



The Slightly Less Unwary Westerner
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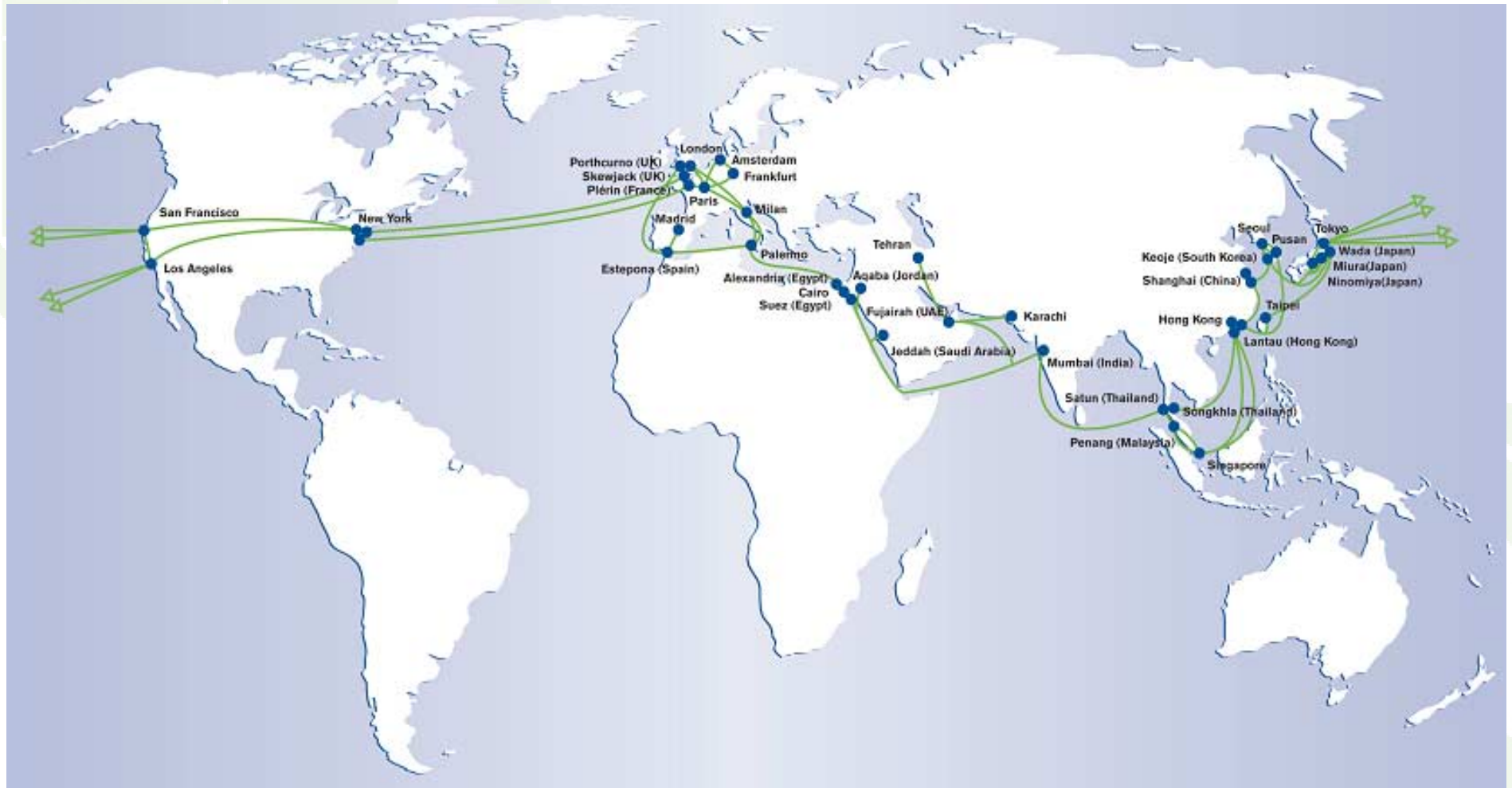
Agenda

