



**RIPE NCC**  
RIPE NETWORK COORDINATION CENTRE

# Outreach Across 76 Countries

RIPE NCC External Relations  
Update



**First, some background...**

# What *is* External Relations?



- It's all the following:
  - **Public relations:** key to all of this is building relationships with our membership and external stakeholders
  - **Capacity building:** technical training, Internet governance, providing expertise to different policy-making bodies, supporting development of technical communities
  - **Coordination:** bringing together our members, different types of communities and organisations, I\* orgs and industry partners, sharing knowledge and experience
  - **Staying ahead of the curve:** following regulatory changes, technical trends, and changing environments that affect our members and other stakeholders

# What do we do?



- We are the eyes and ears of the RIPE NCC
- Our membership and the RIPE community come first - we can't do anything without understanding their needs
- Position the RIPE NCC as a key player on the topics that matter to our members and the RIPE community

# So who *are* our stakeholders?



- All of our stakeholders want something different from us
  - RIPE NCC members
  - RIPE community
  - Governments and regulators
  - Law enforcement agencies
  - Academic community
  - Other Internet (“I\*”) organisations and industry partners



# **Challenges, Hot Topics and Our Approach**

# Our membership is changing



- Membership growth has accelerated
- We seem to be seeing an evolution, from LIRs to members to...customers?
- The challenge is identifying and meeting these different and changing needs... throughout our entire service region
  - We must find the balance

# Overarching Strategy



- We can only be effective if we position ourselves as a key player and are valued as a source of expertise by our stakeholders
- To achieve this, that means:
  - First figuring out what everyone wants from us
  - Then figuring out what we can offer and how to have the most effective impact possible

# RIPE NCC Service Region



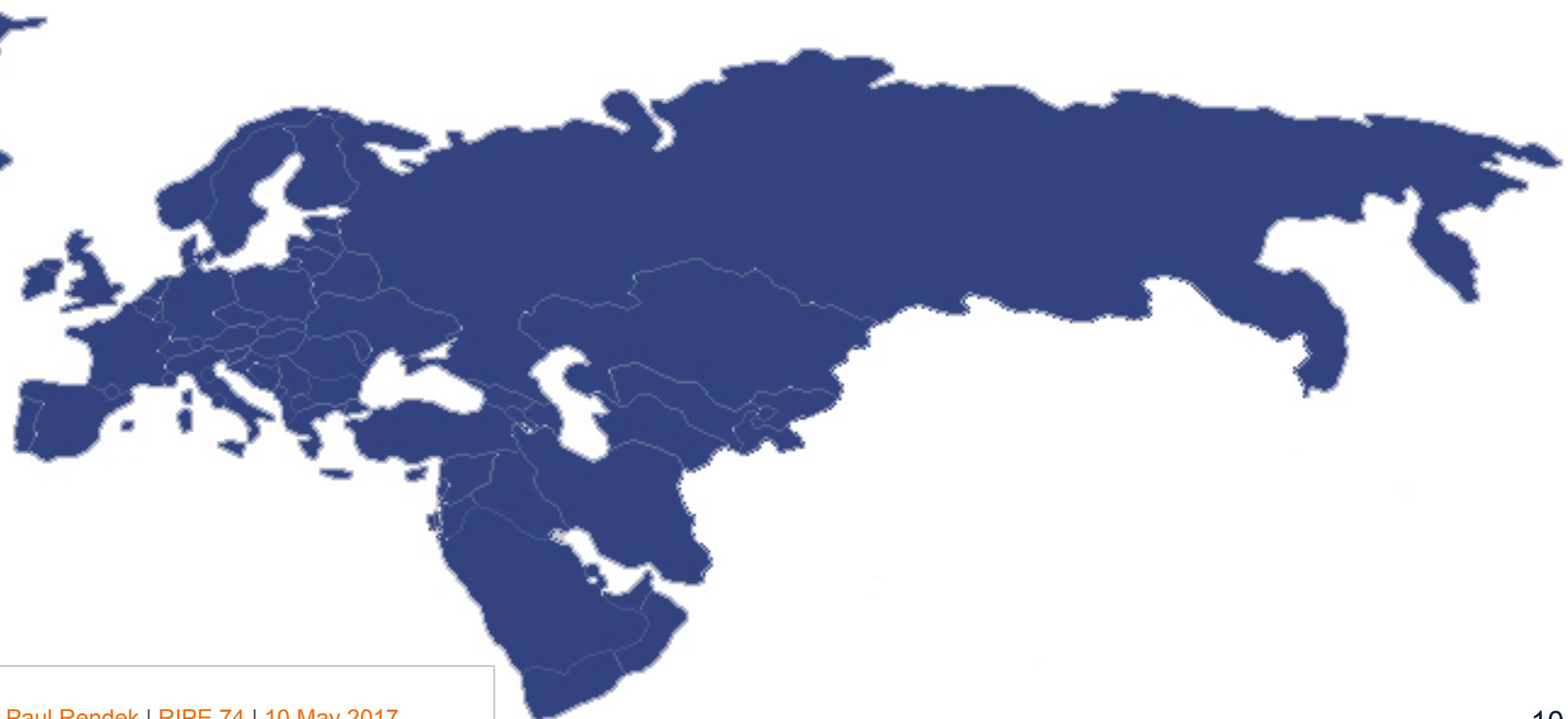
- 76 countries across very diverse region



