



# ICANN Tutorial

Changes in the expiry process

# Tutorial Agenda

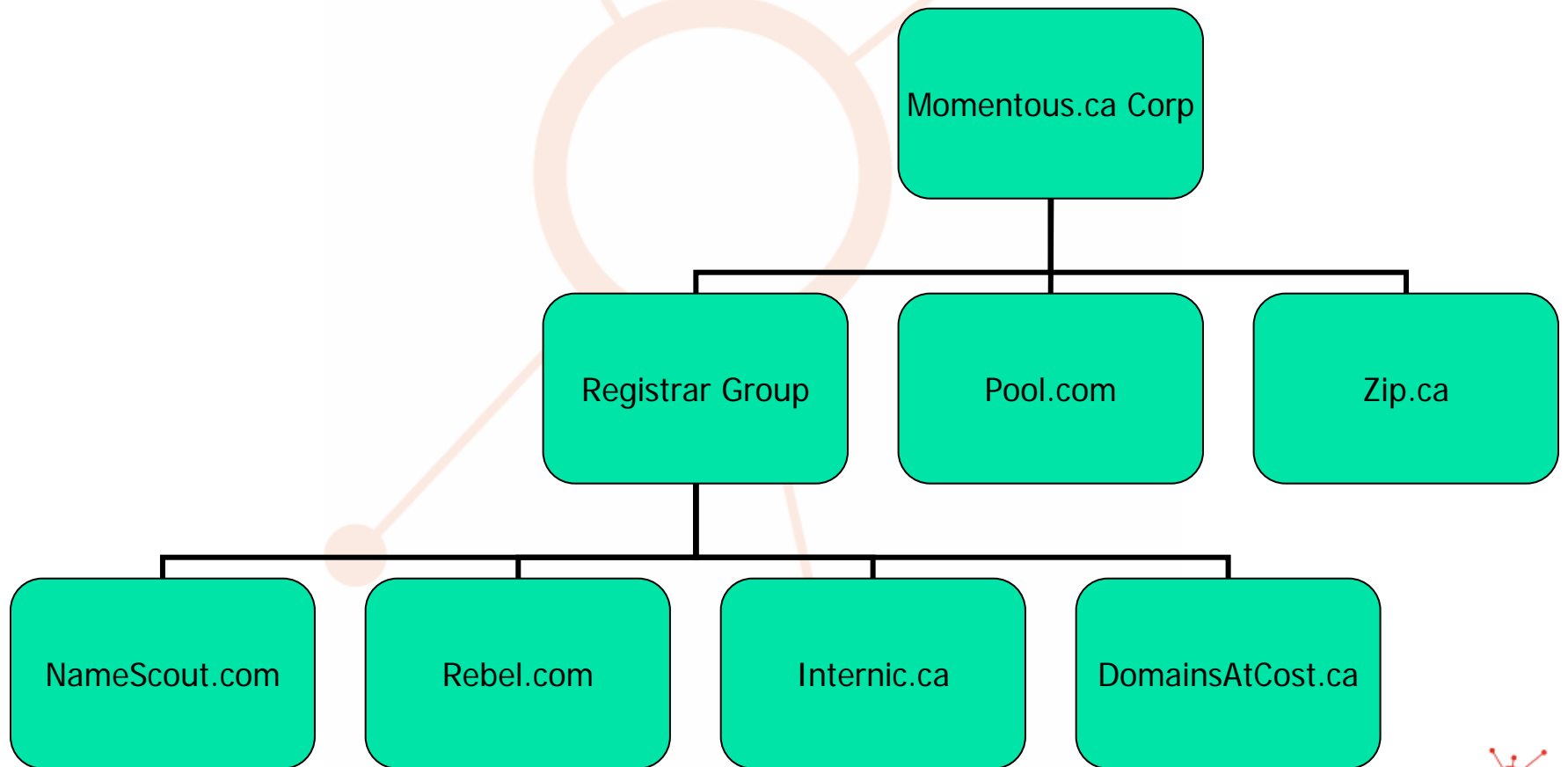


- Who am I ?
- History – 5-7 years ago
- Current day practices
- How it effects:
  - RGP
  - UDRP
  - Transfers
  - Registrar Silos
  - Privacy Services
  - Renewal practices
  - Registrar Portfolios
- What's Next

