ICANN Registrar Accreditation

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Outline

• What is an accredited registrar?
• How to become an accredited registrar?
• Financial considerations
• Obligations and requirements for accredited registrars
• Compliance
What is an Accredited 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
  - Domain name market is very competitive with domain name demand and number of registrations continuing to grow annually
  - New gTLDs and IDNs in the future
- gTLD registrars must be accredited by ICANN
  - ICANN currently has over 900 gTLD registrars under contract
  - Registrars are located in over 50 different countries around the world
- There are currently two registrars in the Arab region

Growth in Number of Registrars
Out of the total number of new registrars added in the past year, more have come from Europe (49%) and Asia/Pacific (26%) than from North America (16%).

Accreditation Process

- Application submitted to ICANN for approval
- Once approved, must sign contract (RAA) with ICANN
- Make arrangements with gTLD registries and sign their contracts
- Complete preparation of customer/registrant agreement
- Initiate business
- Detailed procedures and background documents available on the ICANN website at: [http://www.icann.org/registrars/accreditation.htm](http://www.icann.org/registrars/accreditation.htm)
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

Registrar Accreditation Agreement (RAA)

- 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 and contact information
  - Submitting information for data escrow purposes
  - Providing registrants with a registration agreement
  - Complying with ICANN policies and dispute resolution procedures
  - Paying required fees to ICANN
Registrar and Reseller Agreements

- RAA obligations governing registrar & reseller contract:
  - Registration Agreement used by reseller shall include RAA provisions and consensus policies
  - New provisions about privacy registrations and data escrow
  - Resellers shall provide registrars with data of the customers of privacy services or licensees of proxy registrations
  - Reseller is prohibited from using ICANN logos or representing themselves as accredited by ICANN without written permission
  - Any registrar requirement to provide link to ICANN webpage applies to reseller as well
  - Reseller must identify the sponsoring registrar to customer inquiry
  - Registrars shall take steps against non-compliant resellers and have the right to terminate reseller agreement

Registrar Training

- Registrar Operator Skills Training & Testing
- Registrar’s primary contact or specified person must complete a training course on registrar’s RAA and ICANN policy obligations
- Training program scheduled to be available in early 2010 - designed to be useful and helpful to understand and comply with RAA terms and obligations
Key Changes in 09 RAA

- Enhanced enforcement tools to ensure full compliance with RAA and ICANN policies
- New sanctions for non-compliance
- New requirements for registrar contact info
- Additional audit and data escrow requirements
- New requirements for reseller agreements
- Administrative and procedural changes

Incentives to Sign 09 RAA

- Automatically grants registrar a new 5 year term from date of signing (subject to early termination)
- FY09-10 transaction fee decreased from US$0.20 to US$0.18 in FY 09/10
- Registrar variable fee reduced by 10% in FY 09/10
- Distinctive list of 09 RAA registrars will be posted on ICANN and InterNIC websites
- Accreditation certificate in registrar’s local language (upon request)
Compliance Program

- ICANN is committed to preserve the security and stability of the DNS
- ICANN has a responsibility to protect registrants and promote and encourage competition
- ICANN bases its compliance efforts on the RAA to ensure registrars comply with their RAA obligations and ICANN policies

Audits & Compliance Notices

- To ensure compliance ICANN may conduct Registrar Audits
  - By requesting documents from registrars and/or
  - By conducting site visits
  - ICANN must provide at least 15 days notice
- Escalated compliance actions when
  - Audit activities reveal non-compliance
  - Complaints received by ICANN reveal non-compliance
  - (9,304 Consumer Complaints Processed in Jan-Sept 2009)
Enforcement Tools

- If a registrar fails to comply, ICANN can impose sanctions, including:
  - Suspension of right to create new registrations or inbound transfers for up to twelve months
  - Monetary sanctions
  - Termination of RAA
    - Rare and only the last resort after all attempts to work with the registrar to correct problems have failed

Enforcement Activity (Jan-Oct 09)

- 16 Registrar Accreditation Agreement (RAA) Terminations and Non-renewals
  - 9 Terminations
  - 7 Non-renewals
- 184 Breach Notices Transmitted
- 4,290 Enforcement Actions
Contact / Resource Information

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Thank You

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