

# BNIX EVENT 2021 : WHAT'S NEW

NIELS DERIEMAECCKER / 21-10-2021

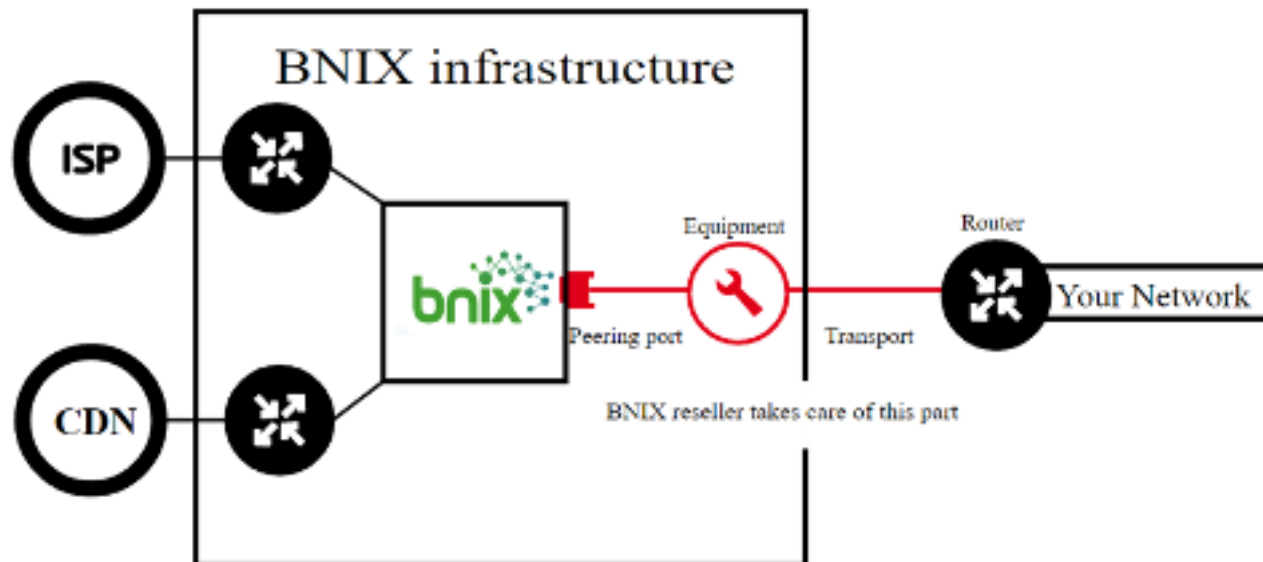


# 1.0 / THE BNIX RESELLER PROGRAM



## TECHNICAL ASPECTS

- Some organisations have no direct access to our 3 datacenters: connection via partner
- Capacities: 10G / 100G
- Dedicated vs reseller port (RP)
- Max number of customers on RP = 10
- No oversubscription of RP allowed.



## ADMINISTRATION

- New convention between BNIX & existing partner including reseller conditions.
- For every customer the partner wants to connect a new offer needs to be signed: bandwidth on RP / contactdetails / ....
- One time install fee per customer on RP: 500€ VAT excl.
- Implementation
- Announcement of new BNIX participant
- Price of RP: 70% of a full capacity port (more later)

## EXISTING PARTNERS & ONBOARDING OF NEW CUSTOMERS

- 2020: **BICS** (reseller avant la lettre) onboarded **Ingenico**
- 2021: **VERIXI** onboarded **Neutrinet** to their reseller port & more to come (Hivane,...)
- Interested to join as partner/reseller :
  - [robin.andrienne@bnix.net](mailto:robin.andrienne@bnix.net)
  - [niels.deriemaecker@bnix.net](mailto:niels.deriemaecker@bnix.net)



# 2.0 / NEW PRICING 2022



## OVERVIEW

- No more new 100Mbit/s: exception for legacy's
- Comparing old vs new
- Degressive pricing on full port capacities
- More flexibility in bandwidth possibilities: partial capacities
- Benefits for all
- New services:
  - Reseller ports
  - Private VLAN on BNIX



## 2.0 / NEW PRICING

# OLD VS NEW

Service	OLD		NEW	
	Monthly fee	Set-up fee	Monthly fee	Set-up fee
1Gbit/s	225,00 €	1.000,00 €	220,00 €	1.500,00 €
10Gbit/s	675,00 €	1.500,00 €	675,00 €	1.500,00 €
100Gbit/s	4.125,00 €	5.000,00 €	3.600,00 €	4.000,00 €
Add 1Gbit/s*	157,50 €	1.000,00 €	/	/
Add 10Gbit/s*	472,50 €	1.500,00 €	/	/
Add 100Gbit/s*	2.887,50 €	5.000,00 €	/	/

\*An additional port in the same data centre or another datacentre.

