



# *DE-CIX Reseller Partner Program*

Become a Reseller Partner and re-sell  
DE-CIX services

Connect remote customers

Act as a one-stop shop agent





## *What is the DE-CIX Reseller Partner Program?*

- DE-CIX enables Reseller Partners to re-sell DE-CIX peering ports as part of their own service portfolio
- DE-CIX Reseller Partners will take care of the sales, contracts and billing to the sub customer, including their own services, as a one-stop shop solution
- DE-CIX will take care of the provisioning
- The model aims to provide easier access and upgrades for new members to DE-CIX who might be situated at remote sites

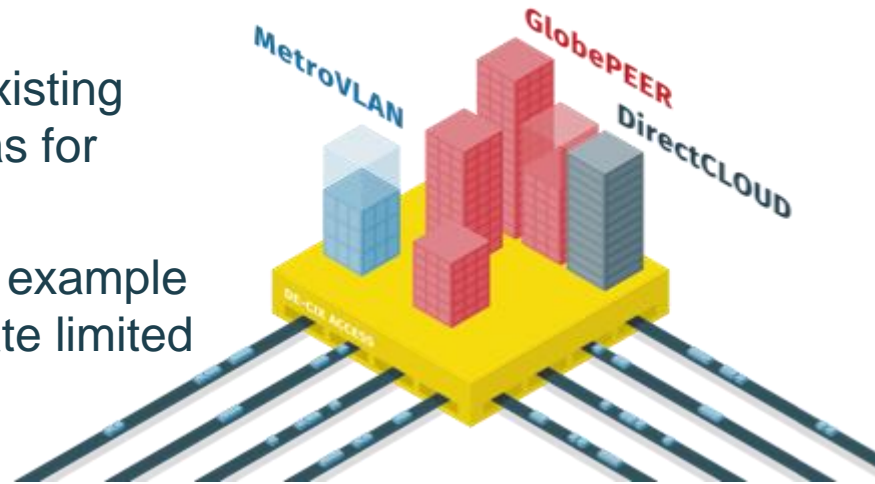


# Who are existing DE-CIX Reselling Partners? (Selection)



# What does it look like?

- The interconnection is either a 10GE or a 100GE access
- Reseller Partners can use their existing access for their services as well as for sub customer services
- The Reseller Partner chooses for example a GlobePEER Service which is rate limited for each sub customer
- One IP address per VLAN
- Additional Services such as MetroVLAN and GlobePEER Remote available



## *Reseller Partner Program services (reduced selection)*

Service	Speed
DX-RS-VLAN100M	100 Mbps
DX-RS-VLAN200M	200 Mbps
DX-RS-VLAN500M	500 Mbps
DX-RS-VLAN1GE	1 Gbps
DX-RS-VLAN2GE	2 Gbps
DX-RS-VLAN3GE	3 Gbps
DX-RS-VLAN5GE	5 Gbps
DX-RS-VLAN10GE	10 Gbps / on 100GE
DX-GRS-10GE	10 Gbps / dedicated



# *What's your advantage?*

- Ability to sell DE-CIX peering services to customers with minimal initial or different traffic levels in a setup which is both capacity and cost efficient
- Offer a one-stop shop including a connection to DE-CIX
- Attract new customers with additional services
- Retain control over the customer relations
- Generate additional revenue & profit



# *How do your end customers benefit?*

- No dependency on 3rd party networks
- Control over their own routing
- Latency improvement
- Easy expansion of their own network
- Cost effective access to DE-CIX peering platforms
- Dealing with only one party for transport and peering
- Easier and faster access via VLAN
- Fast provisioning time



# *How can you become a DE-CIX Reseller Partner?*

- Sign the DE-CIX Master Agreement for Reseller Partners
- Transfer your existing DE-CIX access to a partner access for your own and your customers use

**OR**

- Get a dedicated DE-CIX access in order to connect your customers' services
- Connect new customers within 2-5 business days
- Bring at least 6 sub customers to DE-CIX within the first 12 months to keep the reseller status

If you have any questions, please contact our team at [partner@de-cix.net](mailto:partner@de-cix.net).





# DE-CIX's Internet Exchange Points



Where networks meet

[www.de-cix.net](http://www.de-cix.net)



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*By joining DE-CIX, you become part of a  
universe of networks.  
Everywhere.*



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