ICANN Registrar Services

Tim Cole
Chief Registrar Liaison

3 April 2008

Dubai
ICANN
1-3 April 2008
Regional Meeting

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
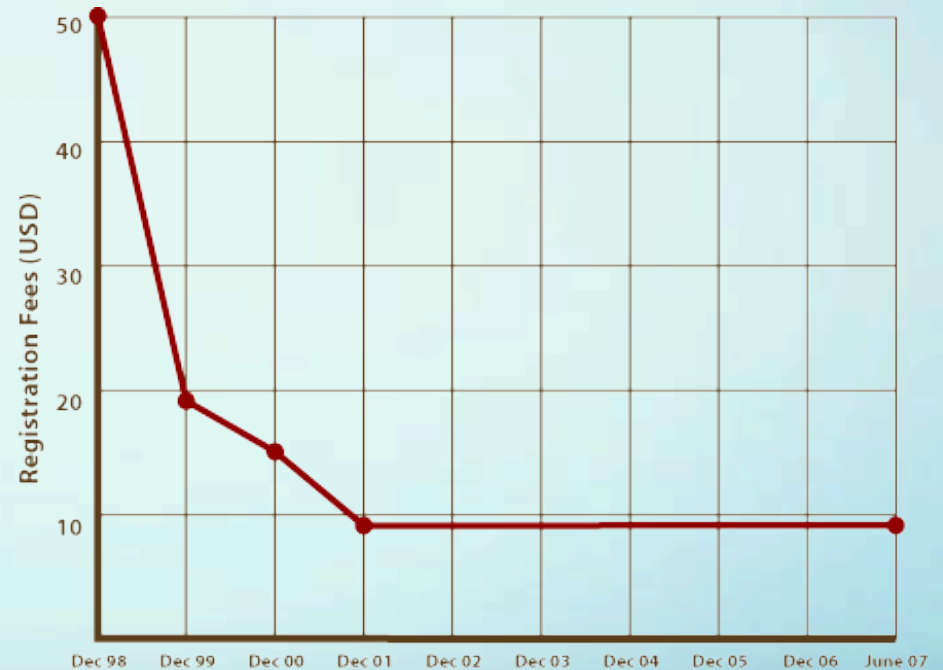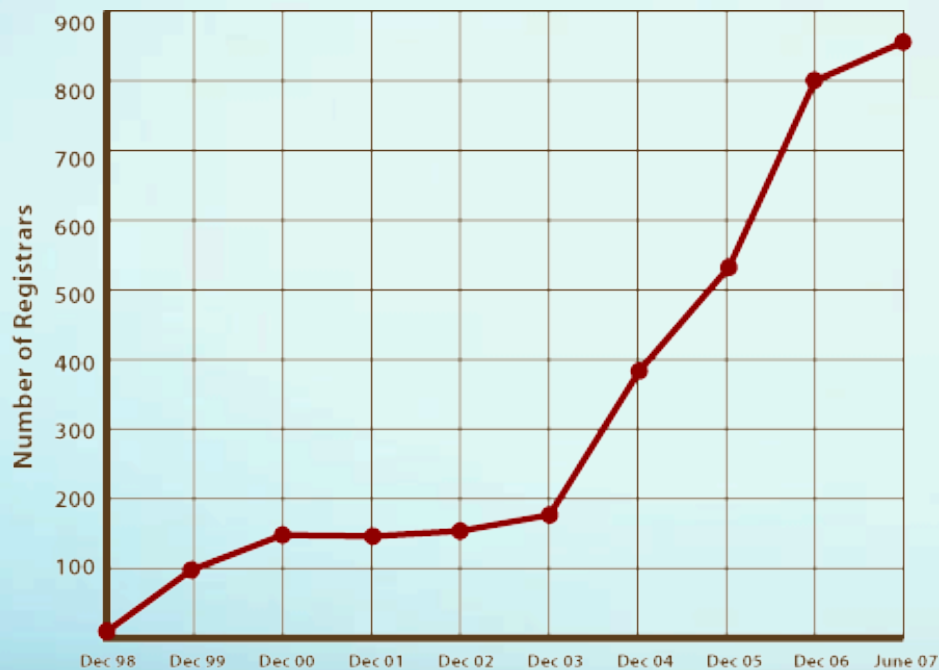
What is a Registrar?

