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

- Registry Agreement
- Registry-Registrar Agreement (RRA)
- Registrar Accreditation Agreement (RAA)
- Registration Agreement

- Registry
- Registrar
- Registrant
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

Year:
- 2003
- 2004
- 2005
- 2006
- 2007

Percentage:
- 10.2%
- 41.5%
- 30.4%
- 27%

Graph showing the number of domain name registrations and the percentage of increase from 2003 to 2007.
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
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Thank You