# Product Update

**Richard Petrie**
CTO

27th May 2022
LINX116
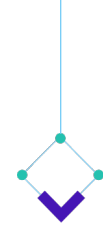
# Product Update

Update on new pricing model

New ConneXions contract and pricing

LINX Marketplace

Member Portal updates

**Product Update**

Update on new pricing model

# Update on new pricing model

- Move away from fixed Port prices to a more flexible model, separating physical ports from services

- Features:
  - Phasing out of 1G ports
  - Easier upgrade paths to 10G and 100G
  - Adjust service speeds to your demands
  - More flexibility in combining peering and other services

- Available service speeds were defined based on a combination of what we see as useful to members, but also limiting the risk of revenue loss
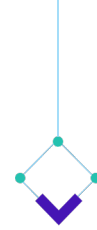
# Update after the first 5 months

- 2Gbps Peering Service on 10G Port

| Orders | New Capacity | Downgrades | Upgrades | Upgrades (LAG) |
|--------|--------------|------------|----------|----------------|
| 35 | 1 | 1 | 33 | 0 |

- Ahead of budget/plan
- Significant numbers of upgrades from 1G ports

- 5Gbps Peering Service on 10G port

| Orders | New Capacity | Downgrades | Upgrades | Upgrades (LAG) |
|--------|--------------|------------|----------|----------------|
| 14 | 1 | 6 | 7 | 0 |

- Slightly behind budget/plan
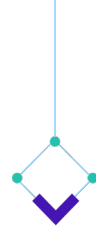- Number of downgrades within expected range

# Update after the first 5 months (cont.)

- 30Gbps Peering Service on 100G Port

| Orders | New Capacity | Downgrades | Upgrades | Upgrades (LAG) |
|--------|--------------|------------|----------|----------------|
| 20 | 5 | 6 | 5 | 4 |

- Ahead of budget/plan
- Number of downgrades within expected range

www.linx.net

# Summary and where next

- Overall good feedback on the new model

- Orders (mostly) within our planned/expected numbers

- We are actively talking to members with 1G ports with a goal to migrate them to 10G ports where possible

- We will continue to monitor the progress and review the available bandwidth speeds over time
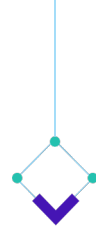
**Product Update**

New ConneXions contract and pricing

# New ConneXions Contract and Pricing

- Existing Pricing model evolved over time and became rather complex and also not in line with the new port/service based pricing model

- 2022 ConneXions Pricing
  - Same prices for services, independent of underlying physical port
  - Pricing based on Peering Service fees across LANs
  - Partner incentive based on Partner Tier (Silver, Gold, Platinum, Diamond)

- Complete review of contract to bring in line with other LINX contracts

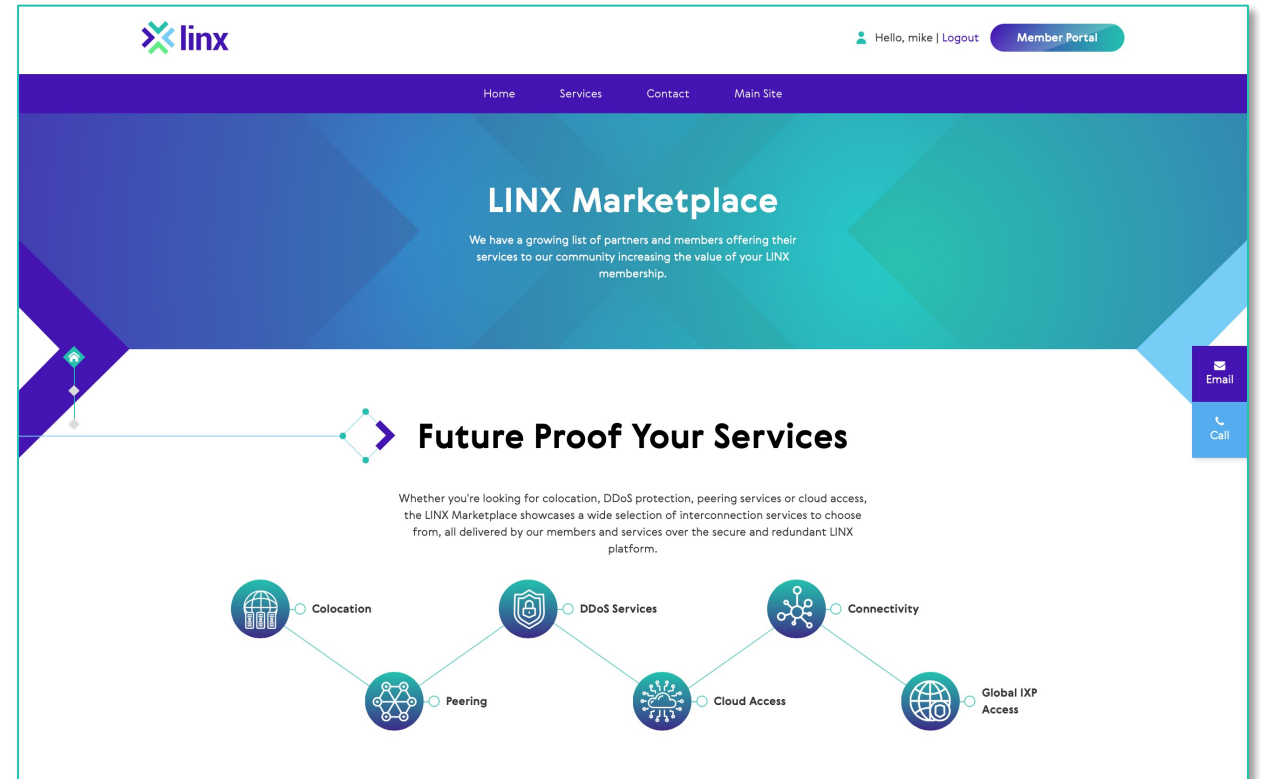- ConneXions partners have been contacted this week

www.linx.net

**Product update**

LINX Marketplace

# LINX Marketplace Launch

- Ready to go live!

