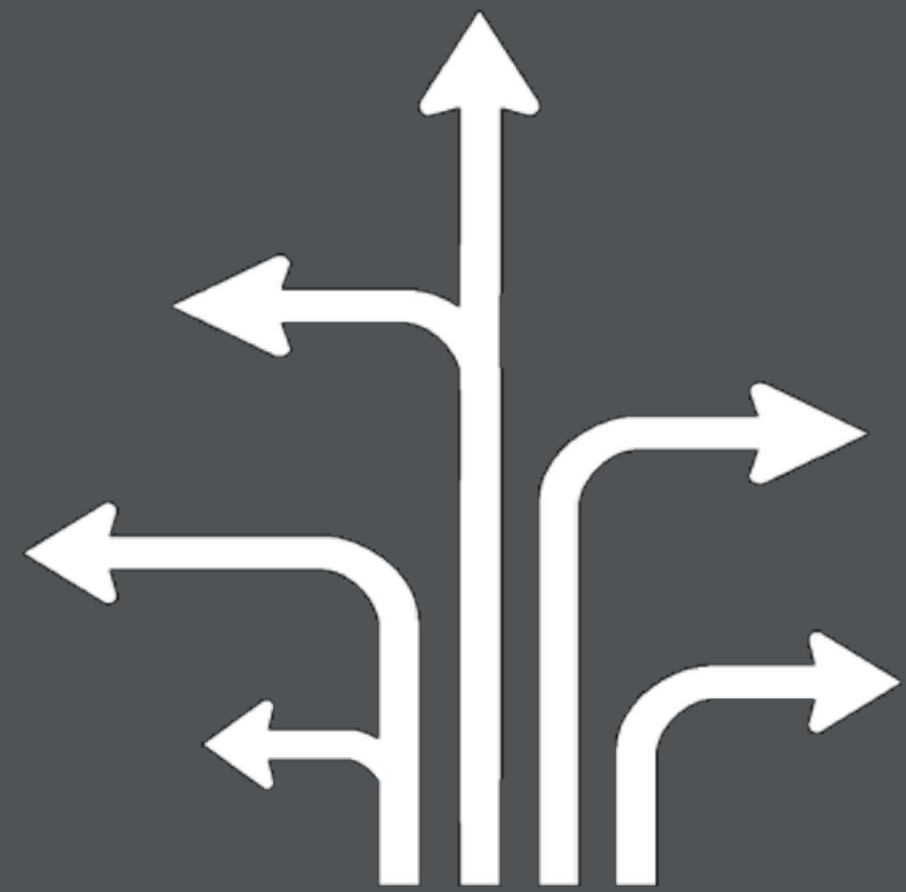




# Creating connectivity: How networkers manufacture the good of the Internet

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23 October 2017  
RIPE 75, Dubai

# 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

Agreement Number: \_\_\_\_\_

1.15. References to "this Agreement" or to any other agreement or document referred to in this Agreement are to this agreement or such other agreement or document as amended, varied, supplemented, modified or novated from time to time.

1.16. Reference to the Parties are to the Parties to this Agreement and include their respective permitted assignees and/or, in the case of other persons, successors in title to substantially the whole of their respective undertakings.

1.17. References to persons shall include bodies corporate and unincorporated associations, partnerships and individuals.

1.18. References to the singular shall include the plural and vice versa.

1.19. Headings to Clauses are for information only and shall not form part of the operative provisions of this Agreement and shall be ignored in construing the same.

**2. SCOPE**

This Agreement shall apply only to Peering Sessions between the Parties' respective Networks.

**3. CONNECTIVITY AND NETWORK PEERING**

# 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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