

France-IX board report – AGM 2019

Christian Kaufmann

Executive Board Members : 2018-2019

- **Christian Kaufmann** – President – Individual seat
- **Clément Cavadore** – Vice-President – Individual seat
- **Florence Lavroff** – Secretary – Individual seat
- **Jérôme Fleury** – Treasurer – Company seat (Cloudflare)
- **Rebecca Stanic** – Individual seat
- **Nicolas Strina** – Company seat (Twitch)
- **Grégoire Villain** – Company seat (Kentik)
- **Stéphane BORTZMEYER** – Individual seat



1 seat open to elections during the 2019 AGM (end of mandate for Nicolas Strina)

✓ **4 seats open to elections for 2020 !**

Missions of the board members

- Participate to meetings (conf-calls & F2F)
 - Represent the association and be a spokesman
 - Make the link with the France-IX's community, collect needs and expectations
 - Contribute to the strategy of France-IX, help to define new services, bring high level advices to the CEO
- ⇒ All board members have to comply with a Code of Conduct
- ⇒ Board members do not get paid for their contribution (voluntary base), but their expenses can be reimbursed upon justifications when they have to travel especially for France-IX meetings. Same policies as for France-IX staff apply (fly economy, train 2nd class...)

Missions of the board members

- Define & validate CEO main objectives. For 2018-2019:
 - Grow number of members for Paris & Marseille, encourage and follow upgrades
 - Marketplace growth (increase number of active circuits between sellers and buyers)
 - Attract specific networks to France-IX (new significant French ISPs & sign contracts with new African networks)
 - Maintain platform availability > 99,995%
 - Reporting & dashboards
 - Annual report
 - Quarterly financial dashboards (accounting report & cash flow)
 - Implement new CRM to optimize sales management and track lead-time between cycles
 - Partnerships with other IXPs (cooperation)
 - Study opportunities for France-IX footprint extensions
 - Satisfaction review for members
 - Satisfaction review for employees (360° review)
 - Diversity
 - Company culture & values

Missions covered by the board during 2018-2019

- Validate the annual budget (from 1st of January 2019 to December 2019) and follow on its application and changes
⇒Eased by quarterly financial dashboard
- Validate new pricing (applied on 1st of January 2019) and launch of new offers (diversification of 100G offers, with 100G-10G, 100G-20G and 100G-40G)
- Validate global strategy
- Regular updates on market and competition
- Follow infrastructure and services main evolutions
- Escalation role when required (issues with vendors/partners, abnormal payment delays from some customers/members)

Executive Board Meetings

- Conference calls: once a month (1 hour)
- F2F strategic meeting : full day (twice a year)
 - 17th of May 2019
 - 10th of September 2019 - Agenda:
 - Report from CEO about 2018-2019 objectives
 - Focus on satisfaction enquiry from members, results of 1st satisfaction enquiry from employees
 - Feedback to the board about organizational/social changes for France-IX employees during 2019 and next steps for 2020
 - Feedback from the board to the CEO and renewal of its mandate
 - Update on market trends and competitors & impact on France-IX strategy
 - New offers and services for 2020
 - Proposal for new CEO objectives for 2020
 - Training for board members

Contact the board & collect France-IX members requests/expectations

- Board members are attending the 2019 AGM !
- Send an email to the board: **board@franceix.net**



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