

AFIX Technical Workshop: Session 7 Trainer's Notes

Business aspects of Internet Exchanges

This session explores the business models applicable to an IXP and the associated financial and business implications.

Timing/duration

1.75 hours.

Prerequisites

Participants should have completed the previous sessions in the workshop.

Resources included

- Handout – can be copied and handed out to participants, or put on a CD or website.
- Powerpoint presentation

Content

- Key non-technical characteristics of a successful IXP.
- Appropriate forms of business entity.
- How to ensure financial sustainability: appropriate fee structures and settlement options.
- Managing relationships among stakeholders and clients.

Objectives

After the workshop, participants should:

- Know which are the most important business and financial decisions to be made in setting up an IX.
- Have the knowledge and tools to assess the most appropriate options for their own context.
- Be able to anticipate likely political and business-related problems and know how these have been solved in other contexts.

Comments

The trainer should be thoroughly familiar with the content of the handout and supporting documents.

The trainer should allow 15 – 20 mins at the end of the session for discussion of the final questions in the presentation.