Multiple ports in etherchannel are considered a single logical port, not as additional ports



## DEGRESSIVE PRICINGS ON:

### 1 Gbit/s port capacity

Service	Number of Ports	Monthly fee	Yearly Fee	Set-up fee
One or more 1 G ports		Per port fee		Per port fee
1 G	1	220,00 €	2.640,00 €	1.500,00 €
1 G	2	154,00 €	1.848,00 €	1.500,00 €

### 10 Gbit/s port capacity

Service	Number of Ports	Monthly fee	Yearly Fee	Set-up fee
One or more 10 G ports		Per port fee		Per port fee
10 G	1	675,00 €	8.100,00 €	1.500,00 €
10 G	2	472,50 €	5.670,00 €	1.500,00 €

## DEGRESSIVE PRICINGS ON:

### 100 Gbit/s port capacity

Service	Number of Ports	Monthly fee	Yearly Fee	Set-up fee
One or more 100 G ports		Per port fee		Per port fee
100 G	1	3.600,00 €	43.200,00 €	4.000,00 €
100 G	2	3.400,00 €	40.800,00 €	4.000,00 €
100 G	3	3.200,00 €	38.400,00 €	4.000,00 €
100 G	4	3.000,00 €	36.000,00 €	4.000,00 €
100 G	5	2.800,00 €	33.600,00 €	4.000,00 €
100 G	6	2.600,00 €	31.200,00 €	4.000,00 €
100 G	7	2.400,00 €	28.800,00 €	4.000,00 €
100 G	8	2.200,00 €	26.400,00 €	4.000,00 €
100 G	9	2.000,00 €	24.000,00 €	4.000,00 €
100 G	10	1.800,00 €	21.600,00 €	4.000,00 €
100 G	>10	1.600,00 €	19.200,00 €	4.000,00 €

## 2.0 / NEW PRICING

## PARTIAL CAPACITIES ON:

### 10 Gbit/s port capacity

Service	Port capacity	Monthly fee	Yearly Fee	Set-up fee
<b>Partial Capacity</b>		<b>Per port fee</b>		<b>Per port fee</b>
2 G	10 G	220,00 €	2.640,00 €	1.500,00 €
3 G	10 G	320,00 €	3.840,00 €	1.500,00 €
4 G	10 G	420,00 €	5.040,00 €	1.500,00 €
5 G	10 G	520,00 €	6.240,00 €	1.500,00 €
<b>Capacity Change fee</b>				<b>Per change</b>
	10 G			500,00 €

### 100 Gbit/s port capacity

Service	Port capacity	Monthly fee	Yearly Fee	Set-up fee
<b>Partial Capacity</b>		<b>Per port fee</b>		<b>Per port fee</b>
20 G	100 G	1.200,00 €	14.400,00 €	4.000,00 €
30 G	100 G	1.700,00 €	20.400,00 €	4.000,00 €
40 G	100 G	2.200,00 €	26.400,00 €	4.000,00 €
50 G	100 G	2.700,00 €	32.400,00 €	4.000,00 €
<b>Capacity Change fee</b>				<b>Per change</b>
	100 G			500,00 €

## BENEFITS FOR ALL:

- 1Gbit/s : Prices go down: 225€ => **220€** p/m
- 10Gbit/s : Customisation
  - 10Gbit/s possible on your network: 2G on 10G port = 1G port = **220€** p/m
  - Adjusting capacity to your needs: Now 10G, but only 4G needed: 675€ => **420€** p/m
- 100Gbit/s: Customisation
  - Adjusting capacity to your needs: Now 100G, but only 40G needed: 4.125€ => **2.200€** p/m
  - Degressive pricing:
    - 1\* 100 G: 4.125€ => **3.600€**
    - 4\* 100 G: 14.025€ (4125\*2+2887,5\*2) => **13.200€** (3600+3400+3200+3000)

## NEW SERVICES

### Reseller ports (70% of full capacity ports)

Service	Number of Ports	Monthly fee	Yearly Fee	Set-up fee
<b>Port capacity</b>		<b>Per port fee</b>		<b>Per port fee</b>
100 G	1	2.520,00 €	30.240,00 €	4.000,00 €
10 G	1	472,50 €	5.670,00 €	1.500,00 €
<b>Additional participant</b>	<b># participants</b>	<b>Monthly fee</b>	<b>Yearly Fee</b>	<b>Per participant</b>
	1	- €	- €	500,00 €

### Private VLAN's

Service	Monthly fee	Yearly Fee	Fee
<b>VLAN setup fee</b>			<b>Per point</b>
	0 €	0 €	200,00 €

# 3.0 / QUESTIONS?

