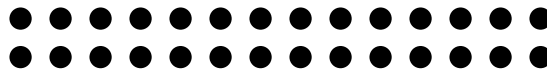
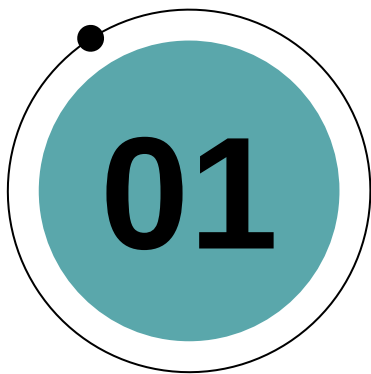


Being an ICANN Accredited Registrar

ICANN76

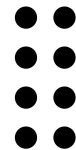
ICANN | R r S G

Registrar Stakeholder Group

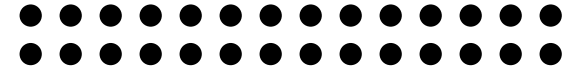


Welcome & Overview

Ashley Heineman, GoDaddy, RrSG Chair

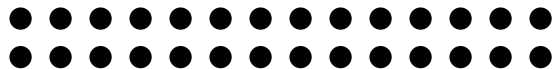
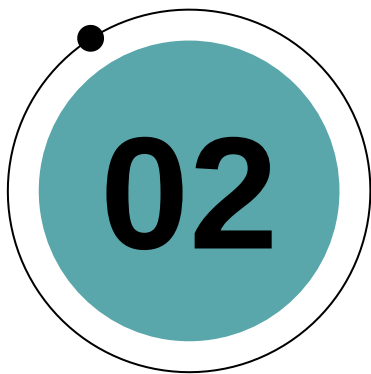


Meeting Agenda



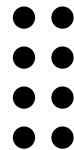
No.	Topic	Lead
1	Welcome & Overview	Ashley Heineman, GoDaddy, RrSG Chair
2	Discussion Topic Poll	Ashley Heineman, GoDaddy, RrSG Chair
3	ICANN Org: Becoming and Being an ICANN Accredited Registrar	Cyrus Jamnejad, GDD Accounts Manager Daniel Fink, Stakeholder Engagement Director
4	LAC and Global Registrar Perspectives	Natalie Howatson, Com Laude Eric Rokobauer, Newfold Digital
5	The Benefits of Being a RrSG Member	Ashley Heineman, GoDaddy, RrSG Chair
6	Discussion Topics In Depth	Various
7	Wrap-up & AOB	Ashley Heineman, GoDaddy, RrSG Chair



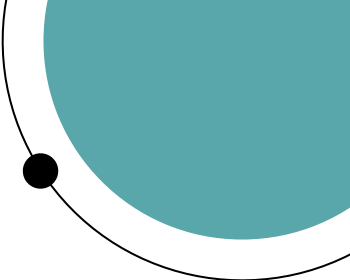


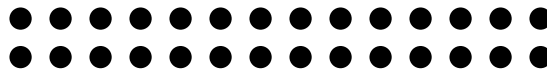
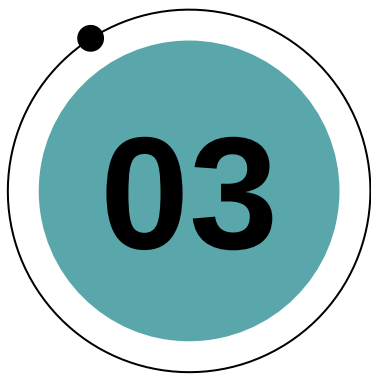
Discussion Topic Poll

Ashley Heineman, GoDaddy, RrSG Chair



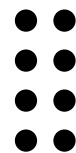
Discussion Topic Options

- 
- 
- ● 1. Getting to know other registrars
 - ● 2. Understanding the industry & ICANN
 - ● 3. Influencing policy
 - ● 4. What is the ICANN policy process
 - 5. Why registrars should care about policy
 - 6. Interacting with ICANN Compliance from the registrar perspective (including LAC region)
 - 7. Learning about other markets
 - 8. Getting to know ICANN staff



