RoNIX – a community story started 2001





Asociația Națională a Internet Service Providerilor

The youngest IX on the Romanian market...



Actually, the first IX.
But we do trust in combining stability with agility.



The very start

- National Internet landscape in 2001 Romania
  - Several ISPs already had a couple years history
  - Dial-up, leased lines (companies), first attempts on radio and coax (TV networks already in place).
  - Huge costs with external bandwidth. Significant costs with dial-up and leased lines (~1000 US$/64 kbps). Low Internet services penetration. Neighborhood networks sharing an Internet access.
  - Emerging internal (local) content
  - Regulatory issues: access to infrastructure & technical resources
- 12 of the greatest ISPs started ANISP:
  - 2 main goals: (i) efficient local peering (RoNIX) & (ii) syndication aiming to solve regulatory problems
  - a couple other ISPs joined instantly

Benefits of RoNIX

- Great savings on the international bandwidth;
- Lower costs for ISPs and consequently – lower tariffs for end users.
- Better service quality (bandwidth, RTT, jitter). The network response speed increased, allowing development of applications requiring minimal round-trip time.
- Easier maintenance (with the decrease in the number of peer to peer connections between ISPs).
- Increased reliability.
- Better access to local content.
- Economic engine for ANISP’s regulatory activities. No cash dividends.

RoNIX evolution

- Started 2001 in the ”National Telephony Palace” (POTS related, copper-based connectivity, Bucharest center)
- Moved to NxData (fiber focused, modern independent collocation, Bucharest north – former communist technology factories).
- Several ANISP members developed DCs and were equipped with RoNIX switches as well: GTS Telecom, Teletrans, Ines Group, M247 Europe.
- In time:
  - i.root-servers - since 2004 - the first top-level DNS server outside US.
  - external links to Frankfurt then Sofia. Other? – upon request.
  - 47 partners, 200Gbps (consistent; higher peaks).
  - Strong growth past year (following trends observed in GPF 2025 Denver: costs, fractional ports, simplicity).

RoNIX Positioning

- Type of ownership/control
  - Private (telco-control eventually)
  - State
  - Non for profit (usually independent or **multi-dependent NGO**s) – with **open** / closed / mixed membership policies.