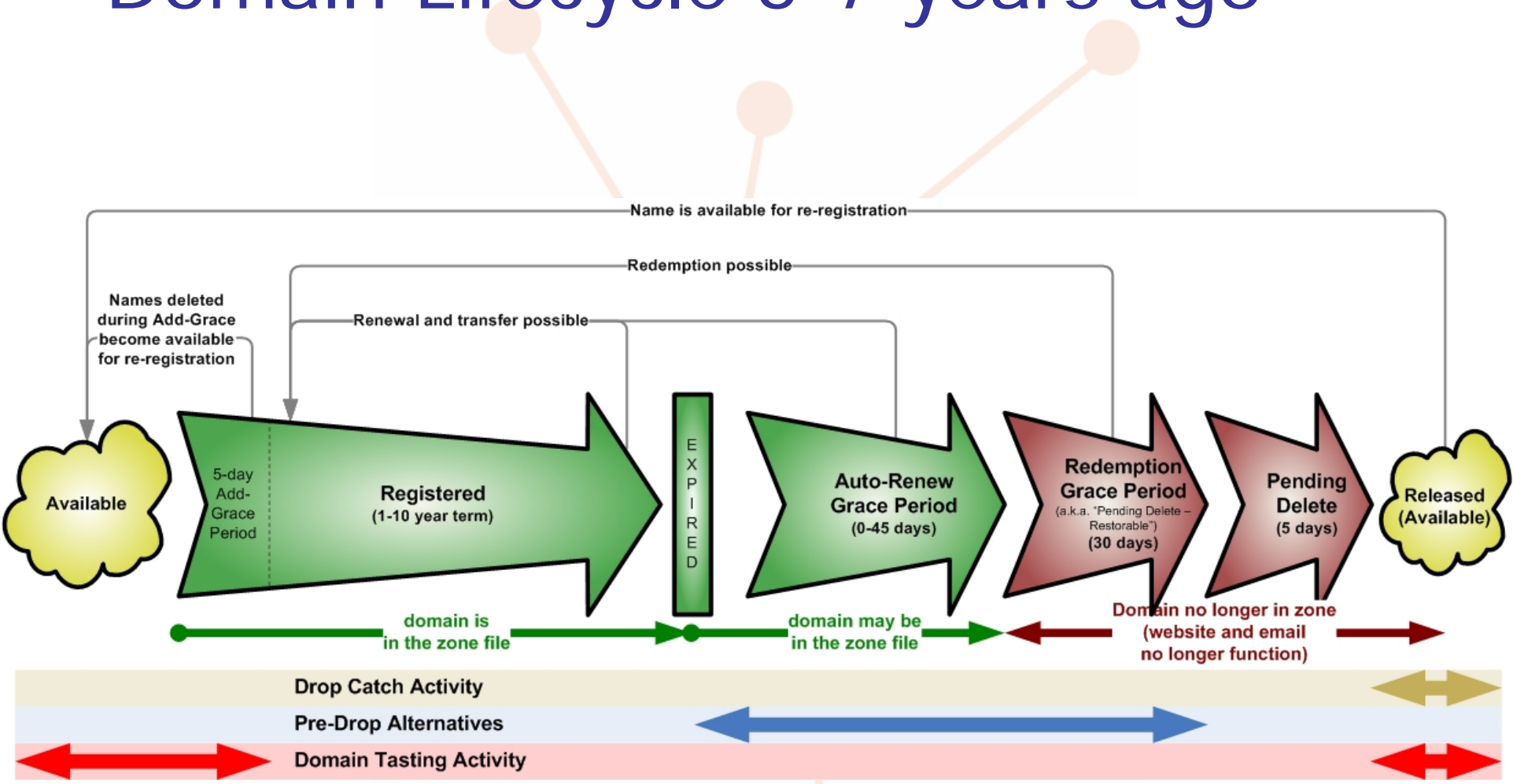
# Rob Hall

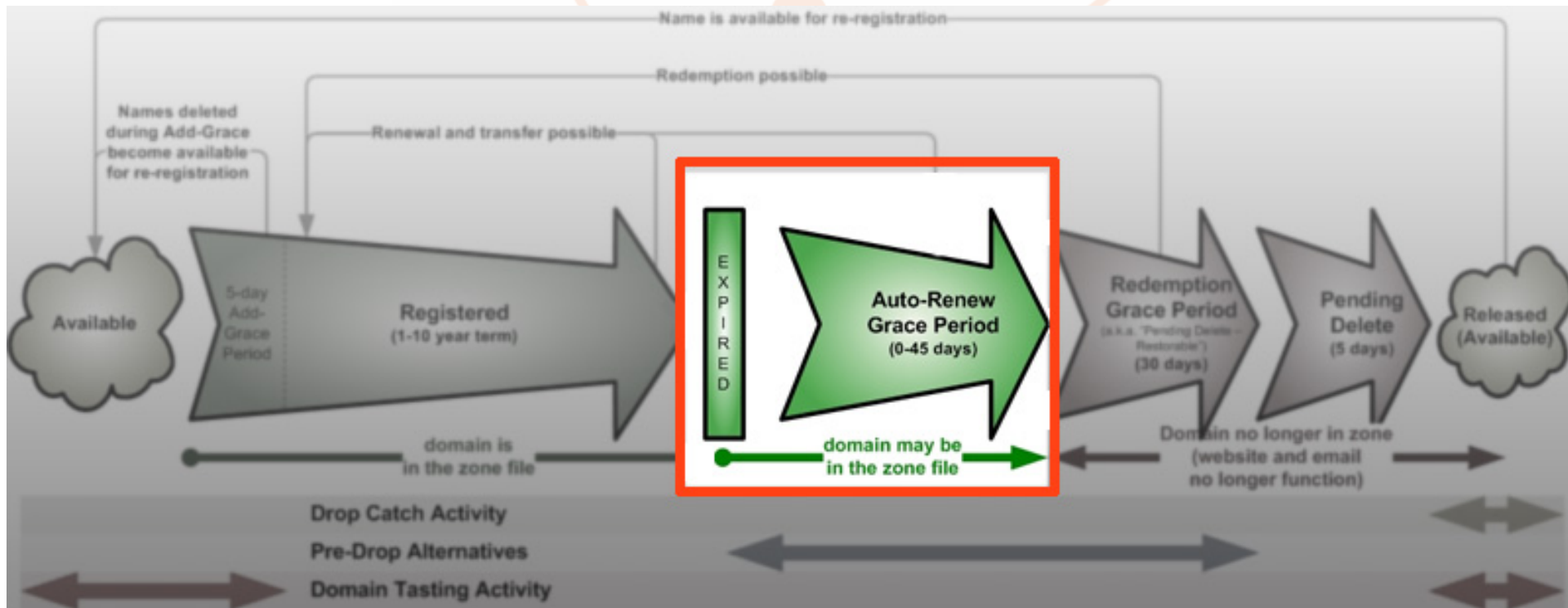
- CEO Momentous.ca Corp.
- Former vice-chair of Canadian Association of ISP's (CAIP)
- Former Chairman of the Canadian Internet Registration Authority (CIRA), which governs the .ca domain
- Past membership in ISP and ccTLD constituencies
- Disclaimer/Apology

