



# Partner Program



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# Introduction

Our exclusive partner program allows you to offer AMS-IX services remotely by reselling AMS-IX ports anywhere where you have infrastructure connected to one of our colocations (where our infrastructure is housed).

This program aims to provide prospects easier access to AMS-IX and gives you the opportunity to expand your product portfolio with an additional unique selling point.



## Why become a partner?



### **New service**

Expand your service portfolio with an additional unique selling point and attract new customers in need of Internet Exchange services.



### **Additional revenue**

Diversify your revenue stream and generate extra profit.



### **Brand recognition**

Strengthen your brand awareness within the internet community by associating your image with the world's leading Internet Exchange.

## Benefits for the end-customer



### **One-stop shop**

The partner provides IP transport, peering port and customer relationship, including sales, contracts, billing and first line customer support.

**100M+**

### **Flexibility**

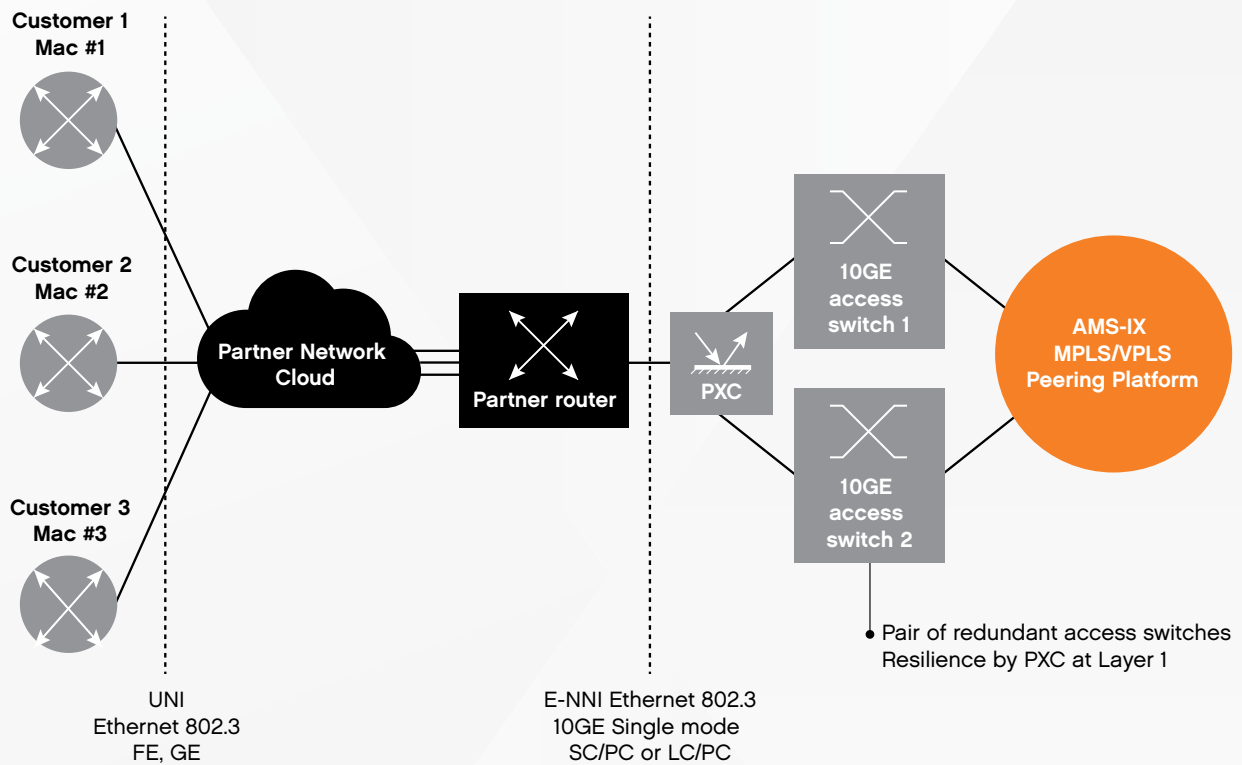
Lower port capacity available (from 100 Mbps).



### **Cost Efficiency**

No investment in equipment and no PoP in one of AMS-IX colocations needed.

# How does it work?



## NNI

The Network-to-Network Interface (NNI) between the partner and AMS-IX is a 10GE or 100GE port on single mode fiber, assigned for either own or reselling use.

## MAC addresses

AMS-IX allows multiple MAC addresses behind this port with VLAN tagging (802.1q) to identify separate customers.

## Rate limit

Partner rate limits individual customers on agreed bandwidth.

## Oversubscription

Oversubscription of the port is NOT allowed.

# Pricing structure

## Physical port

Monthly fee (in EUR)

Port speed	Monthly fee (EUR)
1 GE	500
10 GE	950
100 GE	4,750

## Reseller port

Monthly fee (in EUR)

The partner pays a monthly reseller port fee plus an additional customer v-link fee for each customer v-link sold.

	Reseller port	Virtual links				
Reseller model	10 GE	2500 Mbps	1000 Mbps	500 Mbps	250 Mbps	100 Mbps
Model C	475	FEE	FEE	FEE	FEE	FEE
Model D	950	FEE	FEE	FEE	FEE	FEE

	Reseller port	Virtual links					
Reseller model	100 GE	10 GE	2500 Mbps	1000 Mbps	500 Mbps	250 Mbps	100 Mbps
Model C	2,375	FEE	FEE	FEE	FEE	FEE	FEE
Model D	4,750	FEE	FEE	FEE	FEE	FEE	FEE

Model D: hybrid port, allowed to be partially used for own peering traffic and partially as reselling. The costs for the virtual link used for own peering is included in the reseller port fee.

# Terms and Conditions

## FINANCE

AMS-IX invoices the partner

The partner invoices the customer

Contracts on monthly basis for the customer vlinks

## SUPPORT

The partner provides first-line support to the customer

AMS-IX provides support to the partner

## PROVISIONNING

Partner portal to order and manage your customer connections

Provisioning of new customers within 1 to 3 business days



## Become a partner

- STEP 1** ● Submit online partner application for approval
- STEP 2** ● Submit the requested information about your company
- STEP 3** ● Sign the AMS-IX reseller agreement
- STEP 4** ● Activate your reseller port or transform your existing customer peering port