

Becoming an Interconnection Hub:

TeleGeography Findings for I-64 Corridor Strategic Plan

Jon Hjembo

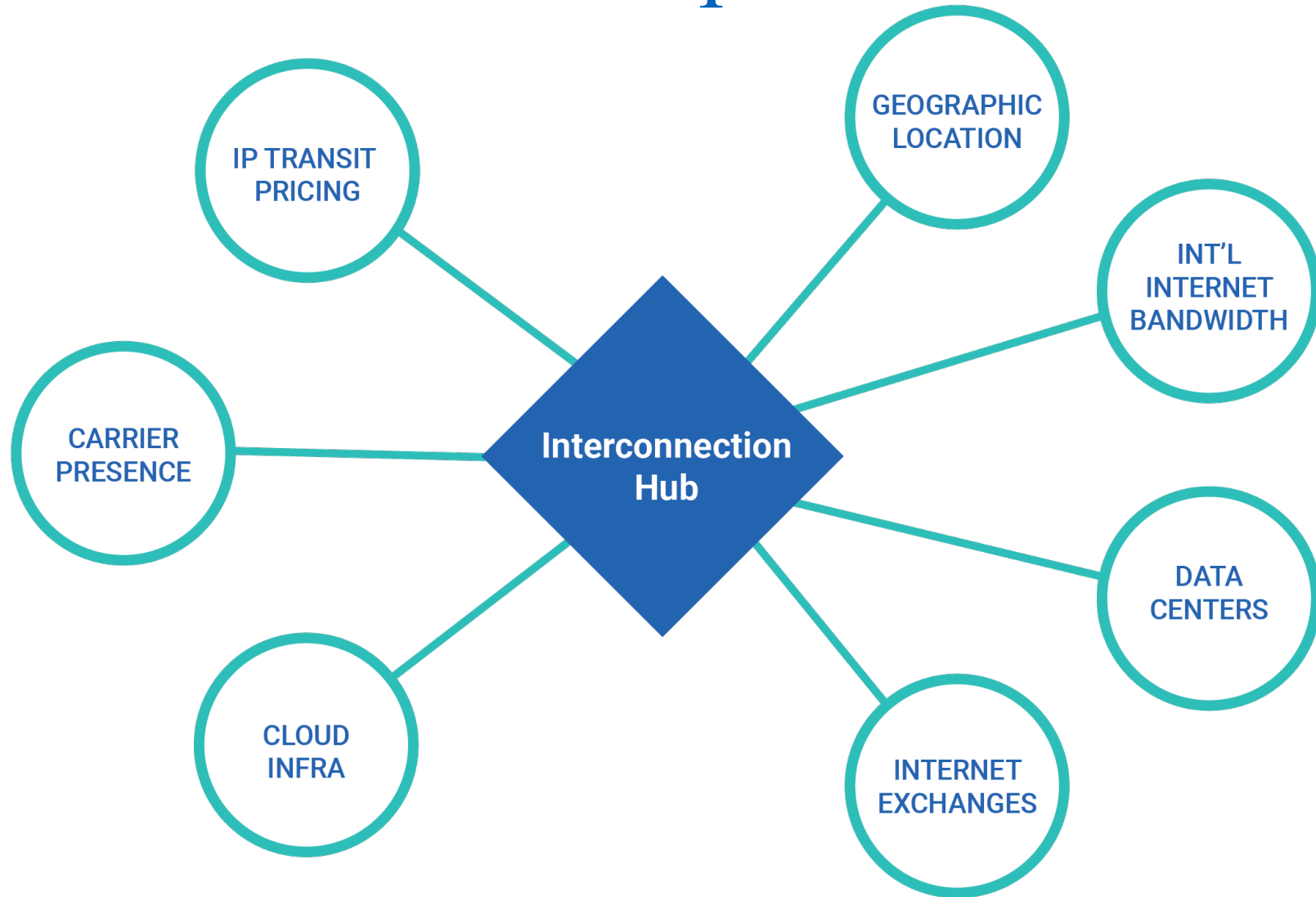
Convergence 2023

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The components:

What does it take to be an interconnection hub?

Interconnection hub components



The lessons:

What are we seeing in other markets?

Major hubs

Hong Kong

Marseille

Dynamic regional hubs

Kuala Lumpur/
Johor Bahru

Lisbon

Mumbai

Sofia

Jakarta

Manchester

Barcelona

Hamburg

Key takeaways from market study

Major hub markets:

- Multiple distributed cable landings.
- Heavily intermeshed connectivity with other regional and intercontinental hubs.
- Multiple zone clusters of competitive, interconnection-focused data centers.
- Mature cloud markets with regions, onramps, and express routes.
- Rich network diversity and regionally competitive service pricing.

Dynamic regional hub markets:

- Capitalizing on growth constraints in nearby hubs.
- Capitalizing on status as inter-regional and intercontinental gateways.
- More than one infrastructure development zone – data centers and cable landings.
- Thriving peering activity in multiple locations.
- Extensive local and international investment.