# Simplified structure of Momentous.ca Corp.

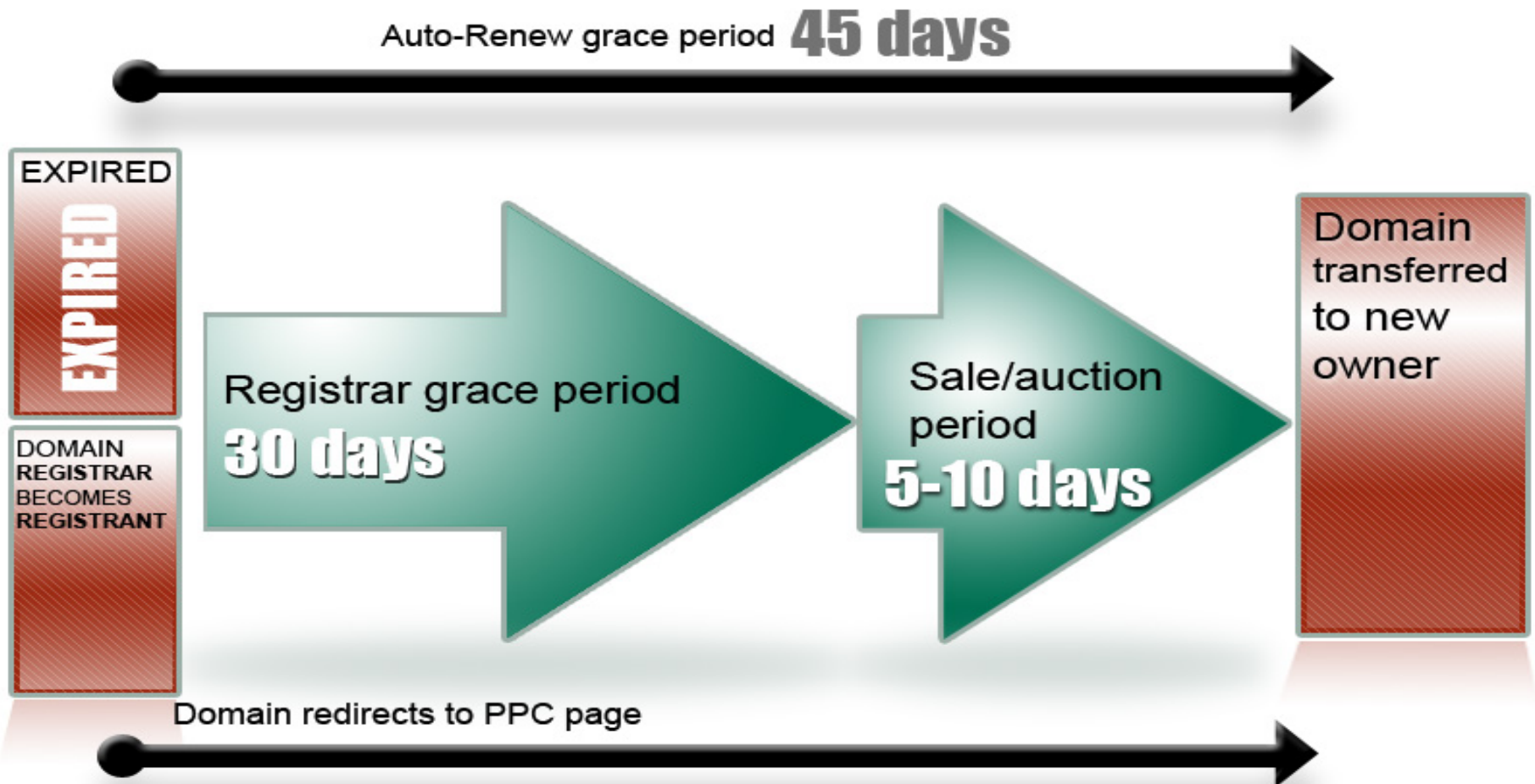


# Domain Lifecycle 5-7 years ago



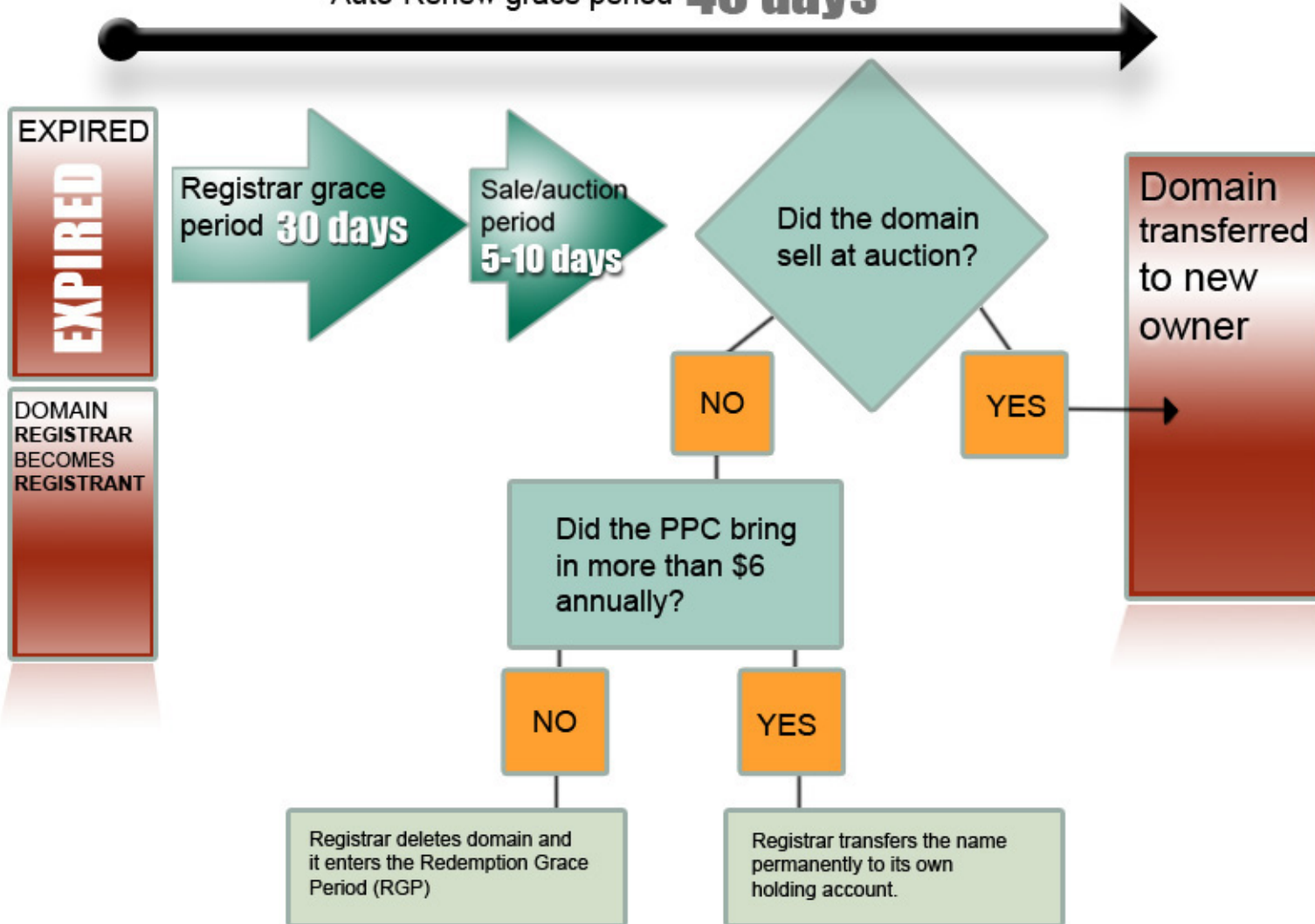


# Domain Life Cycle



# Domain Life Cycle

Auto-Renew grace period **45 days**





# Whois prior to expiry and privacy

## THANKS TO DOMAIN TOOLS

Cache Date: 2005-02-10

Registrar: NETWORK SOLUTIONS, LLC.

