

New gTLD Contracting Webinar

13 June 2013



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New Generic Top-Level
Domains

Webinar Information

US Toll-free
1-877-941-8269

US Toll
1-480-629-9654

Conference ID
New gTLD Contracting

- + Q&A session after the presentation
 - Phone questions given priority
 - To ask a question dial *1 (star one)
 - To exit the question queue dial *2 (star two)
 - Online questions answered as time permits

+ Recordings and slides available after the webinar

Additional information, including International dial-in numbers, can be found at:
<http://newgtlds.icann.org/webinars>

Agenda

- + Contracting Process
- + Contracting Information Request (CIR)
- + Next Steps & Additional Information
- + Questions

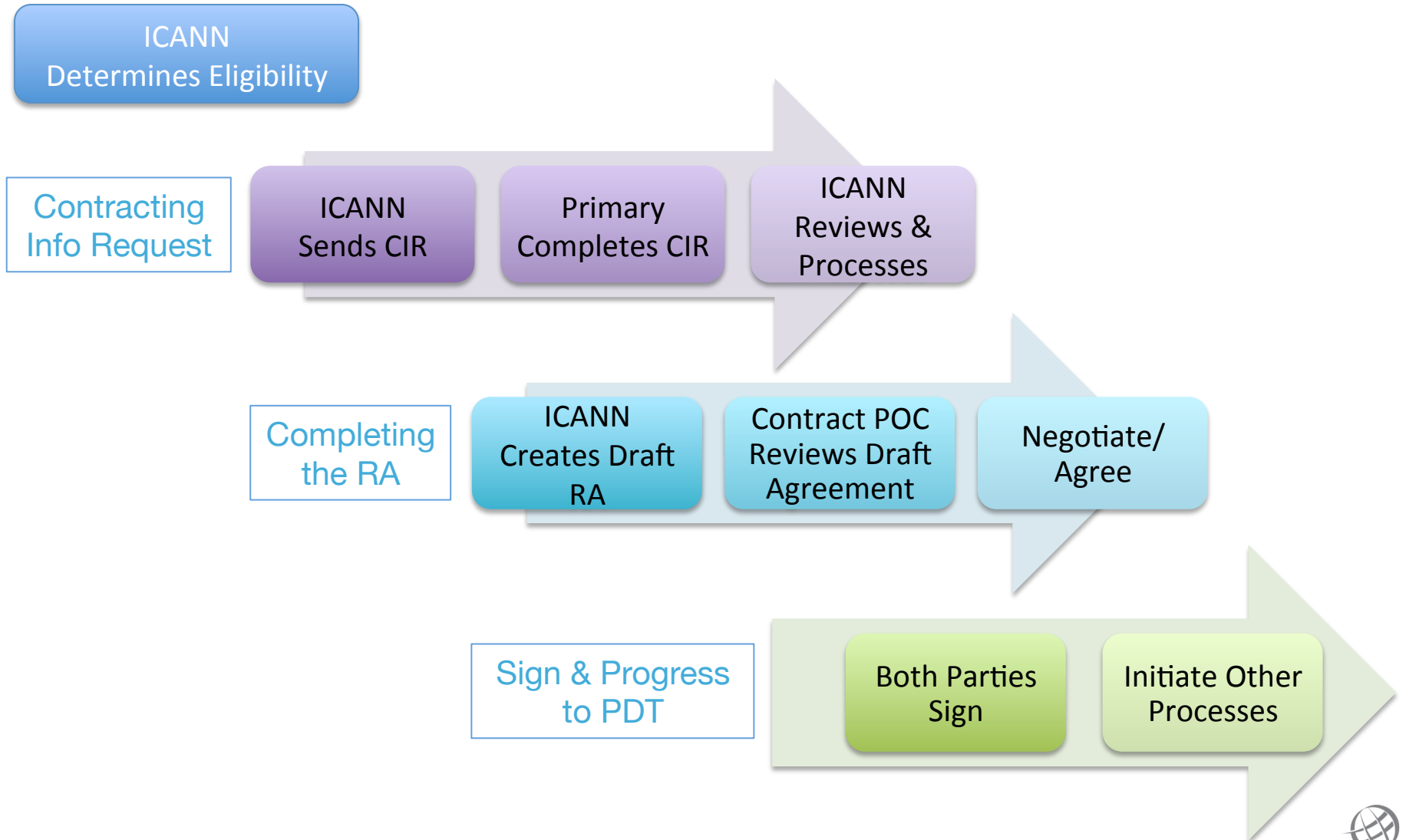
Contracting Process

Robb Antrobus

Director, gTLD Operations

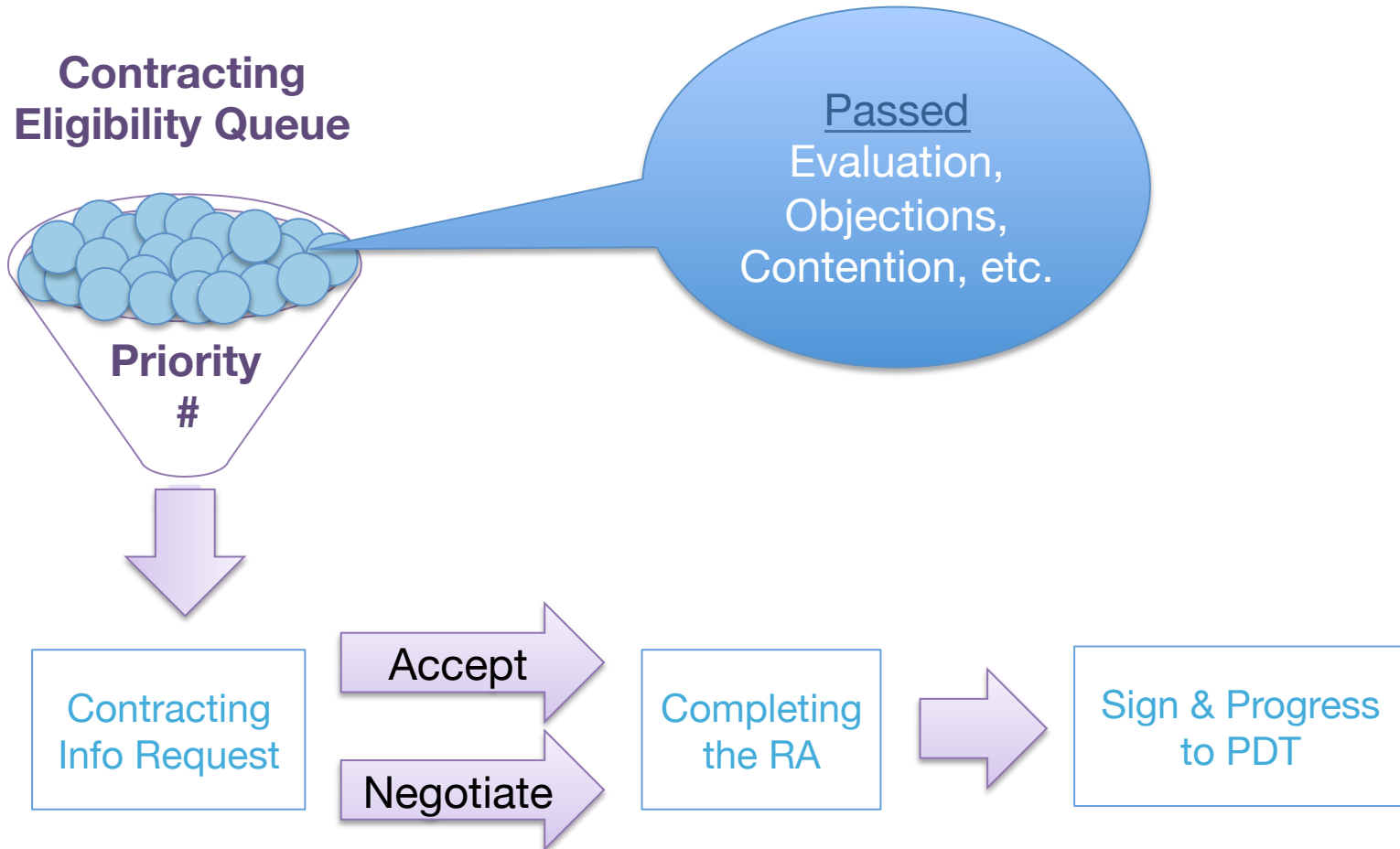
Contracting Process

Overview



Contracting Process

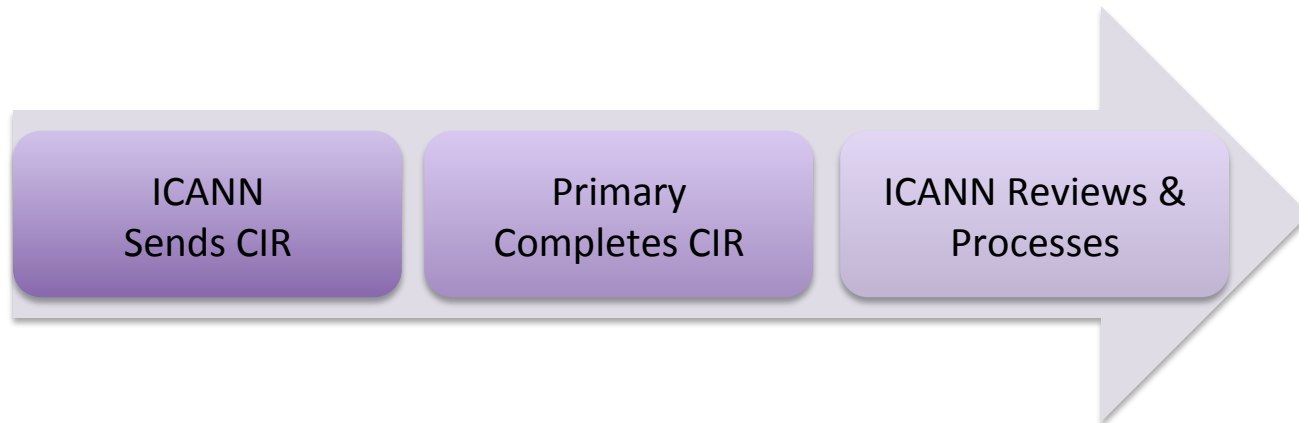
Contracting Prioritization Pipeline



Contracting Process

Contracting Information Request (CIR)

- + Initiating the CIR
 - By Priority
 - Customer portal