# Across the Region



- Regional diversity
- Providing data
- Accountability
- Privacy, security, national regulations
- Engagement with executive level
- New technologies (IoT, smart cities, 5G)



# Across the Region: Approach



- Tailored events and a more local focus
- Review/Enhance RIPE NCC and RIPE accountability
- Managing relations and developing strategies with industry partners
  - ICANN, ITU, ISOC, IETF, RIRs, EC3, GSMA, CENTR...
- Formalising our existing relationships and forging new ones with key players
- Developing positions and messages

# Western Europe Focus



- Privacy, security, national regulations
- Government and LEA engagement
- New technologies (IoT, smart cities, 5G)
- Market pressures (time to market)
- NOGs, IXPs...



# Western Europe: Approach



- Participating in and contributing to community events across the region (NOGs, IXP meetings)
- Working with political intelligence firm to follow EU policy and regulation
  - Maintaining relationships with Europol, EU Commission
- Managing engagement in global governance arenas (ITU, OECD, UN)
- Working with business stakeholders to understand market pressures
  - Became member of the Alliance of Internet of Things Innovation (AIOTI)

# Eastern Europe & Central Asia Focus



- Demand for capacity building
- Regionally diverse Internet development
- Targeted stakeholder events
- Local events
- Demand for translations
- Geopolitical challenges



# Eastern Europe & Central Asia: Approach



- Big focus on capacity building
  - IPv6 Roadshows, Train the Trainer program
- New initiatives for specific stakeholders
  - First Regional Roundtable for Governments and Regulators
  - Seminars for law enforcement agencies
  - Central Asian IGF

# Eastern Europe & Central Asia: Approach



- More local engagement
  - More and more national and local meetings that let communities focus on their particular issues and opportunities
- Focus on translations
  - Wiki project to encourage community-led translations

# Middle East Focus



- Demand for capacity building
- Targeted stakeholder events
- Local community building
- Geopolitical challenges
- Academic initiative and RACI
- IXP development



# Middle East: Approach



- More tailored training, capacity building for specific stakeholders
  - Banking sector
  - Academia
  - Regulators
  - IPv6 Roadshows and Train the Trainer program
- National IPv6 strategies for governments
- Helping to kick-start national NOG discussions (Iran, Palestine, Yemen)

# Middle East: Approach



- Started academic initiative that brings together students from universities across the region
- RIPE NCC now seen as centre of expertise that can bring together different players
  - As a result, we're now invited to the table



# How We Do It

# Across the region



- We have organised 77 events in 44 countries in our service region in the past 12 months alone

