ICANN Registrar Services

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Key Messages

• ICANN works in partnership with gTLD registrars
  – Accredits companies to do business in the gTLD space
  – Promotes competition and choice for consumers in all regions of the world
  – Protects registrants through data escrow and other means
  – Coordinates compliance with ICANN policies
  – Creates and administers regional events

• How to become an ICANN accredited registrar
What is a Registrar?

- Registrars work in a variety of business models, but essentially they are the outward facing entities that sell domain name registration services to the public.
  - ICANN currently has over 900 gTLD registrars under contract.
  - Registrars are located in over 50 different countries around the world.
Contractual Relationships

ICANN

Registry Agreement

Registry

Registry-Registrar Agreement (RRA)

Registrar

Registrar Accreditation Agreement (RAA)

Registration Agreement

Registrant

Dubai 1-3 April 2008
Regional Meeting
Competition in the domain name space

- ICANN introduced competition to the domain name space
- Registrars now have a market and a business
- Consumers have greater choice in price and services
- Total registrars = 900 and counting
Domain name demand – year over year

- Percentage of increase in Registrations
- Total Registered Domain Names in Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Registrations</th>
<th>Percentage Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>60</td>
<td>10.2%</td>
</tr>
<tr>
<td>2004</td>
<td>70</td>
<td>10.2%</td>
</tr>
<tr>
<td>2005</td>
<td>80</td>
<td>41.5%</td>
</tr>
<tr>
<td>2006</td>
<td>120</td>
<td>30.4%</td>
</tr>
<tr>
<td>2007</td>
<td>180</td>
<td>27%</td>
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Registrar Accreditation Agreement

The RAA is the contract between ICANN and registrars that governs the relationship
• Spells out registrar requirements such as
  – Providing registrant data in public database
  – Maintaining up to date records
  – Submitting information for escrow purposes
  – Providing registrants with a registration agreement
  – Complying with dispute resolution procedures
  – Paying required fees to ICANN
Compliance

ICANN bases its compliance efforts on the RAA and holds registrars responsible for following the contract and policies adopted by ICANN.

- ICANN has a responsibility to protect registrants and the competitive marketplace.
- If a registrar fails to comply, ICANN can terminate its contract and the registrar would lose the right to do gTLD business.
- This is rare and only the last resort after all attempts to work with the registrar to correct problems have failed.
Accreditation Process – what it takes

Detailed procedures and background documents available on the ICANN website at:
http://www.icann.org/registrars/accreditation.htm

• Application submitted to ICANN for approval
• Once approved, must sign contract (RAA) with ICANN
• Make arrangements with gTLD registries and sign their contracts
• Initiate business
Financial Considerations

- Application Fee – US $2,500
- Yearly Accreditation Fee – US $4,000
- Variable Fee Billed each Quarter – Varies by number of registrars, currently about US $1,100
- Have available liquid capital of at least US $70,000 at time of application
- Must maintain commercial general liability insurance of at least US $500,000 throughout the term of the contract
Upcoming Registrar Presentations

Mahmoud Lattouf, Executive Director, TAGIdomains
JORDAN

Adrian Kinderis, CEO, AusRegistry Group
AUSTRALIA

Bashar Al-Abdulhadi, President and CEO, KuwaitNet
Internet Services
KUWAIT

TK Tan, CEO, Web Commerce Communications
MALAYSIA
Contact/Resource Information

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Thank You