- 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.
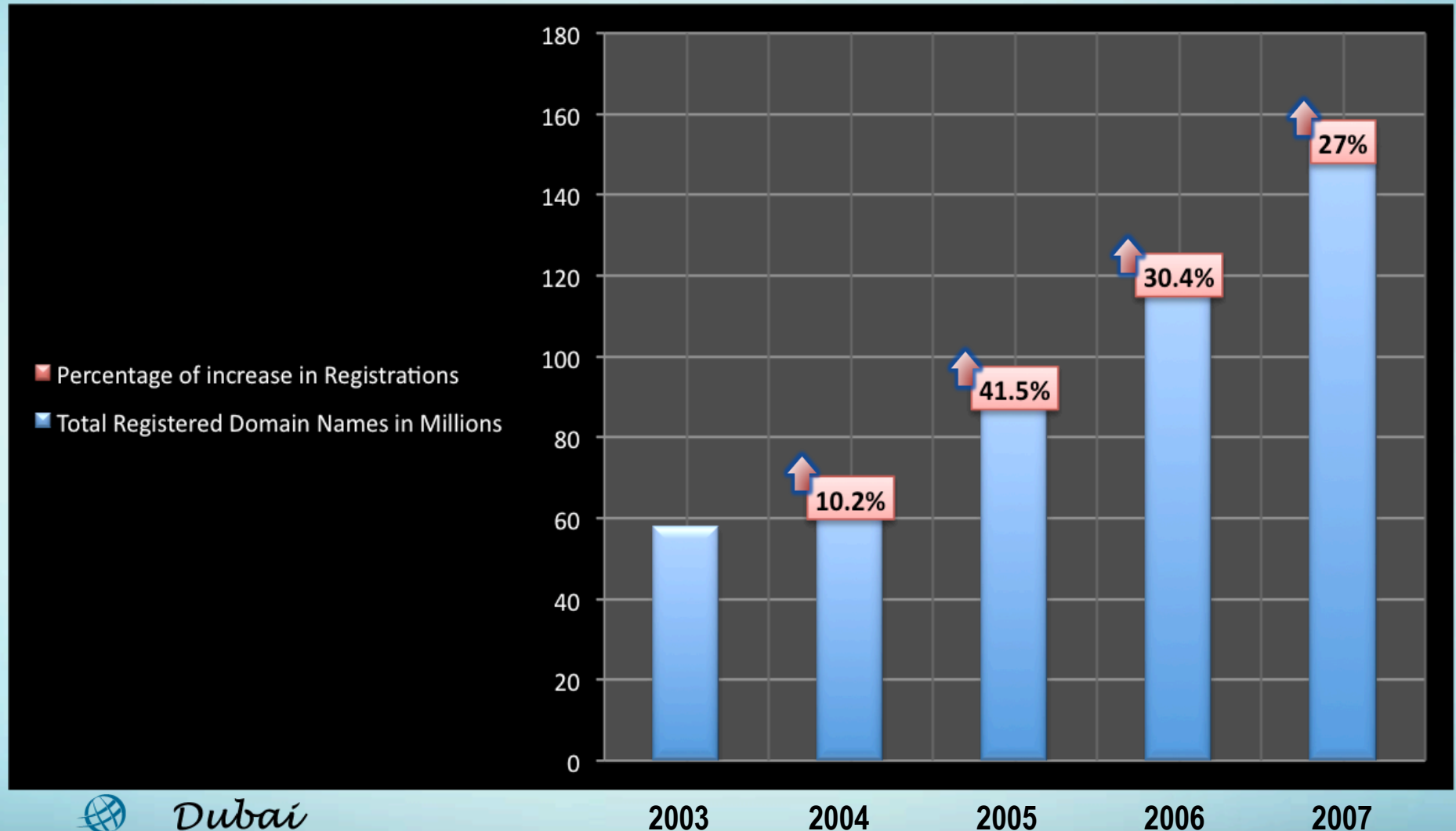
Contractual Relationships
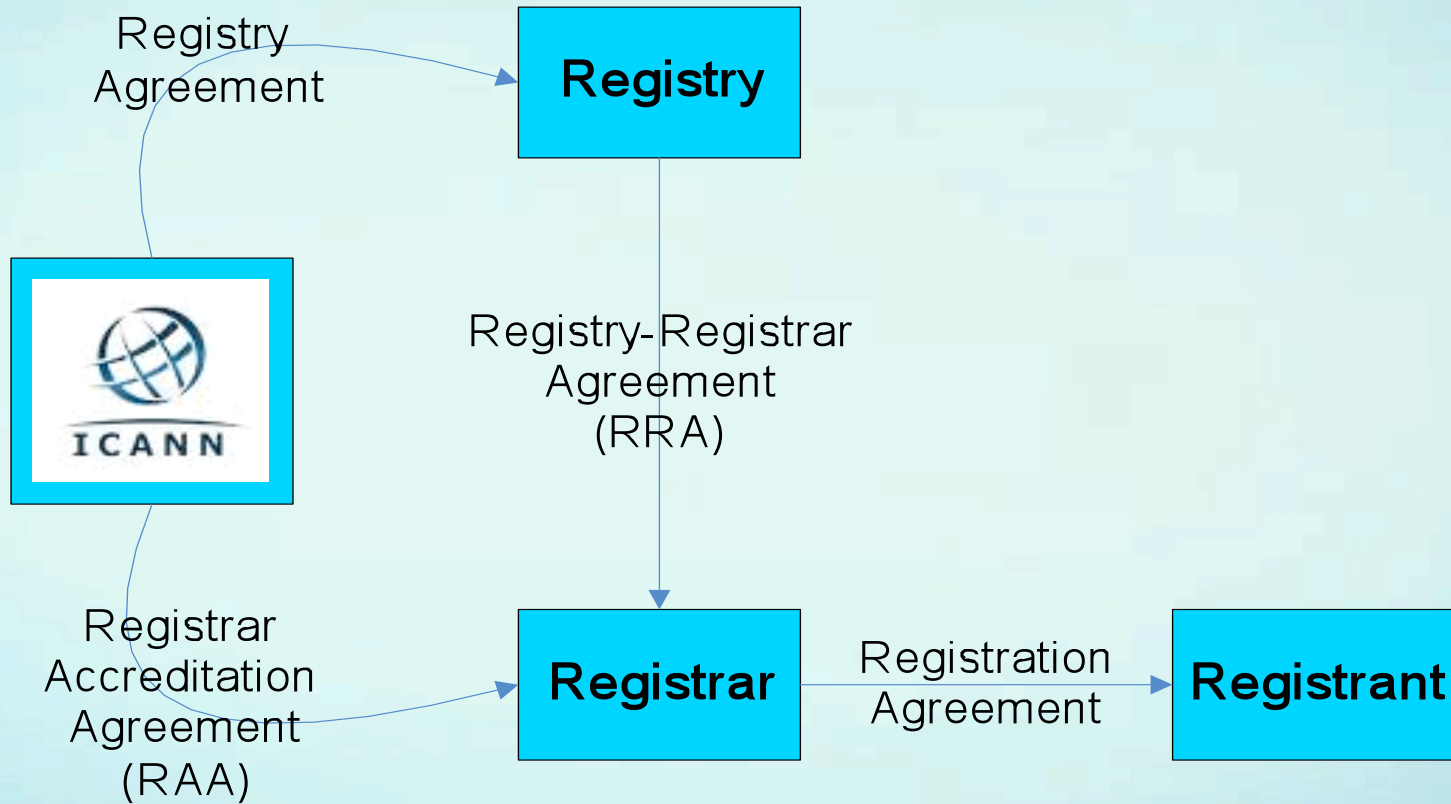
Competition in the domain name space

- 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

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

Chart values:
- 2004: 10.2%
- 2005: 41.5%
- 2006: 30.4%
- 2007: 27%

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

Tim Cole

Chief Registrar Liaison

+1 310 301 5811

tim.cole@icann.org

Accreditation: accredit@icann.org

http://www.icann.org/registrars/accreditation.htm

Thank You