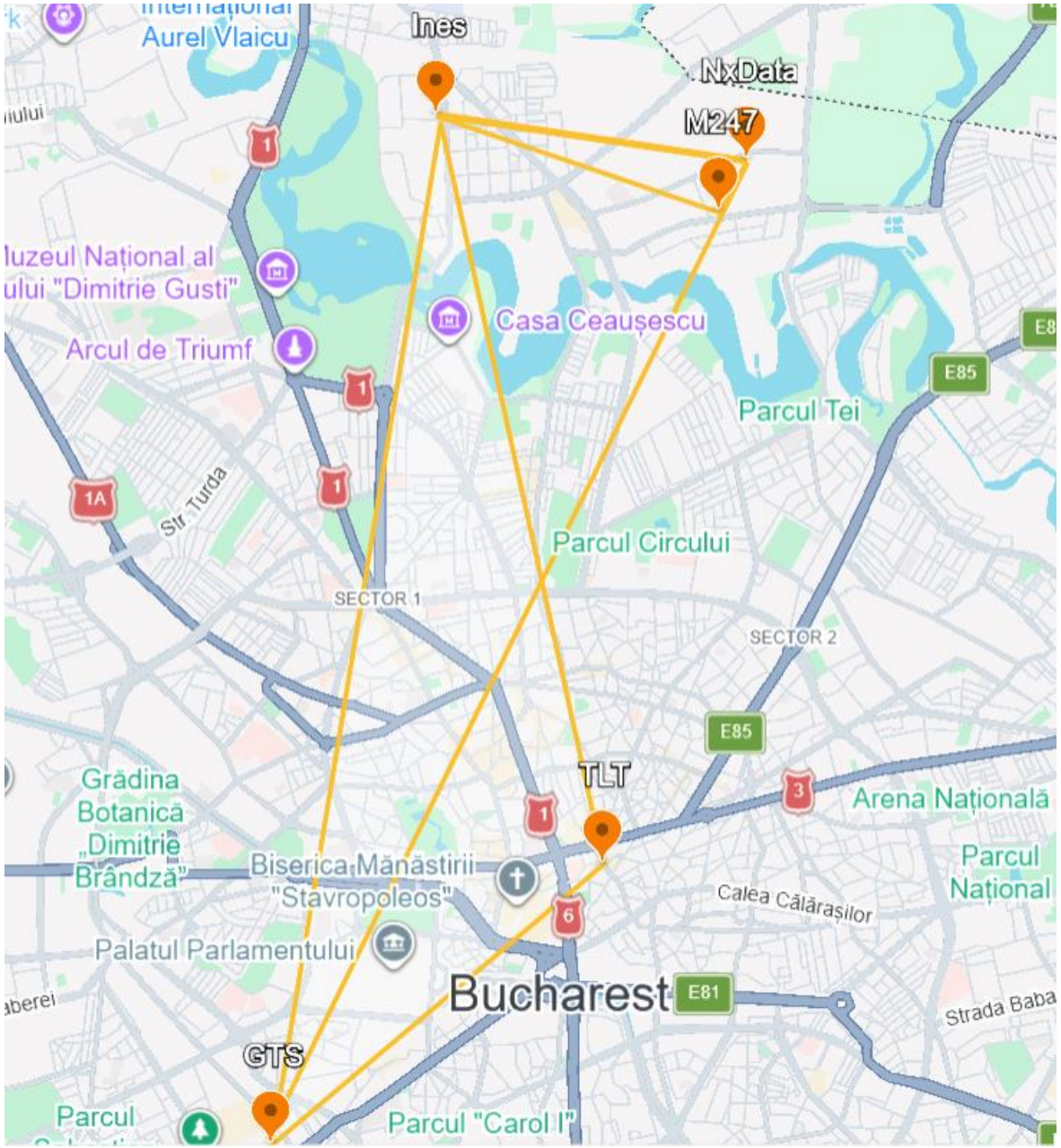
- Competing with carriers/telcos?
  - **No**
  - Yes

- Type of footprint*
  - City-level
  - **National**
  - Connected islands
  - Multi national (**!!**).

  * end-users covered by member networks

- Funding usage
  - **Regulatory support**
  - **IX development**
  - **Community development**
  - **No cash dividend**

