Creating connectivity:
How networkers manufacture the good of the Internet

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Uncertainties

Architectural  Legal  Economic
Coordination ...

... is necessary to overcome the uncertainties of Internet interconnection and manufacture connectivity.
Handling operational uncertainties

“Trust is important so that we don’t have to run around executing non-disclosure agreements constantly.”
„There is nothing about trust. You can trust your wife, not the peering partner.”
“If the trust is broken that is one of the very few things that will unite 99% of the Internet. If you are a bad actor and betray the trust, if you lie and say: ‘Well, I am Youtube,’ then the rest of the Internet is going to come down on you like a ton of bricks.”
Cooperation despite of distrust

Monitoring

Contracts
Productive interplay

Trust

Distrust
Handling economic uncertainties

“We don’t want to see a lot of sales guys.”
Transit

- money as an abstract medium of exchange
- standardised product, comparable
- market place for discovery
- competitive
- price > 0
- transaction, impersonal
- formal claim supported by law & statehood
- roles of buyer and seller

Peering

(settlement-free)

- mutually beneficial
- reciprocal
- no price for interconnection
  - each trade unique, requires new agreement about the good
- ongoing, promissory relationship
- informal, trust-based; no formal guarantee
Peering as second-order barter

„The benefit that people are trading is a business advantage.“
Conclusions

Uncertainties necessitate coordination

Trust and distrust work in tandem, are the basis for an informal, global interaction order

Transit follows market order; peering is a new form of barter

Looking at peering as barter reveals how integral it is as a conduit for industry communication, innovation and testing of interconnection practices.
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