

# The Role of Carrier Neutral Data Centres

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# What is “Carrier Neutral”?

- Not owned by a carrier?
- Not run by a carrier?
- Multiple carriers present?
- Cheap?

# Carrier Neutral Space

In the long term:

- A space where all comers are welcome
  - Open access
  - Both customers *and* providers
- No artificial constraints to participation
  - Cost, power, connectivity, etc.
- Smart carrier neutral providers ***don't compete with their customers!***

# Why is Carrier Neutral Good?

- No impediments to competition
- In the vast majority of cases, robust competition will fix any problems present in a market
- Low barriers to new entrants
- Fosters new and innovative services

## If *not* Carrier Neutral...

- Abuse of market power
- Even where this is not the case, there is a natural suspicion from competitors
- Customers don't have access to all providers they want
  - At worst, only access to one *provider*
- Rules tend to change over time

# Types of Spaces

## ➤ Carrier hotel

- Building owner leases space to lots of service providers
- Great use of old buildings in undesirable business locations
- May not get involved in provisioning of anything other than power

## ➤ Fully fledged data centre run by a single party

## ➤ Somewhere between the two

# Role of Carrier Neutral Spaces

- Focus point for connectivity
- Lots of providers
  - Metro fibre / wireless providers
  - Transit providers
  - Submarine capacity providers
  - Other non-connectivity services
- Lots of customers
- Convenient for all



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