Actual map



redundancy – essential

Challenges, lessons & specific RO market

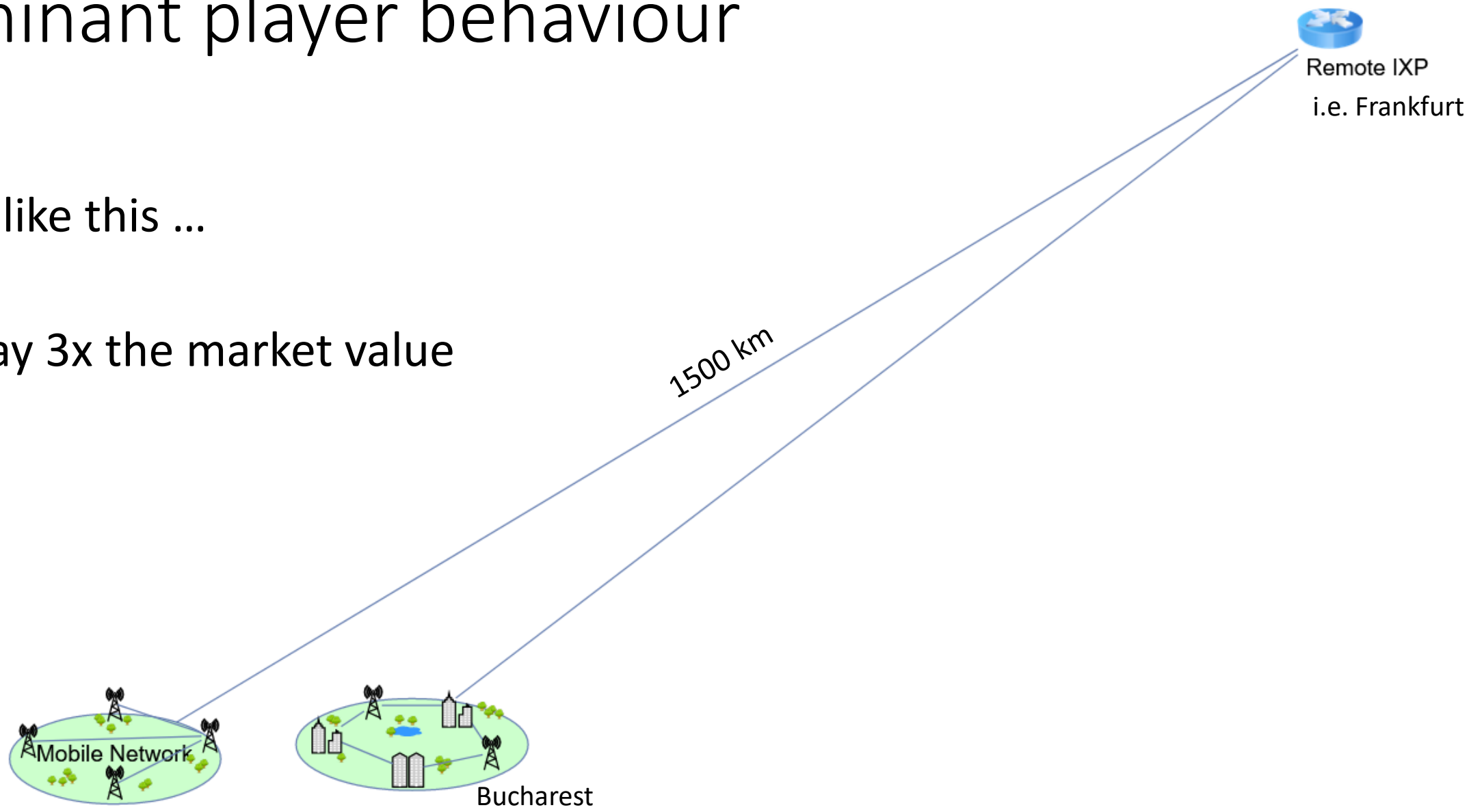
- Competition: the two other relevant IXes and their interesting story:
  - a semi-closed multi-dependent NGO with island-like footprint and similar interest stakeholders vs
  - a nation-wide telco-owned IX.

- Dominant player behaviour & traffic: if you can't beat them join them.