Becoming & Being an ICANN Accredited Registrar

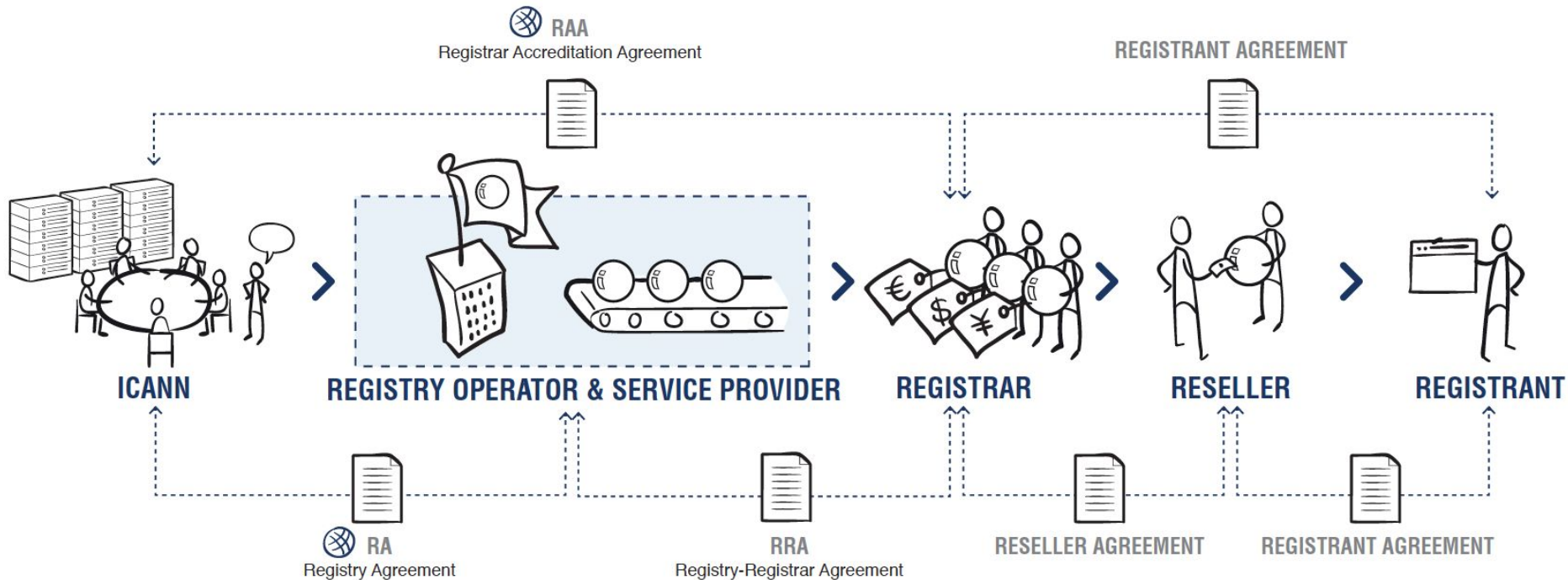
Cyrus Jamnejad, GDD Accounts Manager & Daniel Fink, Stakeholder Engagement Director



Becoming an ICANN Accredited Registrar

- Background - Registrars within the DNS Ecosystem
- Benefits of ICANN Accreditation
- Considerations
- Registrar fees