The response:

What can YOU do in the RVA/ 757 region to cultivate your hub?

Building YOUR hub in the Megaregion

Cultivate local peering and network interconnection market growth

- See: Hong Kong, Marseille, Kuala Lumpur/Johor, Mumbai, Jakarta, Sofia

Start local

- See: Manchester, Hamburg

Capitalize on your gateway status

- See: Marseille, Mumbai, Barcelona, Lisbon, Sofia, Manchester, Hamburg



Building YOUR hub in the Megaregion

Subsea cable landing diversity

- See: Hong Kong, Barcelona, Lisbon

Data center geographical and type diversity

- See: Hong Kong, Kuala Lumpur/ Johor, Mumbai, Jakarta, Manchester, Hamburg

Bring submarine cable SLTE directly into Megaregion data centers

- See: Hong Kong, Marseille

Understand the pitfalls

- See: Barcelona, Lisbon



The timing:

Why do you need to act right now?

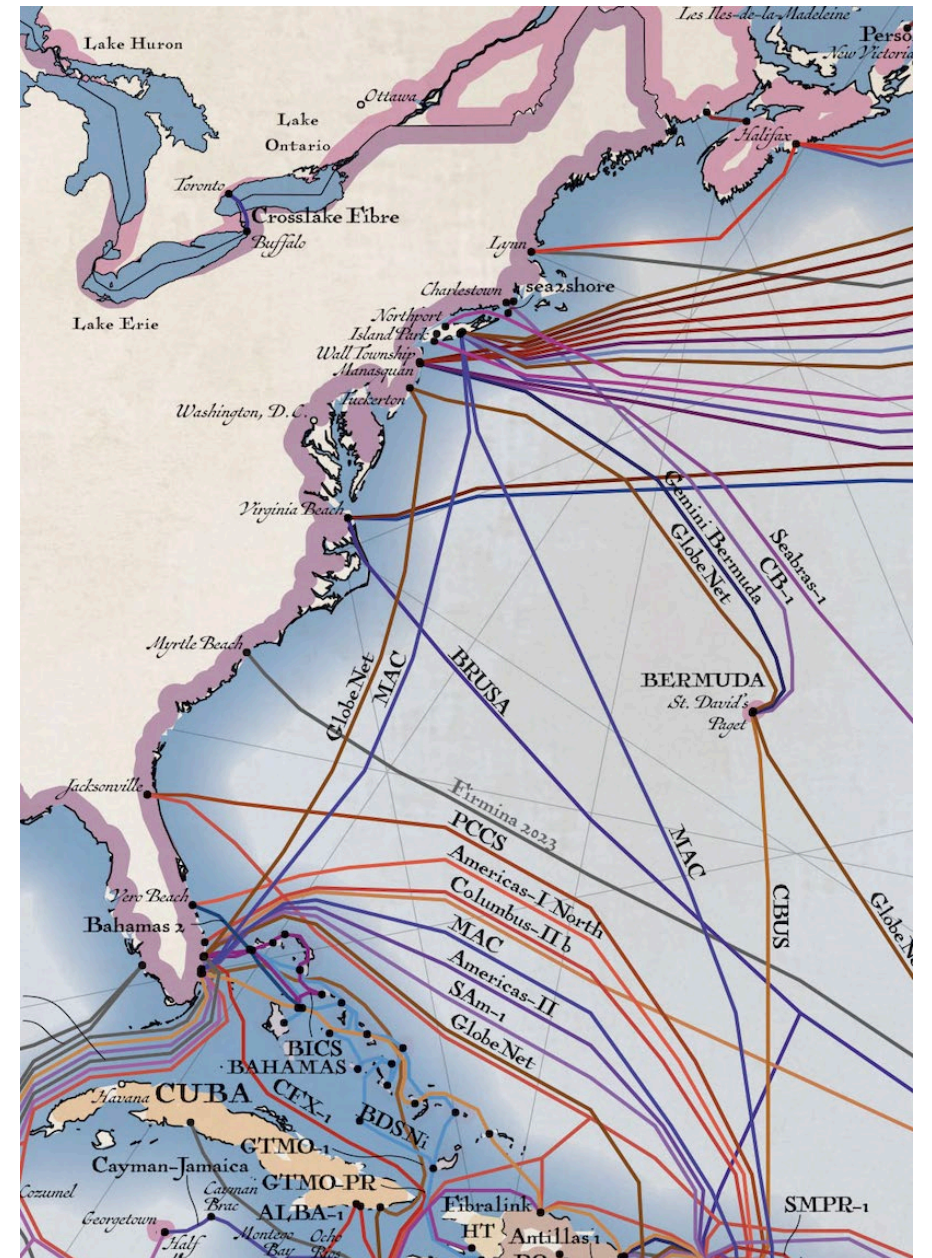
It's time to get moving!

Ashburn is constrained

The AI revolution has arrived

East Coast cable demand is strong

You've put the building blocks in place!



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