### Registrant:

Huntington Clothiers (QONEIJYXMD)  
1285 Alum Creek Drive  
Columbus, OH 43209  
US

Domain Name: NECKTIE.COM

### Administrative Contact, Technical Contact:

Huntington Clothiers (281185520)  
1285 Alum Creek Drive  
Columbus, OH 43209  
US  
999 999 9999 fax: 999 999 9999

autonic@STORE.YAHOO.COM

Record expires on 13-Feb-2005.

Record created on 12-Feb-1997.

Database last updated on 10-Feb-2005 10:48:24 EST.

### Domain servers in listed order:

NS5.STORE.YAHOO.COM	216.136.225.199
ST-NS1.YAHOO.COM	216.136.225.202

# Whois prior to expiry post privacy

Cache Date: 2006-09-08

Registrar: NETWORK SOLUTIONS, LLC.

Registrant:

Huntington Clothiers

ATTN: NECKTIE.COM

c/o Network Solutions

P.O. Box 447

Herndon, VA. 20172-0447

Domain Name: NECKTIE.COM

Administrative Contact, Technical Contact:

Huntington Clothiers

ATTN: NECKTIE.COM

c/o Network Solutions

P.O. Box 447

Herndon, VA 20172-0447

570-708-8780

hh7vs4tm82z@networksolutionsprivateregistration.com

Record expires on 13-Feb-2007.

Record created on 12-Feb-1997.

Database last updated on 8-Sep-2006 17:33:54 EDT.

Domain servers in listed order:

NS5.STORE.YAHOO.COM 216.136.225.199

ST-NS1.YAHOO.COM 216.136.225.202

# Whois during expiry

Cache Date: 2007-02-22  
Registrar: NETWORK SOLUTIONS, LLC.

Registrant:  
Pending Renewal or Deletion  
P.O. Box 430  
Herndon, VA. US 20172-0447

Domain Name: NECKTIE.COM

Administrative Contact, Technical Contact:  
Pending Renewal or Deletion  
P.O. Box 430  
Herndon, VA 20172-0447  
US  
570-708-8786  
pendingrenewalordeletion@networksolutions.com

Record expires on 13-Feb-2007.  
Record created on 12-Feb-1997.  
Database last updated on 22-Feb-2007 04:13:51 EST.

Domain servers in listed order:

NS1.PENDINGRENEWALDELETION.COM 205.178.190.51  
NS2.PENDINGRENEWALDELETION.COM 205.178.189.51

# Whois today

- Registrant:  
Dunn, Morgan  
10352 Stanford Ave,Q  
null  
Garden Grove, CA 92840  
US

Domain Name: NECKTIE.COM

Administrative Contact, Technical Contact:  
Dunn, Morgan  
10352 Stanford Ave,Q  
null  
Garden Grove, CA 92840  
US  
+1.7145370334 fax: null

Record expires on 13-Feb-2008.  
Record created on 12-Feb-1997.

Domain servers in listed order:

NS91.WORLDDNIC.COM	205.178.190.46
NS92.WORLDDNIC.COM	205.178.189.46

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http://www.necktie.com/

necktie.com

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Done

Internet

100%

# Effect on RGP

- Some confusion between Registrar grace period and Redemption grace period
- Domains of value no longer enter the ICANN Redemption Grace Period
- Domains no longer deleted
- Domain could be transferred to new owner the day it expires.