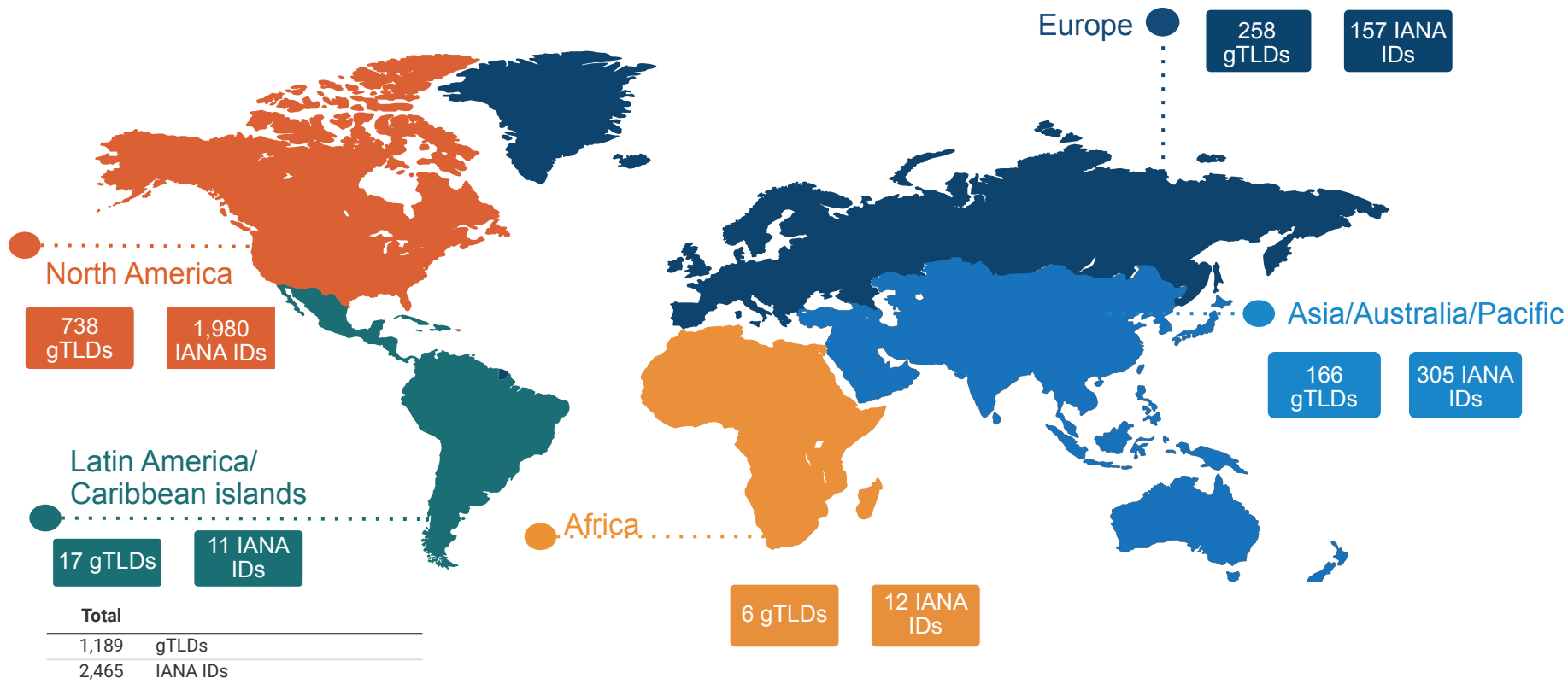
Registrars Within the Ecosystem



Various Registrar Business Models



Contracted Party Global Distribution



Data as of March 2021. Source: The location of the contracted parties are determined by the information provided by the registry operators and registrars. Does not necessarily reflect the location of the headquarters or operations.

Benefits of Accreditation

- Reputation by accreditation
- gTLD registry access
 - Selection of strings and services
 - Direct API access
 - Registry-level pricing
- Direct participation at ICANN and through the Registrar Stakeholder Group
- ICANN outreach and educational events

Considerations

- Costs/fees
- Compliance obligations
- Contract and account funding required for each gTLD
- 24x7 abuse complaint handling
- Data validation and verification requirements
- Data retention and data escrow obligations
- Registrant benefits and responsibilities

Application Overview

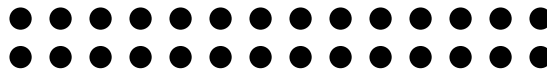
- Business Plan
 - Used to assess applicant qualifications and staffing levels
- Operational and Technical Capabilities
 - Security, risk management, continuity planning, resiliency, etc.
- Capitalization
 - Access to \$70,000 USD working capital or otherwise adequate funds to support business
- Administrative
 - Proper Documentation and Background Screening

ICANN Fees

- One Time Application Fee
 - \$3,500 USD
- Annual Accreditation Fee
 - \$4,000 USD/year
- Quarterly Variable Fee
 - Approx. \$120 per quarter for most Registrars
 - Approx. \$370 for registrars with > 350,000 DUMs
- Transaction fee: \$0.18 USD per transaction
(registration/renewal/transfer)

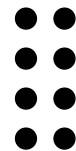
Questions?

