

Getting to Yes

Or why some Networks say no, and how to deal with
it

Peering is a wonderful thing

- Localisation
- Shorter paths
- Lower cost
- More control

Why do I know about this?

- 15+ years in the Internet Industry
- 12+ years as peering coordinator
- 12+ year active member in RIPE, NANOG and Peering communities

But even if Peering is so awesome

Sometimes when we send that peering request the reply we get is:

NO!

No no no no

But why?

Might they have good reason?

We do not peer with customers

We do not peer with our peers'
customers

There is not enough traffic

There is too much traffic

RATIO

You do not have a 24/7 noc

Your network is not in Peeringdb

We only peer on the route servers

You are my competitor