Exercise peering definitions

The Peering Simulation Game

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Apply the definitions

• Strategy Game
• Use the terminology correctly
• Negotiate Peering
• Successful in dozens of fora
• Engaging
• Fun!
The Peering Game
3 Rules

1. **Goal**: Maximize bank holdings. Make money by acquiring customers and reduce transit costs by peering.

2. **Play**: Roll the dice and expand your network by selecting that many adjacent “squares” of customers.

   Gain transit revenue of $2000 for each customer square you own.

   Pay transit fees of $1000 for each square of traffic that other ISPs own.

3. If at Exchange Point, two ISPs can **negotiate peering**:
   - $2000 recurring cost and loss of 2 turns, ISPs negotiates who covers the costs of peering.
A rolls 5,
Wants to peer w/B – moves to IXN
Receives revenue on 6 squares (6*$2000)
Pays Transit on others squares (3*$1000)
$12,000 - $3,000 = $9,000
## Transit Provider X

|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| A | A | A | A | A | A |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| A |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| X |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Y |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |

**A rolls 5,**  
**Pays Transit on others squares (3*$1000)**  
**Receives revenue on 6 squares (6*$2000)**  
**$12,000 - $3,000 = $9,000**

## Transit Provider Y

|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
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|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |

**B rolls 3,**  
**Going to IXE**  
**Receives revenue on 4 squares (4*$2000)**  
**Pays Transit on others squares (8*$1000)**  
**$8,000 - $8,000 = $0**
Transit Provider X

Transit Provider Y

C rolls 6,
Can get to IXW, likes IXS
Receives revenue on 7 squares (7*$2000)
Pays Transit on others squares (11*$1000)
$14,000 - $11,000 = $3,000
### Transit Provider X

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**D rolls 1,**

**Late entrant heading to IXE**

- Receives revenue on 2 squares (2*$2000) = $4,000
- Pays Transit on others squares (17*$1000) = $17,000

**$4,000 - $17,000 = -$13,000**

### Transit Provider Y
Scoreboard after Round 1

- ISP A: $9,000
- ISP B: $0
- ISPC: $3,000
- ISPD: -$13,000

On to Round 2
A rolls 3, 
Attaches to IXW 
Receives revenue on 9 squares (9*$2000) 
Pays Transit on others squares (13*$1000) 
$18,000 - $13,000 = $5,000 

Wants to peer with C – split costs? 
YES: -$1,000 + both lose a turn 
Neither has to pay transit to each other!
Transit Provider X

A Position
9 Revenue squares
1 lost turn
Peering w/C
reduced cost $8000/turn

B rolls 6,
Attaches to IXE*IXN
Receives revenue on 10 squares (10*$2000)
Pays Transit on others squares (21*$1000)
$20,000 - $21,000 = -$1,000

Wants to peer with A – split costs?
NO: You pissed me off,
Yes: if $0 & B lose both turns
Both walk away

Transit Provider Y
Let’s play!

WELCOME TO BILLAND

4 ISPs that have never played before

Open Board
$35,000 VC Funding
$25,000 VC Funding – HARD Economic Times

We want to hear your thought process and peering negotiations

Winner - prize
Play Game

[Image of a game board with squares and numbers]