IP Backbone

→ ...extensive regional coverage...

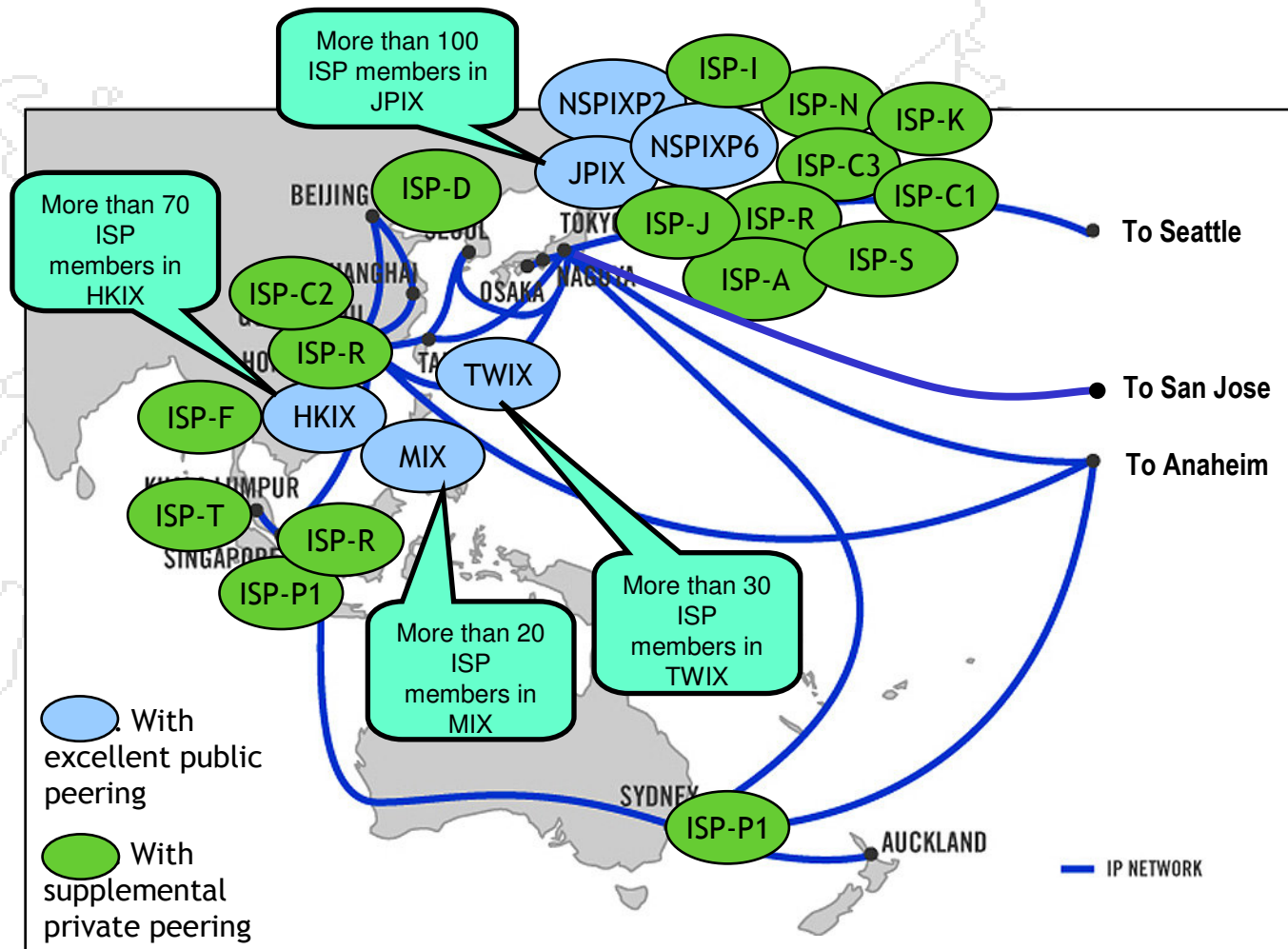


ANC IP Backbone

→ We operate an industry leading IP backbone



ANC IP Network Gravity



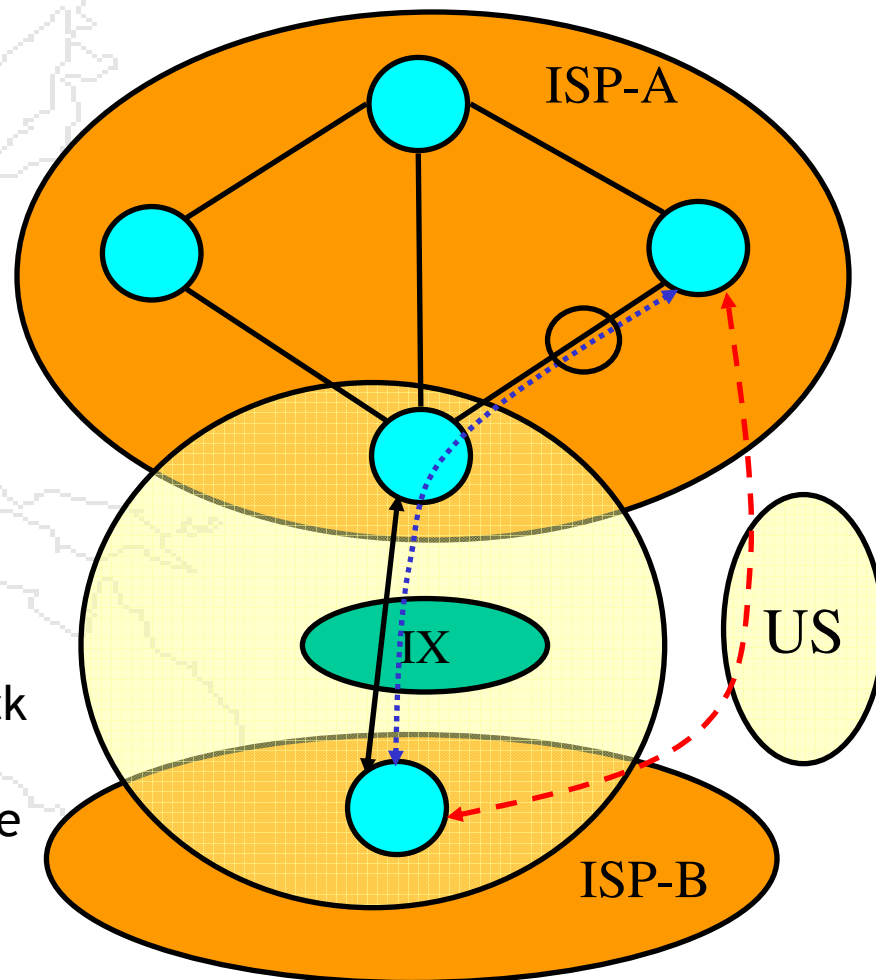
Peering:
Total Sessions > 200
Total Bandwidth > 5Gbps

Key Lessons we Learn

- What to consider when enter multi-lateral IX point?
- How to peer with Asia in-country incumbent ISP.
- Experience in peering discussions

What to Consider when enter Multi-lateral IX in Asia

- Multi-lateral IX, e.g. HK, Taiwan
 - Advantages
 - Cost effective, Efficient
 - Route announcements and peering strategy
 - Traditionally exchange domestic traffic only
 - Your focus countries
 - Performance consideration
 - Backbone Capacity planning
- Key to success:
 - Define your strategy clearly and stick to it in all multilateral IX points.
 - Cost effective, efficient and scalable intra-region backbone will provide flexibility to achieve your goal.



