

Panel discussion

Moderator: Frank Orłowski of DE-CIX

Panel participants from:

- AMS-IX, CIX, LONAP, MIX, NaMeX, Netnod, NIX.CZ and NPIX

Convincing ISPs to join an IXP

- What tips do you have?
- Do you have a "sales" department?
How effective has it been?
- How does your IXP educate ISPs about joining "an" IXP?
- How do ISPs evaluate the value of an IXP?
- How do you convince them to join "YOUR" IXP?

Convincing incumbents to join

- Tell us about your experiences
- Has the incumbent ever left your IXP?
 - What effect did this have?
- Do you ever allow some parties to connect to your IXP for free while the rest have to pay? If so, how do you justify this?

Dealing with "competition" and "trust" between parties

- Was this an issue when your IXP was being established?
- How did you overcome these problems?
- How important is “neutrality” when setting up an IXP?

Convincing "politicians" and government departments that an IXP is a good thing

- How much effort do spend on this?
- Do they get the big picture?
- How do you go about this?
- Is this important?