- + Notification and Response
 - Primary Contact
- + Review and Process



Contracting Process

Completing the Registry Agreement

- + Creating the Draft Registry Agreement
 - Based on responses to CIR
 - No changes requested = eligible for execution
 - Changes requested = negotiation
- + Applicant Contracting Point of Contact (POC) reviews Draft Registry Agreement
- + Negotiation and Agreement



Contracting Process

Sign & Progress to Pre-Delegation Testing

- + Signing the Agreement
- + Initiate Other Processes
 - Publishing the RA
 - PDT Eligible
 - Registry Onboarding



Contracting Information Request (CIR)

Krista Papac

gTLD Registry Services Director

Contracting Information Request (CIR)

Overview

All Applicants

1. Contracting Points of Contact
2. Registry Agreement - Exhibit A, Approved Services
3. Registry Agreement - Specification 8, Continued Operations Instrument
4. Changes to Application Data

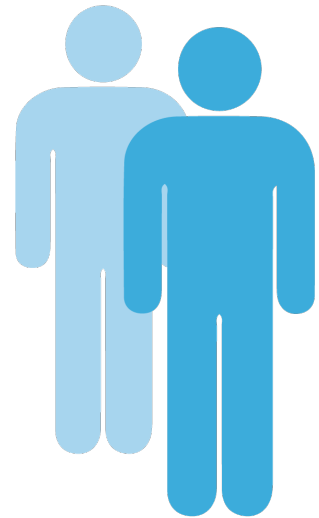
Some Applicants

5. Cross-Ownership Relationships
6. Registry Agreement - Specification 9, Code of Conduct Exemption Requests
7. Special Considerations - IGO/ Governments & Community