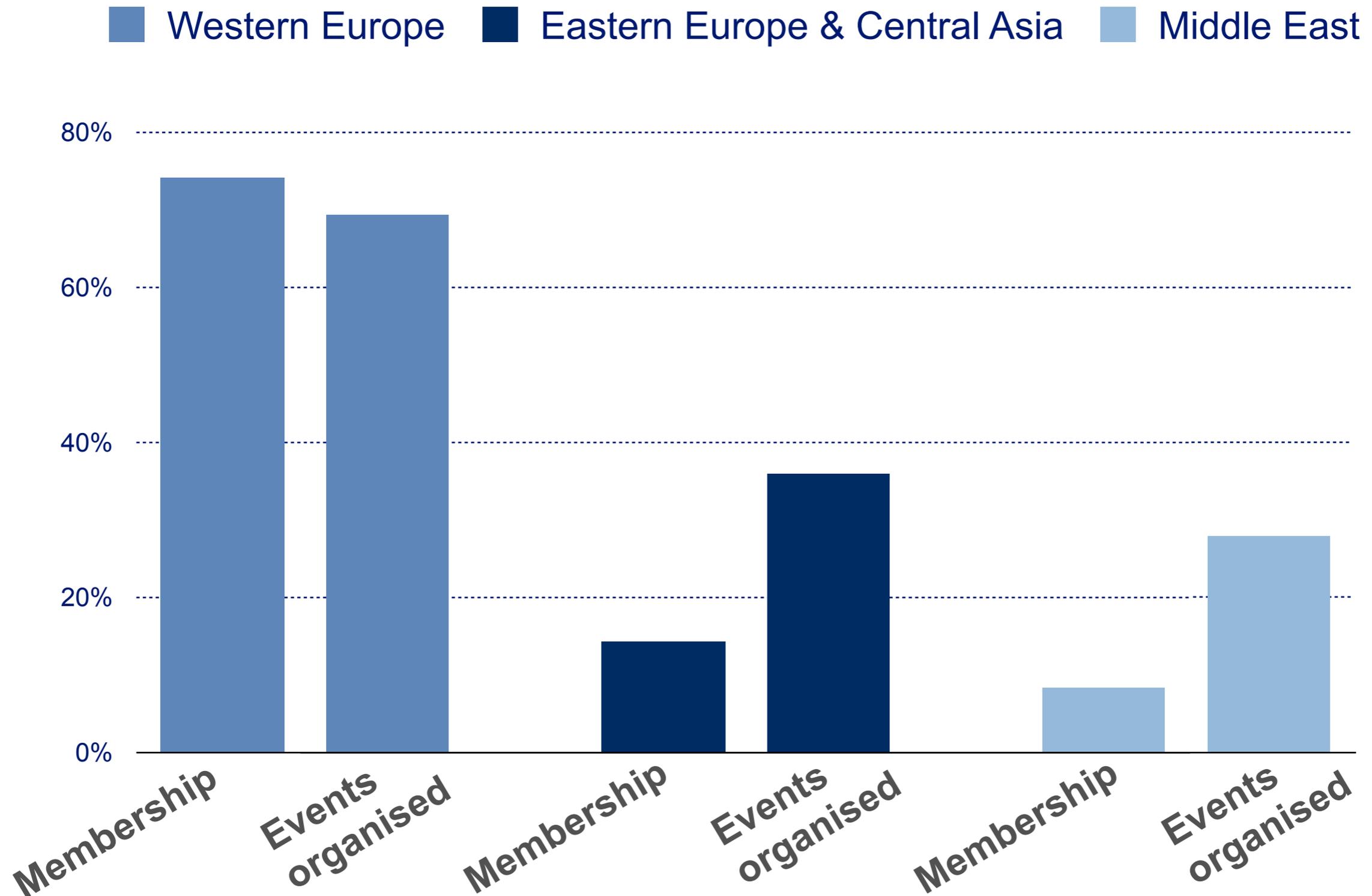


# We're busy!



- RIPE NCC organised events:
  - RIPE Meetings (RIPE community)
  - ENOG
  - MENOG
  - SEE Meetings
  - Regional Meetings (technical communities)
  - Member Lunches
  - Training courses
  - IPv6 Roadshows and Train the Trainer program
  - Roundtable Meetings (governments, LEAs and regulators)
- We contribute to a wide range of other events

# Comparing Regional Engagement



# Who's doing all this?



- We have a team of 11 working in External Relations
- Regional staff allows us to focus on individual regional and local needs
- In the process of adding two more positions to cover expanding activities, as approved by RIPE NCC Executive Board
- Of course, our external relations activities encompass the work of all departments across the RIPE NCC