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

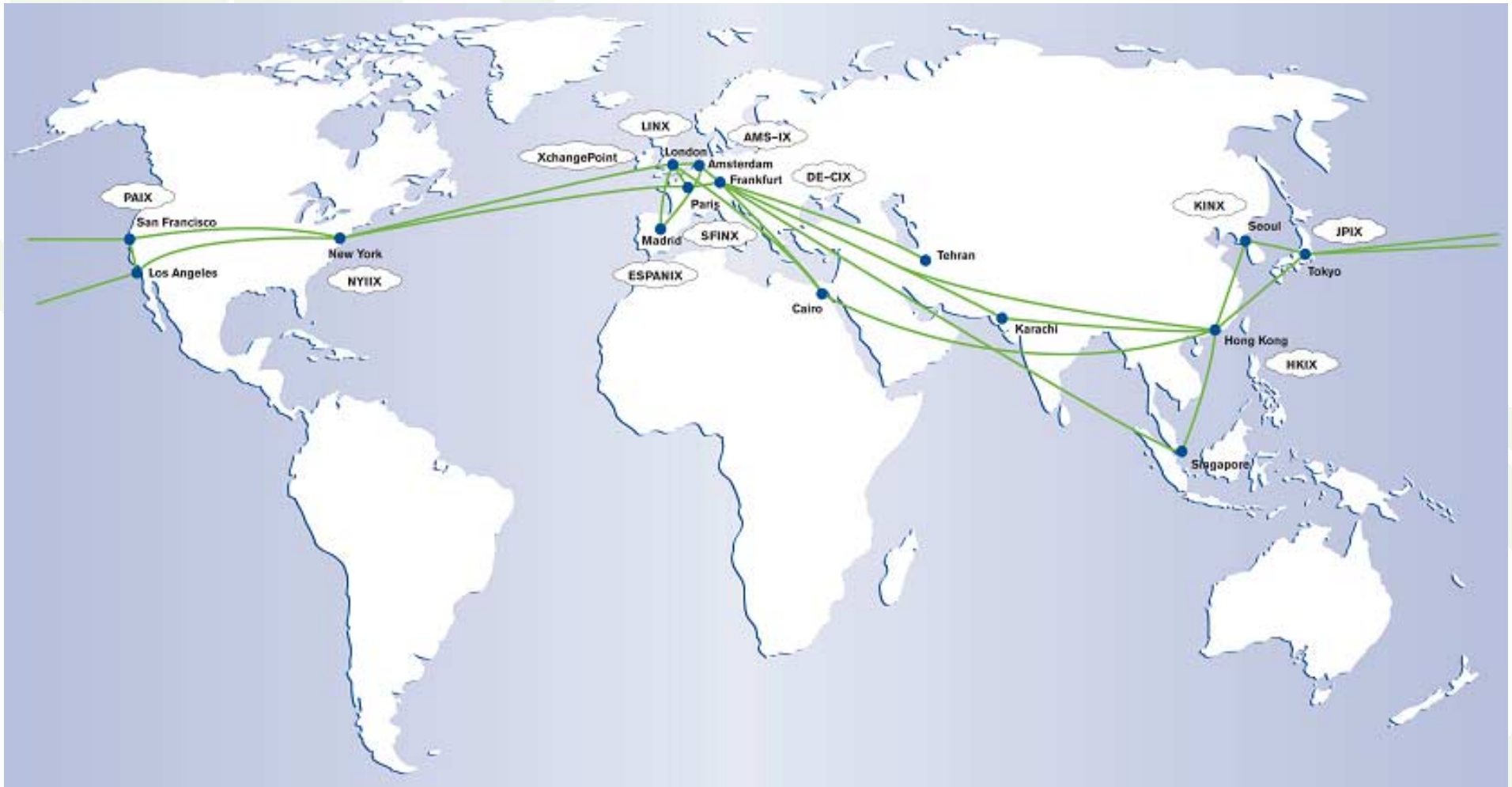
Introduction

- ■ Nigel Titley – Peering Coordinator for FLAG
- ■ LINX founder and board member
- ■ RIPE NCC board member
- ■ 12 year's experience of European peering
- ■ 2 years experience of peering in the US
- ■ A little 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 why they differ.

How it works in Europe

- I measure the traffic and decide who I would like to peer with
- I send an email to peering@someisp.com
- I get a response back giving me an answer “yes” or “no”
- If “yes” then we set up the peering
- If “no” then I try to find out why
- Simple
- Boring

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
 - Especially when Equinix is buying the drink
- 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
- ❖ Website may only be in the local language (Taiwan is particularly bad here)
- ❖ 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
- There may be conditions attached
- Partnership
- Be prepared to be flexible
- Be prepared to be patient