8. Requesting Changes to Registry Agreement

Contracting Information Request (CIR)

Contracting Points of Contact

- + Provide Points of Contact for:
 - Contracting Process Contact
 - Signatory to the Agreement
 - Legal Notices Contact



Contracting Information Request (CIR) Registry Agreement – Exhibit A, Approved Services

- + All Additional Services, if any, must be listed in Exhibit A
- + All Additional Services must match what was listed in the Application
- + If there are Additional Services, Exhibit A will be developed jointly between ICANN and the Applicant



Contracting Information Request (CIR)

Registry Agreement - Specification 8, Continued Operations Instrument

- + Continued Operations Instrument (COI)
 - Irrevocable Standby Letter of Credit, or
 - Irrevocable Cash Escrow Deposit

- + COI must meet all requirements of Specification 8, including those regarding:
 - Term
 - Amount
 - Draw
 - Notice/Consent

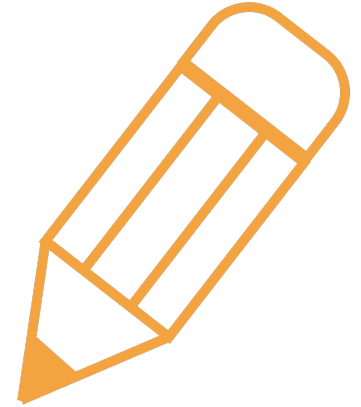


NOTE: if amending or obtaining a new COI, please use ICANN's current address:
12025 Waterfront Drive, Suite 300, Los Angeles, CA 90094-2536 USA

