

Values of an IX

» Security of the investment

is the highest value indicated by the future importance of the IX that leads to an imperative for the IX to grow.

Independence from state institutions, legal & political stability pays into security of investment as well.

» Network effects

is another value for an IX related to the size of the Population.

» Support to set up the service & daily operations matters

Is a lower rated value (surprise 😊) but will get significantly important if not met the expectations.

Business model for IX

- » The business model doesn't make the IX work or grow.
 - » Needs to be there for a plan.
- » Individual or group accountability make the IX work and grow.
 - » It's a people business.
- » Free lunch or disruptive isn't sustainable,
 - » Maybe good for quick wins.
- » Budget, story telling, accountability & market are important.
 - » It's commercial.
- » „Act good and make it known“



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DE-CIX Management GmbH
Lindleystr. 12
60314 Frankfurt
Germany
Phone +49 69 1730 902 0

info@de-cix.net

www.de-cix.net

Thank you.