



# Internet Interconnection

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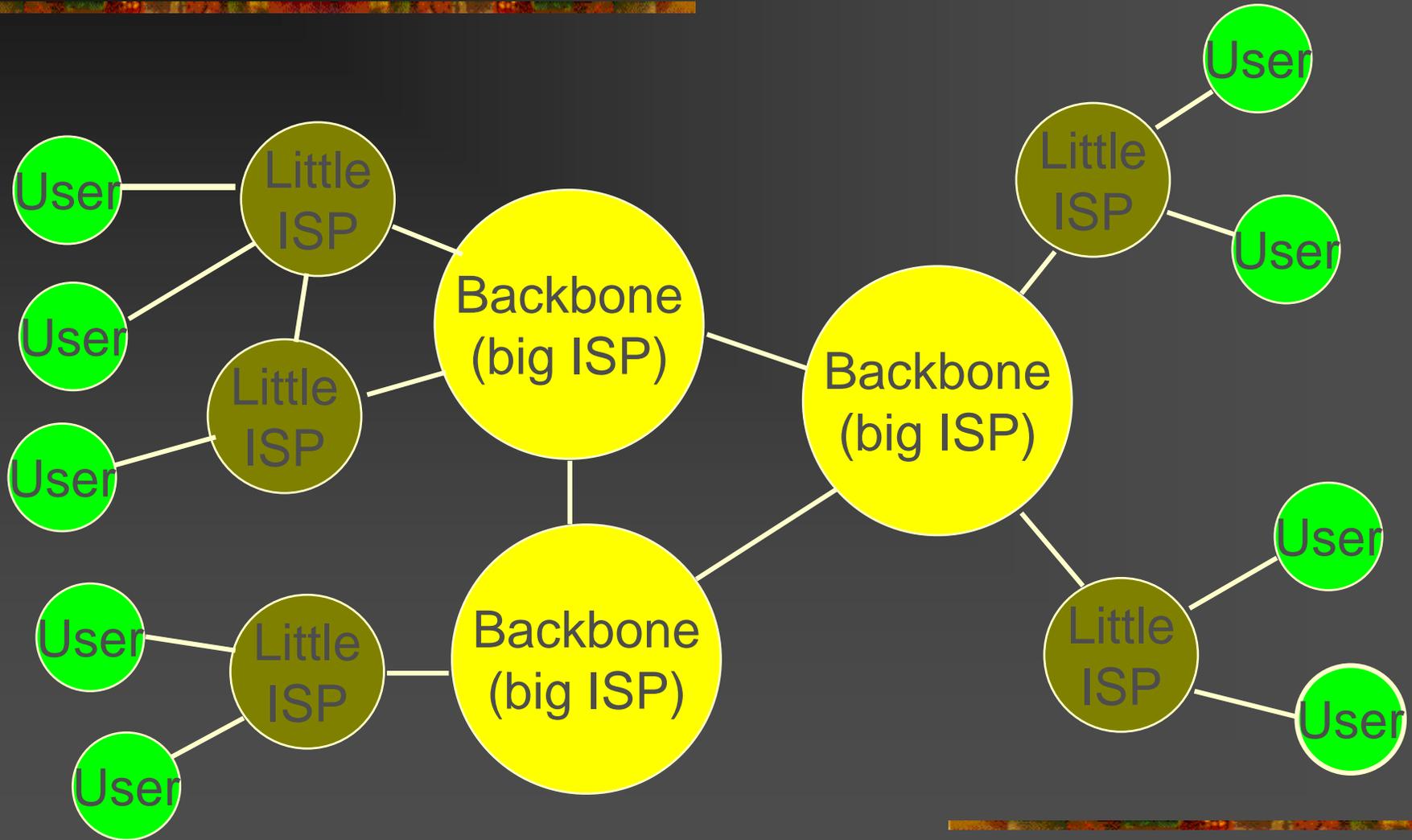
# The fundamental problem

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On what basis should competing ISPs interconnect so that the global Internet can happen?

- They have to interconnect.
  - They are fierce competitors.
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# The traditional Internet picture



# What constrains that picture?

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Money routing.