- Relative size: the elephant and the flea

Dominant player behaviour

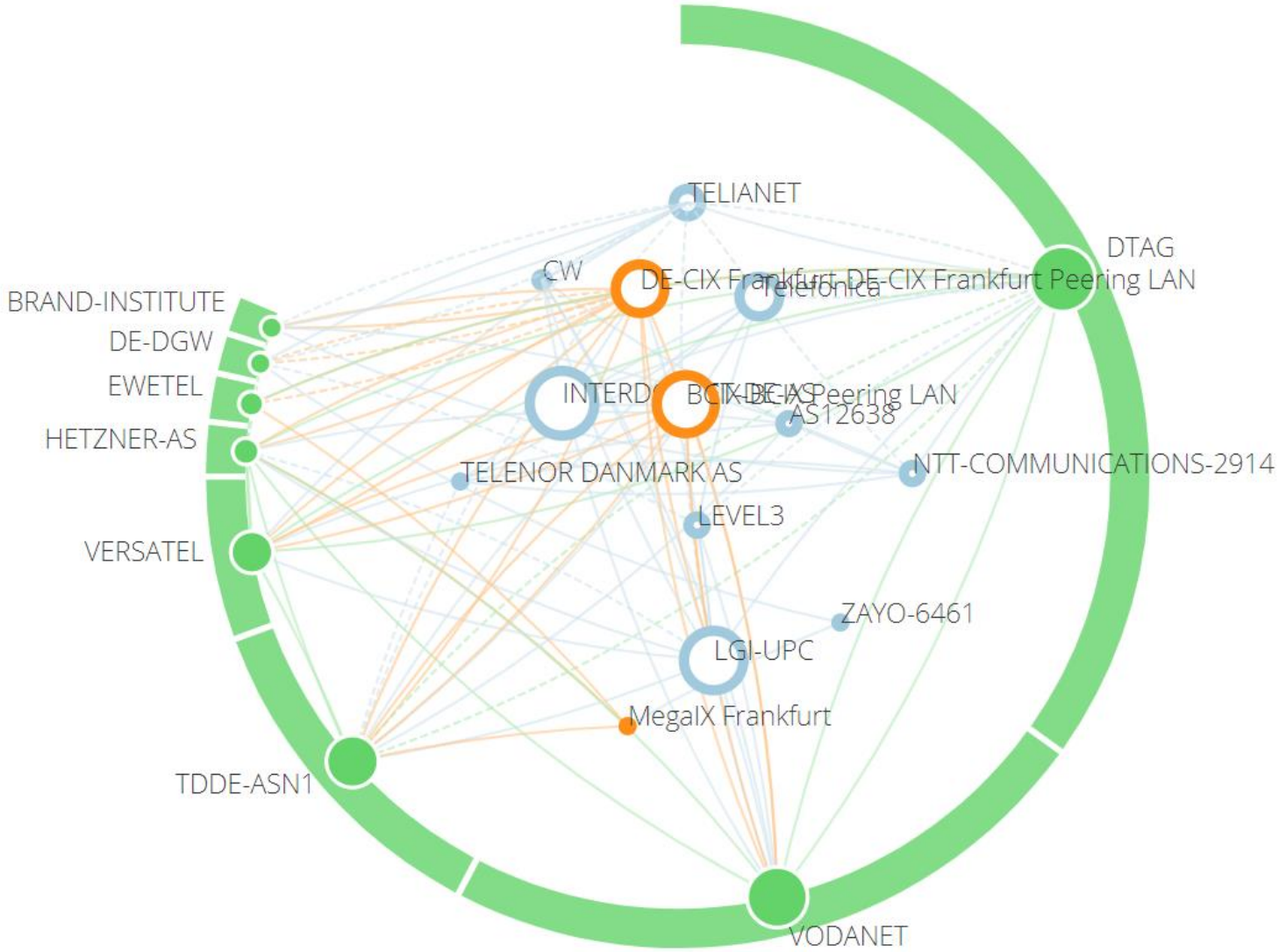
- Peer like this …
- Or pay 3x the market value



Relative size – the normal baseline:

