



France-IX Strategy

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Board decision on CEO 2021/2022 objectives

- **Financial results – 15% growth**
- **Marketplace offering** reset, launch H2 (including portal)
- Complete **financial/accounting dashboard** overhaul, monthly updated
- Rip-n-replace **CRM**
- **Platform availability** of >99,995%
- Finalize streamlining/rationalization of the **Rezopole merge** (tech+staff+CRM)
- Activate/Launch **Lille PoP**
- **Community and employee satisfaction review**
- **Community events** (France-IX tour)
- **New resellers business model**

Business Model - Reminder

Evolution of the business model 2 years ago:

- Peering Port-based model → low rent/port, service-based charges

Pricing

- Suppliers costs have gone up noticeably (colo, carriers, NOC) in recent couple years
- Energy prices have skyrocketed in .FR
- Inflation at an all time high in .FR

Yet France-IX did not pass on these costs to pricing!

Evolution of our MarketPlace

Simplified packaging, consistent with peering

- Port vs Services: ports are cheap, any service can be added to run on top of a port
- Different services to add on a port: peering, MarketPlace
- No need for separate MarketPlace anymore

New MarketPlace service outline:

- Dedicated portal for the Marketplace
- Multiple types of Marketplace services: Transit, Cloud OnRamp
- Soon announcing new partner in the Marketplace

New marketplace to launch early H2

2023: Consolidation + Growth

Since last year:

grow technical, sales and marketing teams to scale with growth

Priorities for 2023

- finalize remaining updates to the national platform (see next items)
- extend/streamline services to all PoPs
- Further automate end to end order→provisioning→invoicing workflow
- Develop additional offers/partners via the mkp

2024+

- Go back to potential additional rollouts (FR and Intl)
- Outside of FR: strengthen our position as a consolidator/aggregator of FR content and Access to intl networks





Thank you !

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