# Effect on UDRP

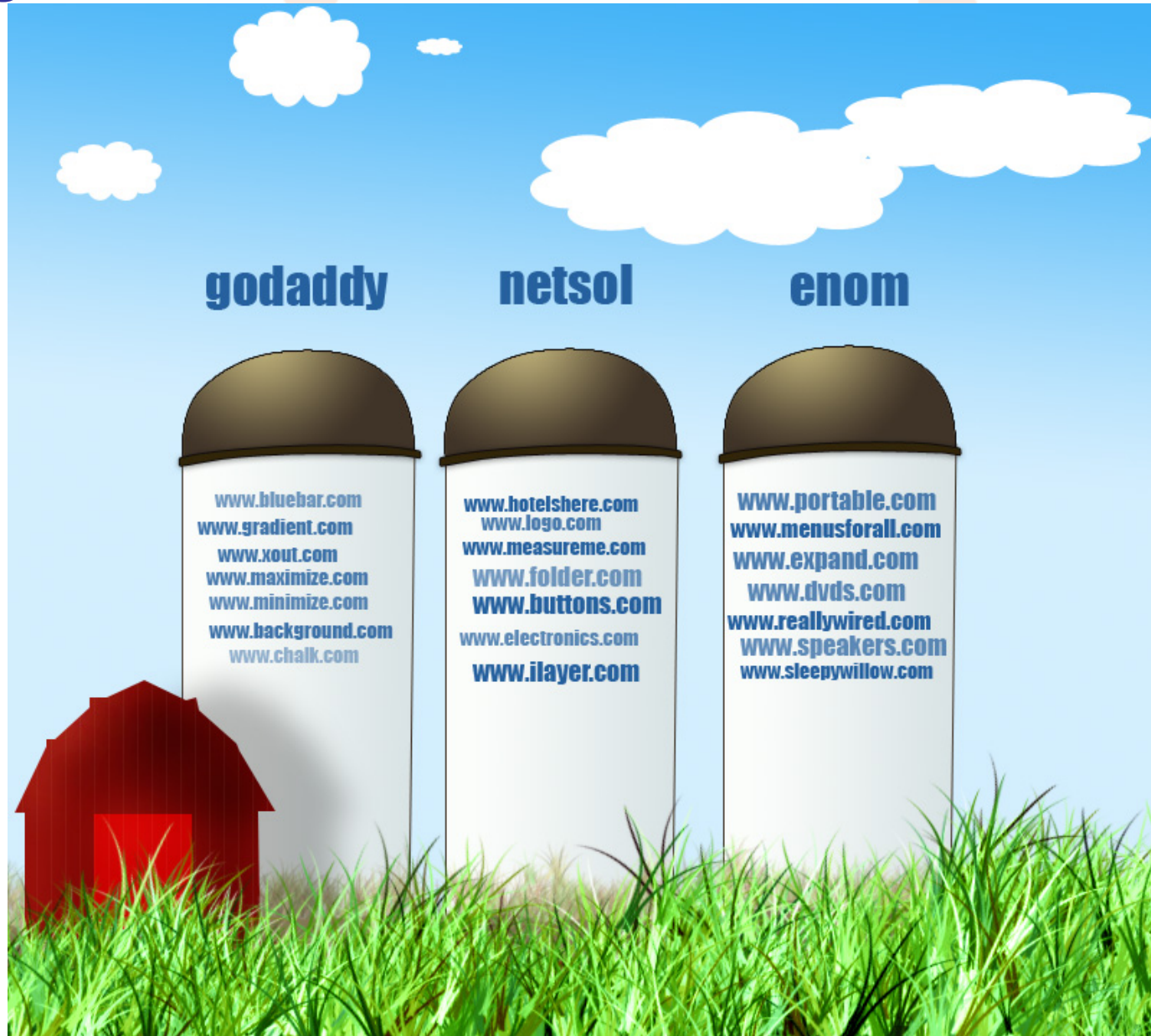
- Is the UDRP becoming useless ?
- 2 schools of thought
- Original registration date important
- Now that original date stays the same as domains transfer between Registrants, rather than delete and are re-registered
- Registrar/Registrant transfer is new contract thus new Registration – camera.com
- In either case, significant impact on UDRP

