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Using E-mail in Europe

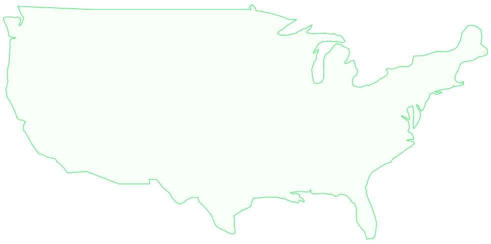
Opportunities and challenges

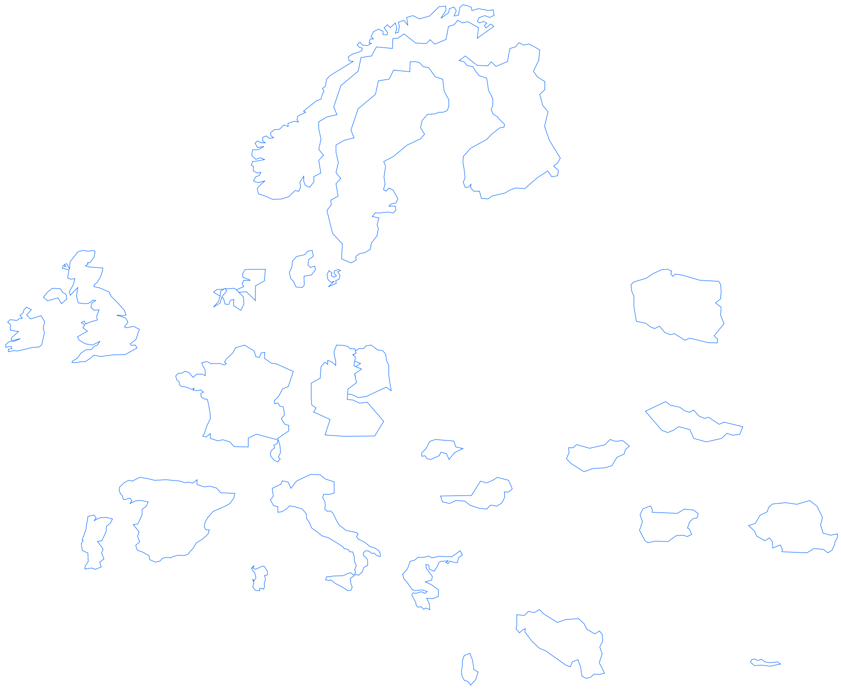
Harald Tveit Alvestrand
<Harald.T.Alvestrand@uninett.no>

What is Europe?

Europe, like the Internet, does not exist.

The US: 200 million people. One language, one law.





Europe: 320 million people. Twenty languages. Thirty laws.

Power

Power in Europe is not centralized with a government.
Sources of power are:

National governments

- Individual agendas
- Looking for advantage in anything

Large corporations

- Usually affiliated with a “home base” country
- Cooperating on whatever seems profitable
- Separate agenda from the governments

International bodies

No more power than the members give them.
Hamstrung by fighting over control.
The EC is still a surprising success!

Languages

- Maltreating a language is an insult
- Most languages can *not* be written in ASCII
- More than 300 *latin* letters, and Greek and Cyrillic
- International organizations must give languages “equal” treatment

\- > Interpreter is safest job in all Europe!

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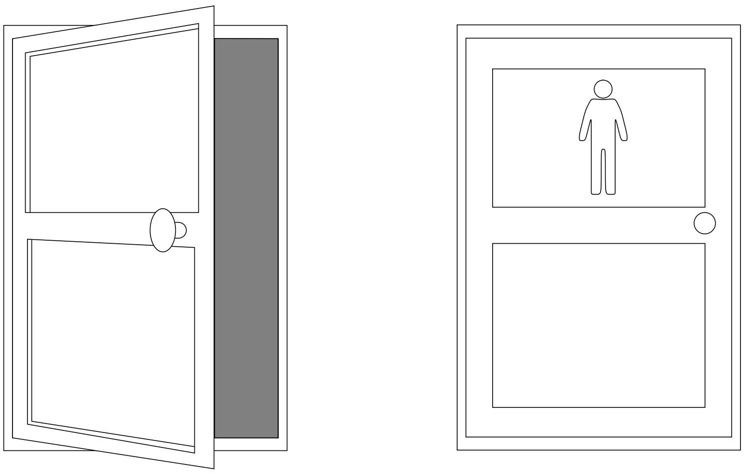

Dør ➨ Doer

How a door becomes a toilet.....

Deregulations

PTTs used to dominate all European countries

They still show it.

PTTs are proud

This means that they think they can dominate a market by stepping into it, and define the way things are done by mandating a standard.

PTTs are large

This means that they have a hard time adjusting

PTTs are powerless

Recent decisions by the European Commission have taken away almost all power held by the PTTs to influence how value added services are being offered by others.

However, they still have the financial and political resources to become major players in most communications-related fields.

E-mail sectors

Academic

- Coasting from network research to research networks
- Fuzzy financing, fuzzier control
- “Get what works” vs “Get what’s right”

Commercial

- Internal operations have priority
- External waits for a Standard
- EDI is more important than personal mail

Private

- Triggered by MINITEL in Italy, France
- BBSes in other countries
- EUNet (UNIX users’ group) active, but small
- Nobody knows what is going on

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Commercial market

X.400 is The Standard

- People are very afraid of taking chances
- R&D arm often has Internet, but who cares?

EDI is The Application

- Personal E-mail is an interesting by-product
- Strategic Alliances are more important than Directories
- E-mail requires revising mission-critical SW
- Mailing lists? What is that?

ADMDs are The Service

- Chain of committment is required
- Someone to sue when things go wrong
- Quality of Service (even though it's bad)

Things are changing

- Internal E-mail widespread
  Linking out becomes common
- "Everyone" wants Internet access
- Fear of The Net decreasing with knowledge

Academic market

Spending: National networks is 10x European; site investment is 10x national networking....

National initiatives

- Differing policies: X.400/OSI vs mixed
- Growing need for Internet for US traffic
- Connection to commercial world chaotic at best, mainly X.400-based

(In Norway, approximately half the external IP traffic goes to the US!)

European coordination

- RARE -> COSINE -> DANTE:
  A viable X.400 infrastructure
- EARN, HEPNET/SPAN
- RIPE: Making IP work
- EBONE: Connect it NOW
- EuropaNET: Connect it with political correctness

THE FUTURE

X.400 will grow

Especially for EDI, it will grow explosively.

People who already have X.400 will use it for E-mail too.

The Internet will grow

On the contrary, Internet is now a commercial commodity.
Some of the sellers are PTT subsidiaries!

Standards will have Æ and α

Those that don't have them will die.

Standards will interwork

If they don't want to, we have to make them!