- Official launch date: 8th June

- https://marketplace.linx.net

**Product Update**

Member Portal updates

# Member Portal Updates

- The first release of the new portal at the end of last year provided not only a refreshed look and feel, but also included a lot of backend changes and improvements providing the functionality needed to bring more functionality to the portal.

- Fully automated "Self-Service" MAC address changes were the first of many more to come.

- Throughout 2022 will will release additional functionality and improvements with focus around order processes and automation.

- All new feature releases follow an enhanced testing and full review process.
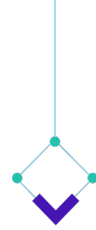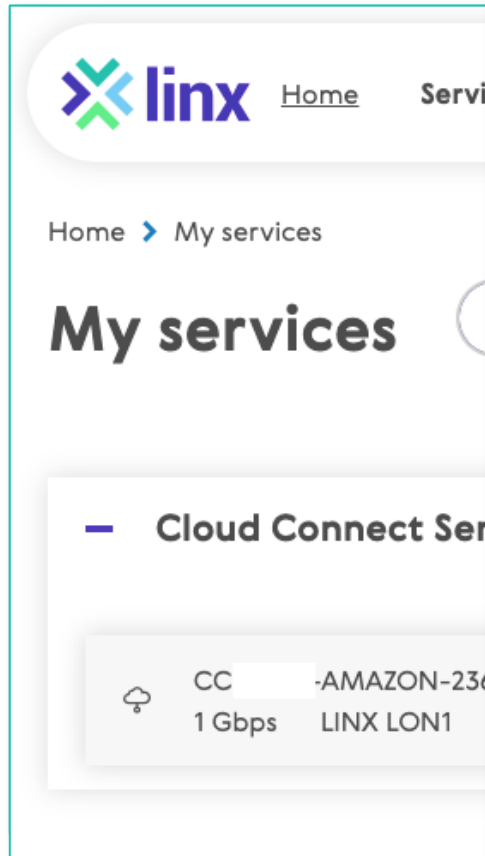
# New Port-based Services View

- Currently we only show basic details on port based services on the main Services page. This limits what can be shown for Private VLAN, Closed UserGroup or Cloud services.

- The new view shows you all the relevant details on a per-service basis and direct order links

- Additional functionality will get added over the coming months

- The feature is available now on the portal


- The following are a couple of examples:

# New Port-based Services View

# Orders – Pricing Info

- Dynamically updated pricing details will be shown as you go through an order process

- The first release will enable the functionality for New Ports and Peering Services.

- Over the coming months, as we are releasing the new order forms for other services, pricing info will also be included.

- First release expected shortly. Final changes being done following internal testing.

# Orders – Pricing Info

# Automated provisioning of ConneXions Service Orders

- End-to-end automated ordering of new ConneXions Peering services

- First feature which uses the OMS (Order Management System) functionality of the platform

- Workflow:
  - ConneXions Partner completes order for a new Peering Service for an existing member
  - Order is being validated automatically, and if valid, the new service will be added to the selected Reseller Port and is ready for quarantine testing.
  - ConneXions partner and member configure their side of the service and trigger the quarantine testing.
  - If the test is successful, the service gets moved into the Peering LAN and is active.

![linx logo]

# Order and tracking details

**Where is my order?**

- ✓ Ordered
- ✓ Inventory
- ✓ Quality assurance
- ✓ Provisioning
- ✓ Completed

## Order 100621

**Membership details**

Order request by          -

Member

### Order item 1

**Order item details**

| | |
|---|---|
| Service number | 105316 |
| ASN | |
| Bandwith | 30 Mbps |
| LAN | Junos Dev |
| Location | Virtual building |
| VLAN ID | 103 |

**Additional details**

---

**linx**   Home   Services   **Orders**   Me...

ℹ All LON1 members need to reconfigure their peeri...

Home > Orders > Order details

## Order and tracking detai...

Where is my order?

Ordered

# Order and tracking

ℹ Your service has been configured succe...
Service ID: 105271
IPv4 Address: 172.16.0.214/24
IPv6 Address: 2001:db8:4::53:4cb0:1e/64
Please configure the assigned IP addres...

SEARCH    ③ ACCOUNT    ABOUT    ? HELP CENTRE

CONFIRM

19

# Events Area

- Complete rewrite of the Events functionality in the portal, front-end and back-end functionality

- First phase has been released ahead of LINX116

- Additional functionality will be added over the coming months.

www.linx.net

www.linx.net

21

# Release Roadmap for the coming months

- Two main focus areas for the coming months:
  - Order forms for all other services, including pricing functionality
  - Fully automated "self-service" functionality for logical services
    - New orders, upgrades, downgrades, cancellations

- Continuous improvement and enhancements, i.e.
  - Extend automated order functionality to changes/cancellation of ConneXions services
  - Extend service views for all services

**linx**

# Thank you

📞

✉️  mikeh@linx.net

in  linkedin.com/company/linx/

f  facebook.com/LondonInternetExchange/

🐦  twitter.com/linx_network

▶️  youtube.com/user/LINXnetwork