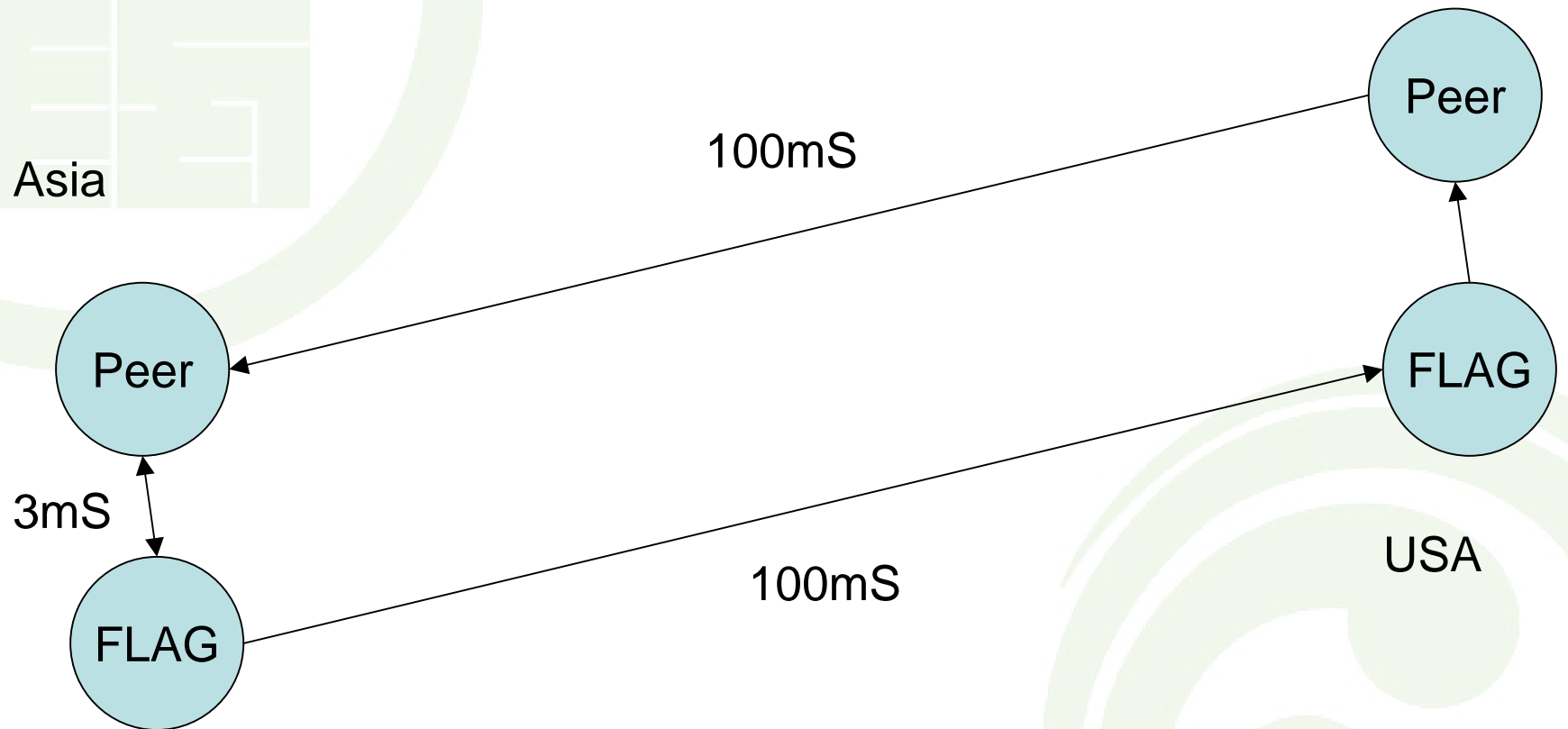
Yes or No?

- ■ “Yes” may not mean “yes”
- ■ It may mean “I heard you”
- ■ It may mean “I heard you and I think I understand you”
- ■ It may mean “I didn’t understand you, but keep on talking anyway”

Playing the trombone

- ■ Many Asian countries are dominated by a single incumbent
- ■ The incumbent will almost certainly not peer in country for (perceived) competitive reasons
- ■ Peering is not under such scrutiny as it is in the US and Europe
- ■ They *may* agree to peer within the Asian region, but not in country
- ■ They may only agree to peer on the west coast of the US, in which case this is what may happen

Playing the trombone (2)



Playing the trombone (3)

- ❖ Traffic may route via the West coast
- ❖ Transit is sometimes better than peering
- ❖ It may be better for your customers' sakes to swallow your pride and take transit rather than peering far away from the region.

The Great Questions

■ ■ What is the answer to Life, the Universe and Everything?

- Answer: 42

■ ■ Where do babies comes from?

- Answer: they are found under rose bushes

■ ■ Why won't China Telecom peer with me?

- Answer: ?????

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