# Across the Region



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Director of External Relations



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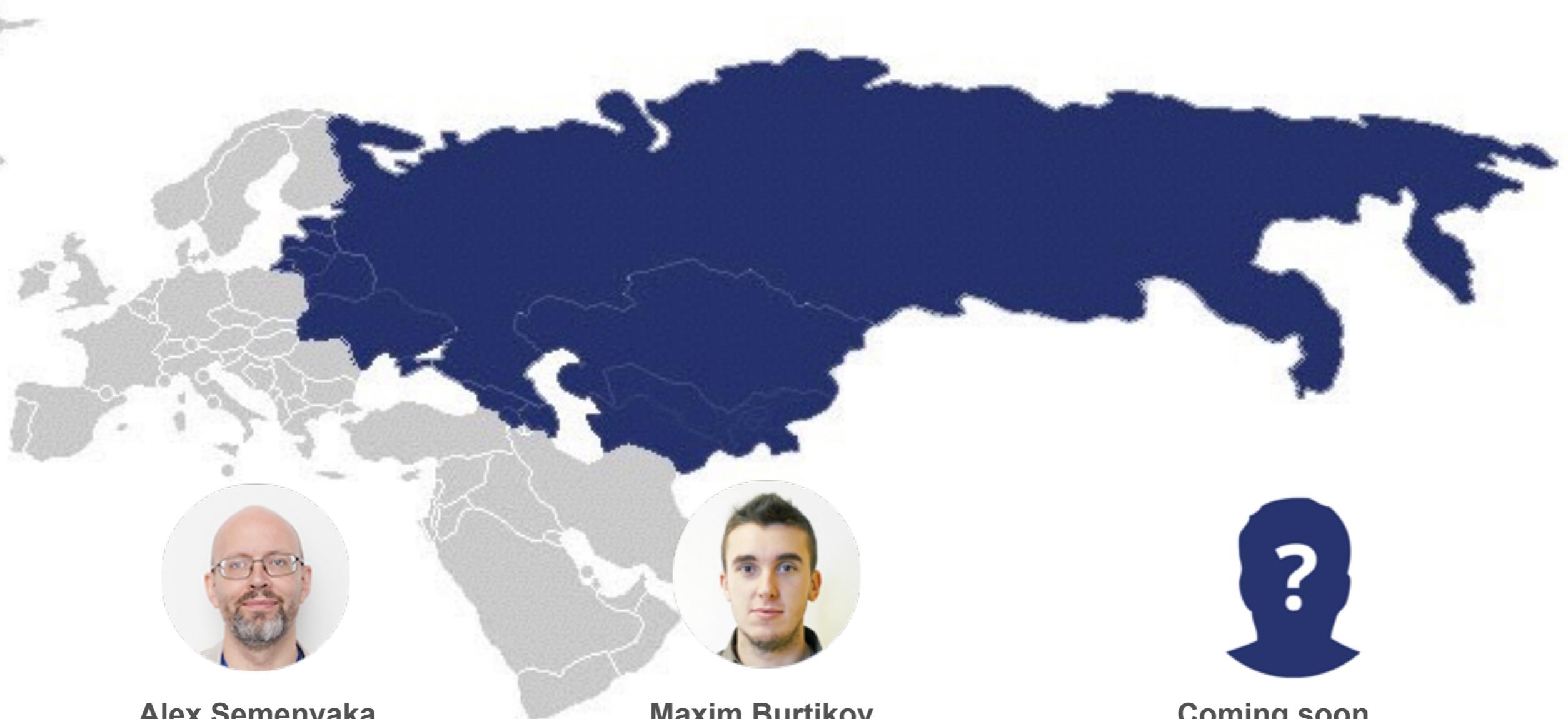


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# Eastern Europe & Central Asia



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**Coming soon...**  
ER Officer

# Middle East



**Chafic Chaya**  
ER Officer



**Hisham Ibrahim**  
ER Officer - Technical Advisor



**Coming soon...**  
ER Officer

# A parting message...



- We are here to work on **your** behalf - our members and the community come first
- We are always listening, interested and available!
- We must find a balance in our outreach efforts



# Questions



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