



Network Resilience: A Return to the Serenissima **Airbeam** Experience with VSIX

Marco Paesani | #MeetingVSIX | Padua, Nov. 26th 2025

Agenda

- Scope for new topology
- The solution is really easy
- Project evolution
- Great results achieved
- Why not ?



Create a new network topology

- Objective: In 2010, Lombard operator Airbeam sought to differentiate its network strategy.
- Strategic Focus: Rather than converging on Milan (the standard practice), Airbeam focused its initial expansion on Padua.
- Value Proposition: To build a completely different radio network alternative to traditional terrestrial systems.
- Core Infrastructure: Leveraging fiber optics to the east for high-capacity backhaul also to Austria/Slovenia.

The solution is really easy

- VSIX Peering Point
 - > #70 Peers
 - > 900Gbps Total Ports
 - > 200Gbps Peak traffic
- VSIX Data Center
 - 2024: 1st ISP @Cubo
 - Vertiv Infrastructure



Project evolution

- VSIX is also people community (VE-NOG)
- VSIX is UniPD
- VSIX is great tech team to work
- VSIX have agreement with MIX, TOP-IX and also other players (i.e. DC/IX/ISP)



Grow together





Great results achieved

- VSIX's established market position has consistently been that of a central hub in the Veneto region.
- **Airbeam** recognized VSIX's strategic value as a differentiating asset in a Milan-centric market environment.
- Despite evolving market dynamics since 2010, Milan continues to be the primary network focal point.

Why not ?

There are “no reason” to don't connect at **VSIX**

*“Great price effective and great technical support.
If your company looking for the a qualify out
standing partner for north-east”*

*Livio Morina - CEO/CTO **Airbeam***



Questions & Answers

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Thank you for your attention



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