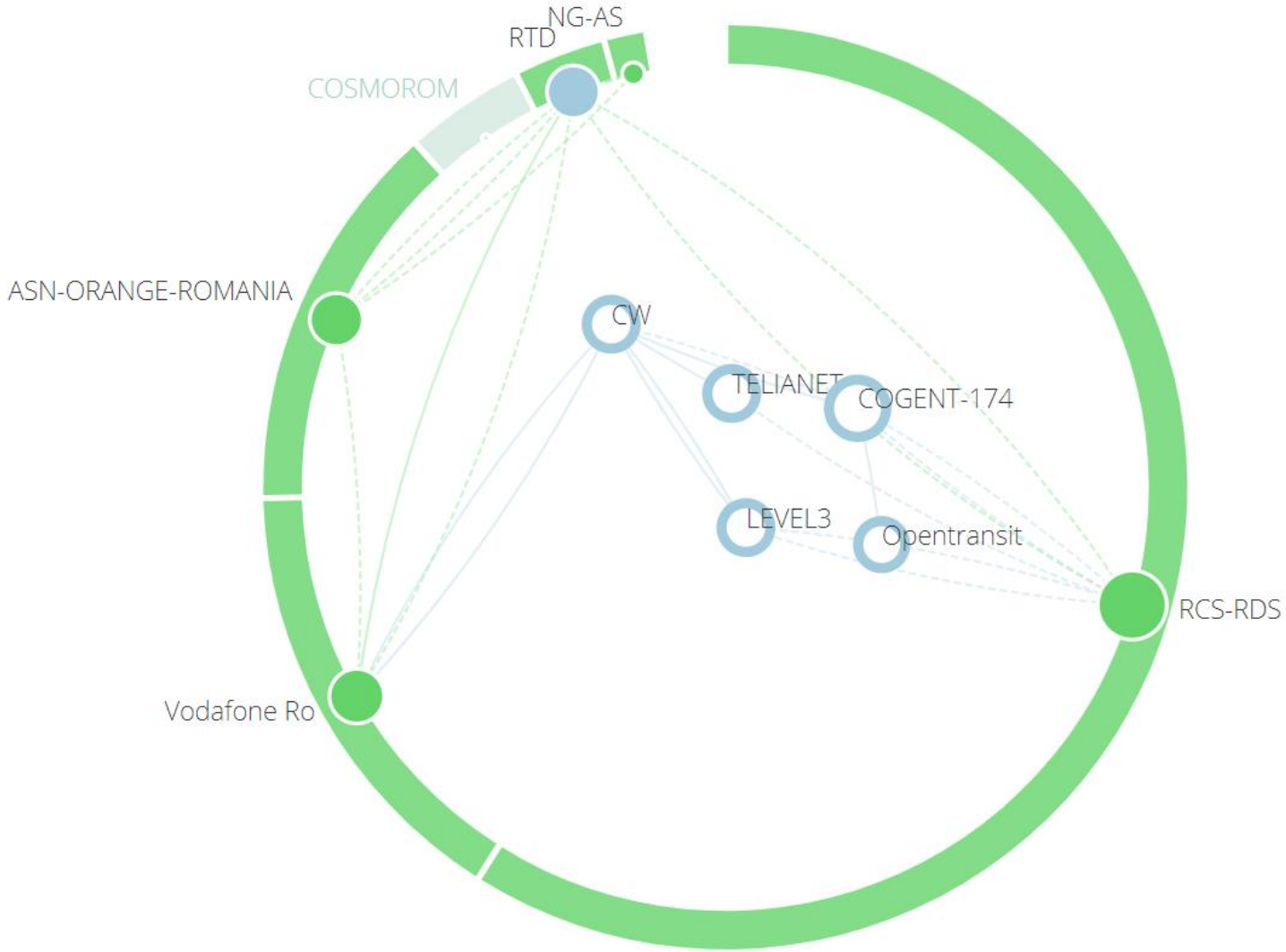
Germany: 2 IXPs, several internal transit providers, several external transit providers, several p2p.

Main operators: excellent interconnectivity.



Relative size – the comparison:

Romania: eyeballs, several external transit providers, some p2p.