How to peer with Asia in-country incumbent ISP

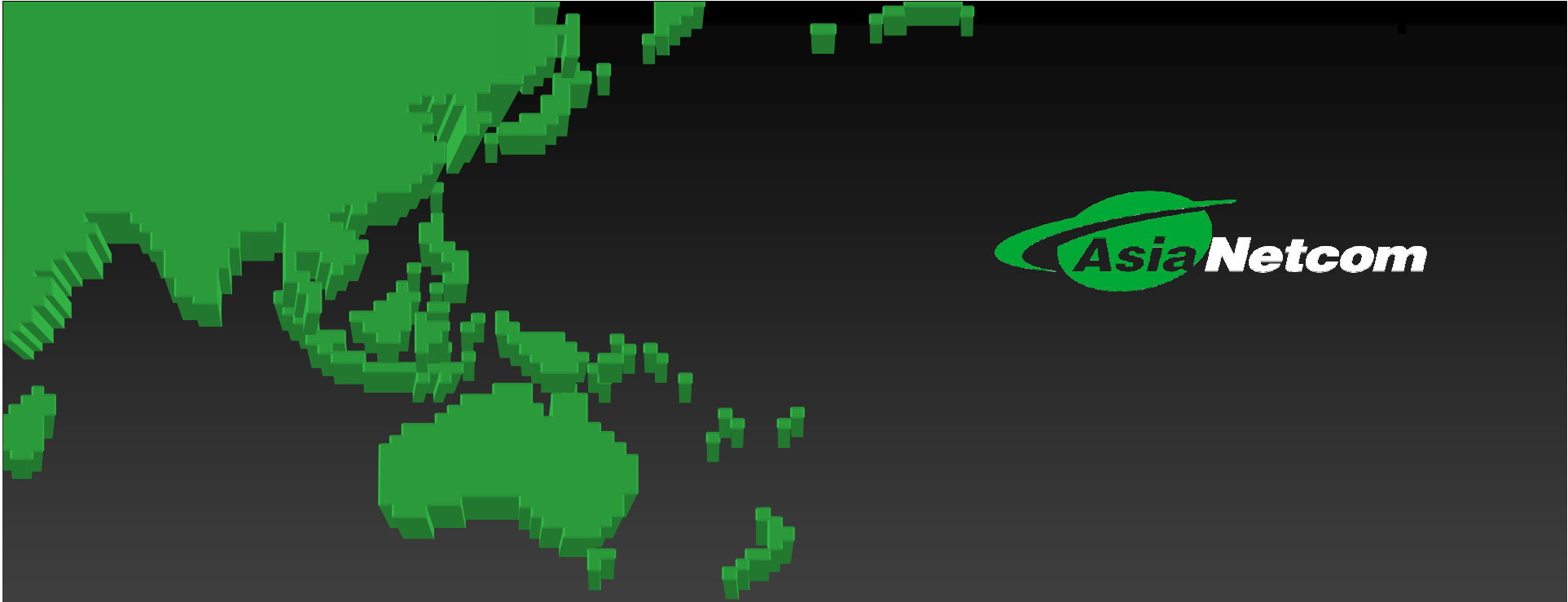
- Local vs regional / global ISP
 - Tier 1? Tier 2?
 - Small countries vs Big country
 - Connects with international capacity
 - Peering requires in each country
 - Unique Peering policy in different countries
 - In some countries, only agree to exchange domestic routes under your AS (no ISP customer traffic)
 - Most of them do not want to peer in home country
 - Leverage with other existing relationships with incumbent ISPs.
- Key to Success
 - Determine the best location to peer with them

Experience in Peering Discussions

- Try different angle to locate the right person “or moment”
 - We experienced a peering request had been rejected formally, but was accepted 6 months later with different contact.
 - We believe not only right person, but right moment is the key as this ISP’s backbone was congested and looking for a release.
- Local presence is important
 - Local line-up is a key driver to make thing moving and happen.
 - Not only related to culture, chemical happens in face-to-face discussion as well as commercial relationship occasionally.
- Difficulties increase with time during pass 4 years.
 - Not simply a technical setup, but rather a commercial issue
 - More and more decision was made based on commercial consideration instead of best traffic flows.

Summary

- Know what your strength and focus before enter into Multilateral IX points.
- Define your strategy and stick to it
- Think from the potential peering partner's angle before you approach them.
- Get local support in the discussion as much as possible.
- Be quick !!!



Thank You