Test Traffic Measurements, Turning the project into a Membership service

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Outline of this talk

- Introduction
- Selling test-boxes as a membership service
- Discussion

Introduction

- So-far, this was a project paid from the general NCC budget
- Limit of 1 test-box per site
  - Give everybody a chance to participate
  - Interest for more boxes at a site
    - Large customers with several (major) PoP's
- Current RIPE-NCC members only
  - Lot of interest from non-members
    - But they often don't want to become a LIR
  - Not all current members are interested in this service

Introduction (2)

- Turn TTM into a separate service that can be bought from the NCC
- Brainstorming...
- Model:
  - Buy one or more test-boxes
  - Pay a yearly service fee for the operation of the box

Selling test-boxes

- General idea, looking for feedback

- Disclaimers:
  - Preliminary figures, could be off by 10%
  - Assumption: Double network in 2000, or 100 test-boxes in the field late 2000
  - Volume discounts for host sites not yet discussed

- AGM: *Service should generate a self-sufficient budget in 2001*
  - Estimate: Generate • 300,000 in service fees in 2001

Buying a test-box

- 1 test-box
  - Hardware: • 2500
  - Shipping and installation: • 500
  - Total: • 3000
  - Taxes, import duties, etc to be paid by the host site
- Includes:
  - Pre-configured test-box
  - 3 years warrantee, some possibilities to swap a broken box with a spare
  - Installation support by email

Service fee

- No service fee in 2000
- From 2001 onwards • 3000/year
  - Assuming • 300,000 and 100 boxes

- Service fee includes:
  - Operation of the test-box as a “black box” by the NCC
  - Access to all data taken from/to the box at your site
  - Access to all products based on the TTM data
  - Maintenance and support

Private experiments

- Defined as
  - Measurements on your internal network, where you don't want to share the data ***OR***
  - Other measurements that can be done with a TB
- Buy another test-box
  - We'll give you the root-password
  - After installation, you are on your own.
  - We will not collect or analyze the data

- The box cannot be used in the normal measurement chain

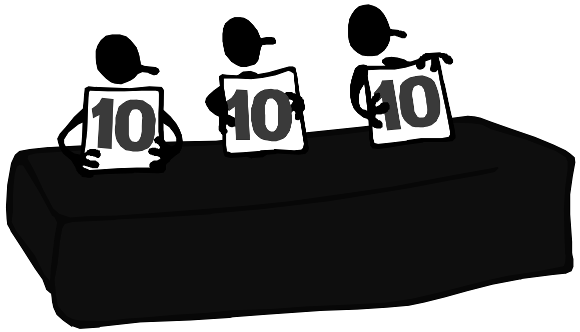
Build your own test-box?

- Might be cheaper
  - ⇒Only buy the software, or buy a clock plus software
  - \+ Price differences between countries
  - – The NCC gets volume discounts
- Needs more work from your site
  - – Some knowledge of FreeBSD necessary
  - – Test-box setup takes half a day (or so)
  - – Only a very limited number of hardware configurations can be supported by us
- Sometimes faster
  - \+ You don’t have to wait for us to produce the box
- Is there any interest in this?

Next steps

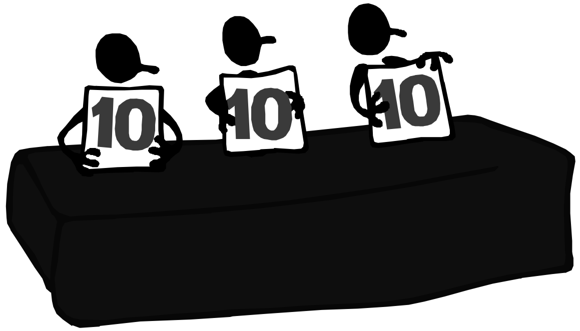
- Discussion
  - RIPE35
  - Mailing list
- Finalize plans
  - Produce “service agreement”
  - Produce “glossy brochure” for your manager
- If there is consensus, then we plan to have this in place before RIPE36

Discussion



- Do you like this concept?

Discussion



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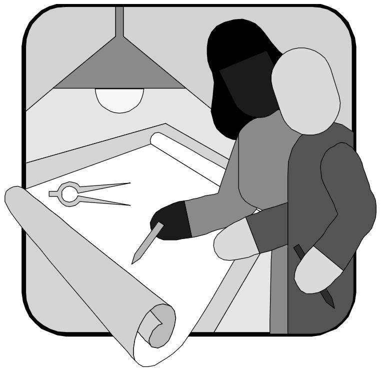

- If not, it’s back to the drawing-board, but what should be changed?

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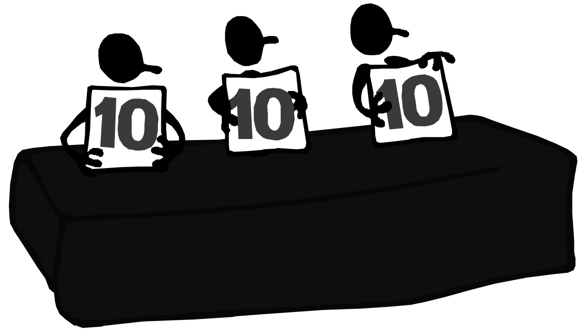

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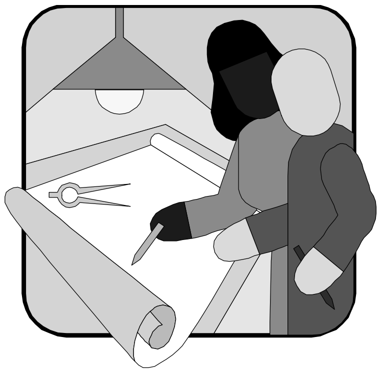

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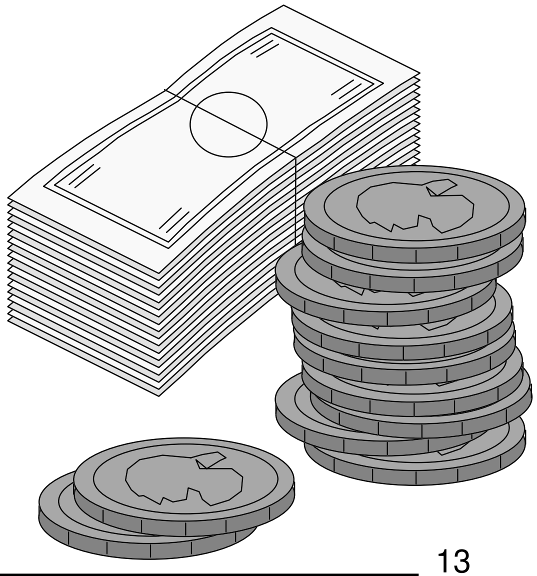

- Would you be interested in paying for this service?