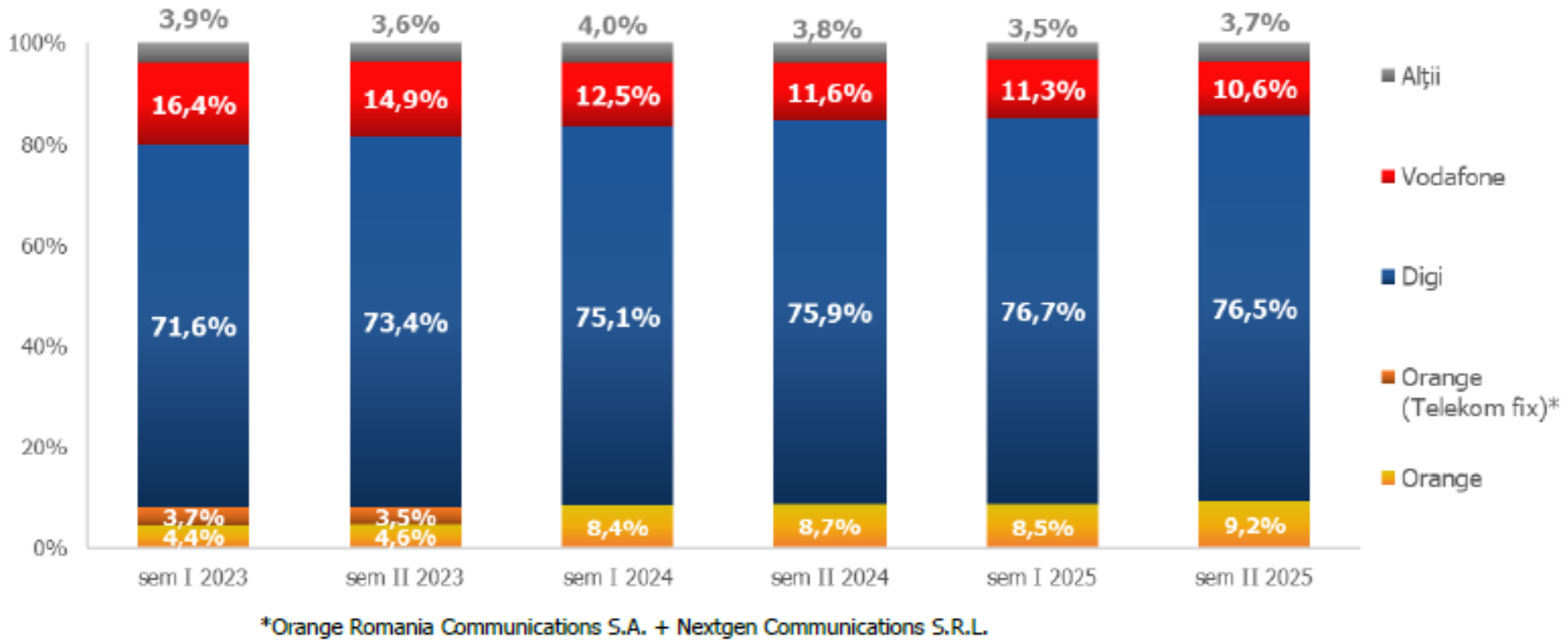


Looks like there is **one dominant** operator with **poor local interconnectivity**!?

Where are the IXPs?

But is there any dominant player? Are there any market entry barriers?
Are there abusive behaviors?

Cotele de piaţă[62] ale principalilor furnizori de internet fix, calculate pe baza traficului de internet fix, în perioada semestrul I 2023 – semestrul II 2025



*Orange Romania Communications S.A. + Nextgen Communications S.R.L.

Source: ANCOM report, H2 2025
https://sscpds.ancom.ro/storage?id=214285

to be continued/investigated…

RoNIX – key takeaways

- We keep services simple and efficient: we are an IX, we do not compete with transit operators. We use surplus funding (if any) for community advocacy (fair access to infrastructure, fair interconnection and regulation, avoiding over-taxation, avoiding over-regulation).

- The ideal provider is the one you can forget about: easy to relate to, supportive to its members, low costs & uptime measured in years. We successfully tick these criteria: here is the (full but empty) list of non-planned service interruptions we had in the last 10 years:
  - -
  - -
  - -
  - -
  - -
  - -

- Never heard of us? – we work like a daemon in the background. I am briefly turning off the cloaking device, inviting you to join us. Special projects for R. Moldova can be considered. Any ideas? Don't hesitate to write: tiberiu.gindu@ronix.ro

Thanks! May Purcari be with you!