# Effect on Transfers

- Transfers no longer possible after expiry date
- Registrant is now the Registrar
- No permissions possible to initiate the transfer
- Registrant must renew with existing Registrant



# Registrar Silos



# Privacy Services

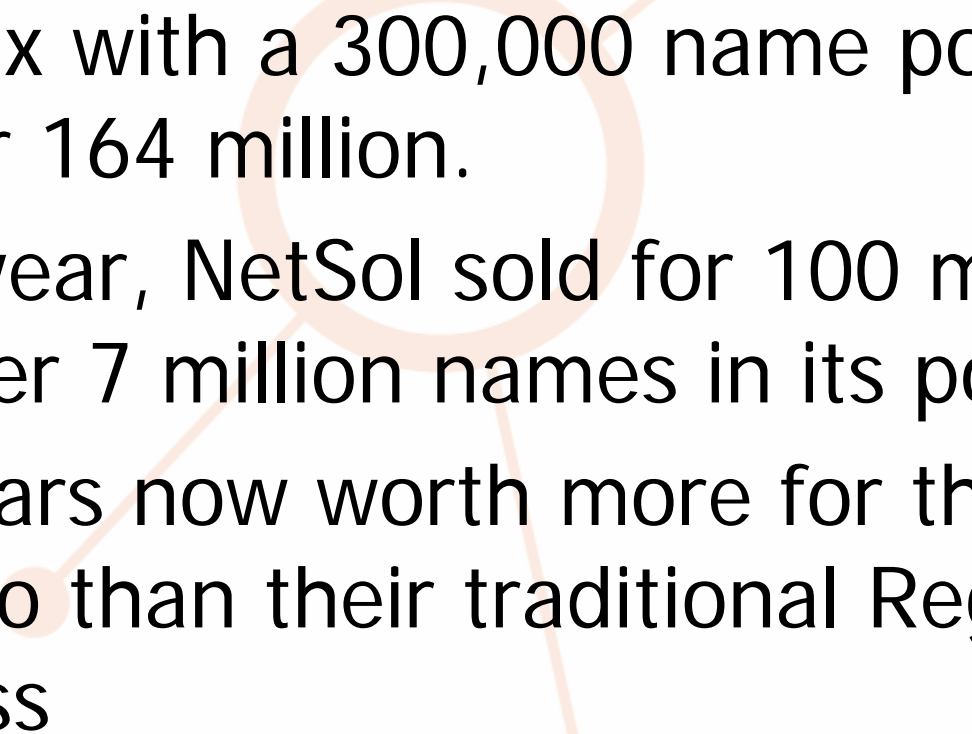
- Privacy Services become the Registrant
- Make transferring even easier
- Bankruptcy or decision against a privacy service – portfolio of domains service has becomes an asset for creditors
- Much easier to sue/UDRP a privacy service

# Renewal Practices

- Typically about 30% of domains do not renew.
- May be incentive now for the Registrar to not renew.
- Over 50% of domains in existence are for sale
- Secondary market is now the primary market

# Registrar Portfolios

- Domain Portfolio worth 8-10 times annual revenue of PPC on portfolio
- Valuation does not include marquee names
- Make very small margins on renewals. Very large margins on re-sale and auctions or keeping for their portfolio.
- \$2-\$3 for renewal, \$60-\$500,000 for re-sale.

- 
- Marchex with a 300,000 name portfolio sold for 164 million.
  - Same year, NetSol sold for 100 million and had over 7 million names in its portfolio
  - Registrars now worth more for their portfolio than their traditional Registrar business

# What's Next = Massive Changes

- Market will continue to evolve
  - More advertisers
  - Domains being bought down to the \$4 mark
  - Domainer numbers growing
  - New Primary market evolves
- 
- Rob Hall
  - [rob@momentous.ca](mailto:rob@momentous.ca)