Contracting Information Request (CIR)

Changes to Application Data

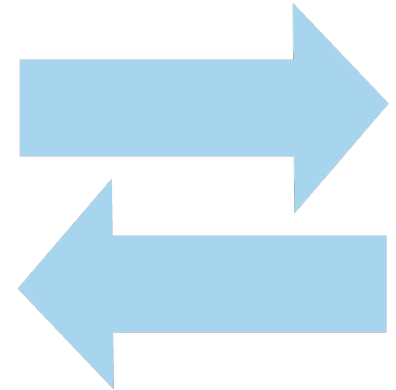
- + Applicants must submit a change request when information in application becomes untrue or inaccurate
- + All approved change requests must undergo a 30-day comment period
- + Applications may not proceed to the next step until the 30-day period has elapsed
- + Some change requests will require re-evaluation
- + Process to submit a change request is posted on the microsite



Contracting Information Request (CIR)

Cross-Ownership Relationships

- + Per AGB section 5.1, applicants need to provide a statement of cross-ownership, if applicable
- + Submit with your CIR package
- + ICANN intends to provide a sample statement



Contracting Information Request (CIR)

Registry Agreement - Specification 9, Code of Conduct

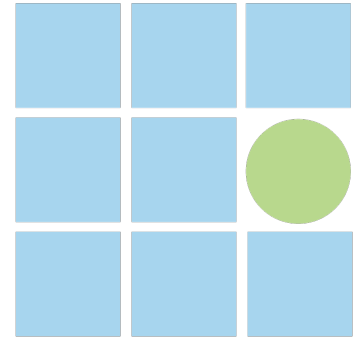
Exemption Requests

- + Applicants have the option to request an exemption if:
 - All domains are registered to registry operator for its own exclusive use
 - Registry operator does not sell or transfer use of any registrations to any non-affiliate
 - The application of the Code of Conduct is not necessary to protect the public interest



Contracting Information Request (CIR)

Special Considerations – IGO/Governments & Community



- + IGO or Governmental Applicants
 - Submit documentation of IGO/Governmental standing
- + Community Applicants
 - Specification 12 must include all Community Registration Policies and must match what was listed in the Application
 - Specification 12 will be developed jointly between ICANN and the applicant
- + Applicants that are both IGO/Governmental and Community must provide information outlined in both sections above

Contracting Information Request (CIR)

Requested Changes to the Registry Agreement



- + Per Module 5 of the AGB, applicants are expected to enter into the Registry Agreement substantially as written
- + Applicants may request and negotiate terms by exception
- + Applicants who request to negotiate terms will take substantially longer to complete contracting

NOTE: Draft Registry Agreement, including PIC Specs, is still subject to change pursuant to ICANN consideration of public comments and GAC Advice

Next Steps & Additional Information

Next Steps & Additional Information

Contracting Timetable Dependencies

- + Board consideration of outstanding GAC Advice
- + Board review of public comments on RA & RAA
- + Board approval of RA & RAA
- + Board New gTLD Program Committee has scheduled multiple meetings to address these issues
 - June 11, 18, 25

Next Steps & Additional Information

Getting Ready for Contracting

- + Access the Contracting Information Request (CIR) guidance to be provided on the microsite
- + Begin document collection for CIR
- + Check COI to make sure it meets requirements
- + Submit a change request for any changes to your Application
- + Watch for posted updates, including CIR request

Get a Head Start on Pre-Delegation Testing

- + Contract with an approved Data Escrow Agent

Next Steps & Additional Information

Helpful Links

- + Contracting / Registry Agreement page of microsite:
<http://newgtlds.icann.org/en/applicants/agb/base-agreement-contracting>
- + Sample CIR and sample COI will be published on the Contracting page:
<http://newgtlds.icann.org/en/applicants/agb/base-agreement-contracting>
- + Approved Data Escrow Agents:
<http://newgtlds.icann.org/en/applicants/agb/base-agreement-spec-2-data-escrow>
- + Change Request process:
<http://newgtlds.icann.org/en/applicants/customer-service/change-requests>
- + Questions? CSC Contact Information can be found here:
<http://newgtlds.icann.org/en/applicants/customer-service>

Thank You & Questions?

US Toll-free : 1-877-941-9321

US Toll: 1-480-629-9799

International Numbers

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