- Packets are an excuse to make money...

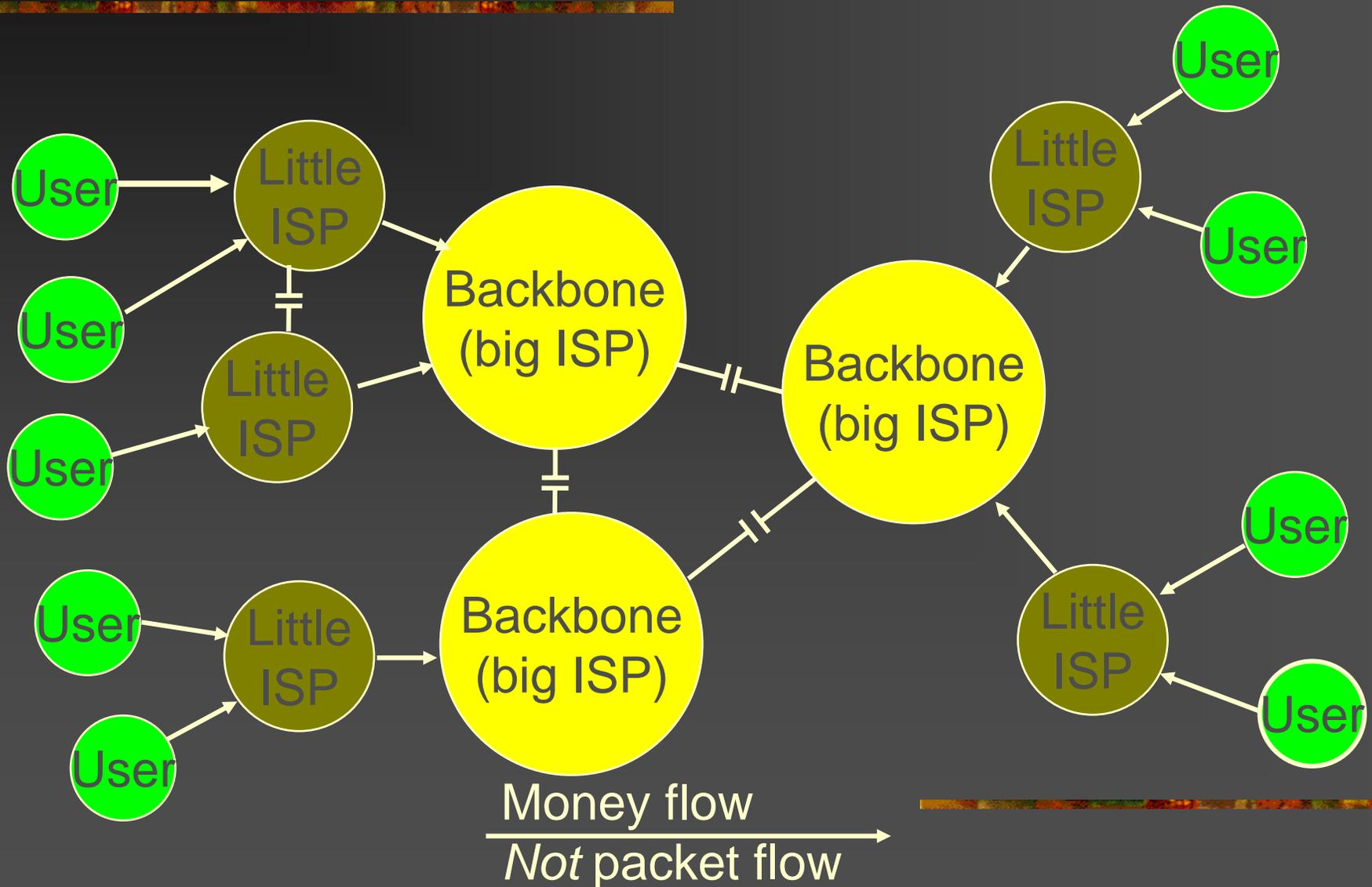
And old and possibly true story.

- “I thought *you* were going to pay *me* money.”
- Or: how not to trade in a car.