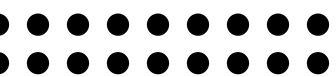
Accredit@icann.org



LAC & Global Registrar Perspectives

Natalie Howatson, Com Laude & Eric Rokobauer, Newfold Digital





Registrar Perspectives



What **opportunities** come from being an ICANN accredited registrar?

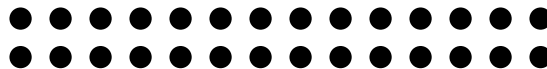


What are some of the bigger **challenges** that you face as a registrar, and how have you handled them?



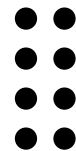
ICANN is often seen as having a lot of **red tape or processes** that take a long time to learn before you can really participate. Has that been your experience? Do you find it's more or less manageable than with a ccTLD?



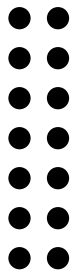


The Benefits of Being an RrSG Member

Ashley Heineman, GoDaddy, RrSG Chair

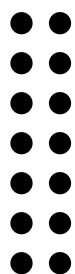


RrsG Leadership (ExCom)



- Ashley Heineman, Chair (GoDaddy)
- Owen Smigelski, Vice Chair of Policy (NameCheap)
- Jothan Frakes, Vice Chair of Technical Operations (PLISK.COM)
- Eric Rokobauer, Secretary (NewFold Digital)
- Benny Samuelson, Treasurer (NameSRS AB)
- Antonia Chu, GNSO Council Rep / Asia Pacific (Alibaba)
- Greg Dibiase, GNSO Council Rep / North America (Amazon Registrar)
- Theo Geurts, GNSO Council Rep / Europe (Realtime Register)
- Pam Little, Nominating Committee Rep (Alibaba)

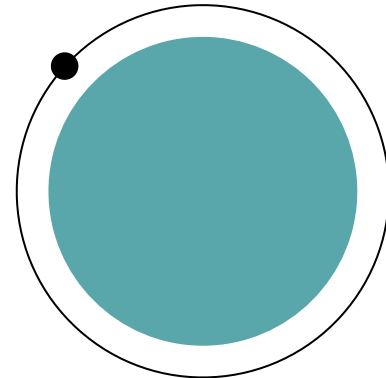
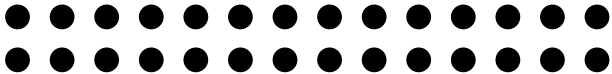
RrSG & CPH Working Groups

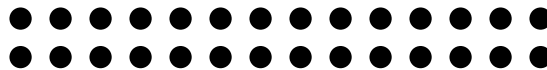


RrSG Subgroups	CPH Subgroups	PDP/Project Based Teams
RrSG ExCom	CPH TechOps Group	(CPH) RA/RAA Amendment
RrSG Policy Team	CPH DNS Abuse Group	(CPH) Roles & Responsibilities
RrSG Compliance Group	RDAP WG	CPH Registration Data IRT
RrSG DNS Abuse Group		RrSG Transfers
RrSG Finance Team		RrSG / CPH Accuracy
RrSG RRA Amendment Review Team		RrSG / CPH EPDP
RrSG Communications & Outreach Team		



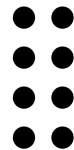
- RrSG website: <https://rrsg.org>
- RrSG Charter:
<https://rrsg.org/wp-content/uploads/2018/06/RrSG-Charter-6.0-May-2018.pdf>
- List of RrSG Members: <https://rrsg.org/members-list/>

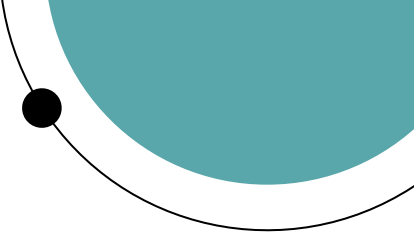
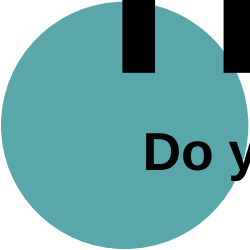




Discussion Topics In-Depth

Ashley Heineman, GoDaddy, RrSG Chair





Thanks!

Do you have any questions?

www.rrsg.org