The result: revenue-neutral peering, or “money insulators”.

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# The money picture



# The two modes

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Transit: small ISP pays large ISP to deliver packets to/from anywhere.

Peering: two ISP agree to exchange packets for free.

- Normally, only packets destined for each ISP and its transit customers.
  - Normally, no payment.
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# Dig deeper--why?

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Internet has no expression of value flow.

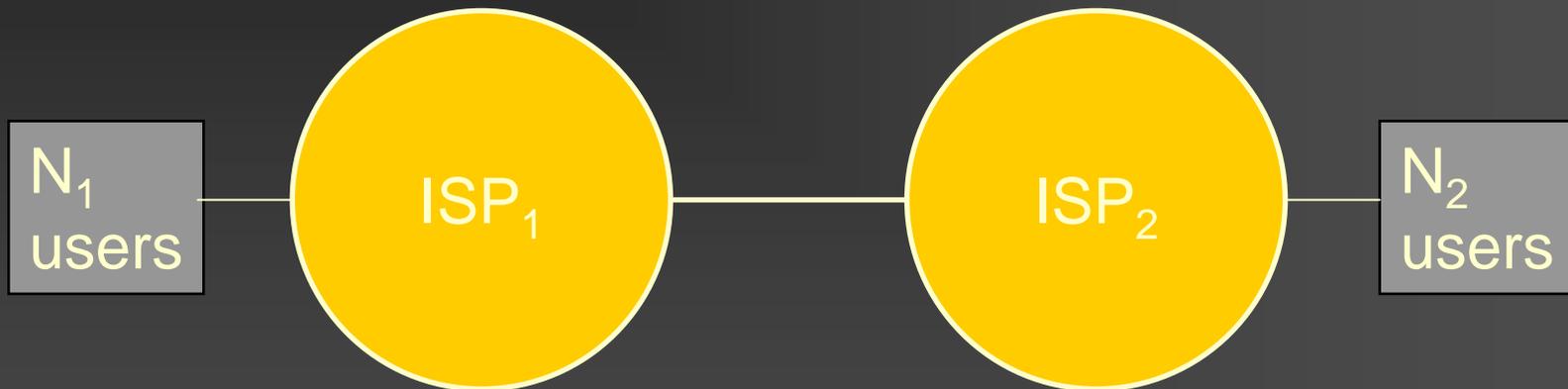
- No “800” numbers.
- Packet flow not the same as value flow.
- (No concept of a “call”.)
  - We were proud of that.

So, two rough arguments.

- 1) You were going to get the traffic anyway.
  - 2) Some sort of symmetry.
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# No payment = symmetric value

Much too simple analysis:



Value to ISP<sub>1</sub>:  $N_1 * (V_{1-2} * N_2)$

Value to ISP<sub>2</sub>:  $N_2 * (V_{2-1} * N_1)$

If  $V_{1-2} = V_{2-1}$ , terms are equal. Relative size does not matter.

# What actually happens

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Equal size

- No relative market power.

Balanced packet flows.

- Assume the value uncertainty balances out.
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# What is wrong?

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Peering points are sometimes congested.

- Hard to negotiate about upgrade.
- ISPs cannot offered assured end to end service.

Small players distort themselves to balance packet flow.

Perhaps there is a real inefficiency.

- Value is not symmetric.
  - Revenue neutrality is easy, but unjustified.
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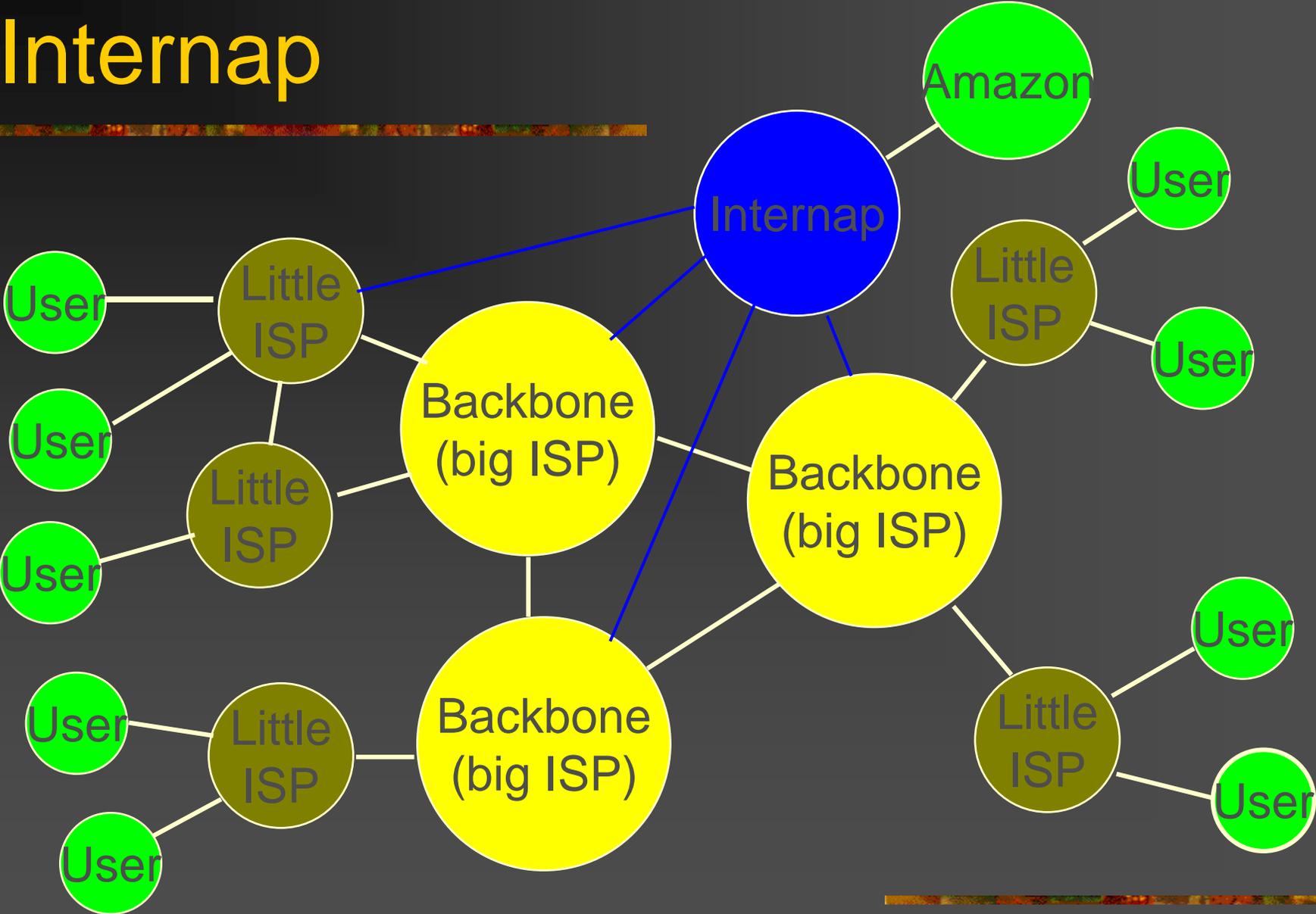
# Evidence

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Internap: giving Amazon (and others) assured access to their users.

- Emerged to serve a specific value flow.
    - Makes it possible to find the valuable packets.
  - Looks like “paid peering”.
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# Internap



# Why don't ISPs fix the problem?

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Still have the fundamental problem.

- No way to find direction of value flow.
  - Internap does it with physical path.

Negotiation might trigger antitrust concerns.

Negotiation with competitors still hard.

- Look for “cable alliance” and “telco alliance”.
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# What is *really* wrong?

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It is not just the inefficiency of peering.

- But note the recent posturing from SBC

It is the inability to create and offer new services.

Evidence:

- The (non-)history of Quality of Service.
  - Akamai
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# The phone company story

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Very different history.

- Interconnection is regulated.
- Simple, well understood service.
- Different revenue model (sort of).
  - Access charges and settlements.

Question for discussion: should we regulate Internet interconnection?

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