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UNIDENTIFIED MALE: [Speaking in foreign language]

UNIDENTIFIED MALE: We were supposed to have interpreters. Probably they are on their way. We can do it in English.

AGUSTINA CALLEGARI: Okay, again in English. My name is Agustina Callegari from Argentina. We are going to talk to you about initiative called Governance Premier which is a course about Internet Governance delivered to young people in Latin America. The course started as an initiative of Mark – I can't pronounce his – [inaudible] who was a NexGen during ICANN 53. Last year, if I'm correct, last year – or this year it was. This beginning of this year they submitted a course in Brazil in the University of São Paulo for 50 people there.

Then we decided to reply this initiative in other countries of the region like Argentina and Uruguay, so two weeks ago – and Lucas is telling me that one was held in [inaudible], too. And so

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two weeks ago we made this course in University of Torcuato Di Tella in Buenos Aires with than 50 participants of all the stakeholders and with a lot of young people involved in the course. It was a all-day course with different models like Internet Governance for [Beginner], How the Internet Works, Social and Legal Aspects of the Internet, and also a model about opportunities and national initiatives for the people there.

I guess I'm forgetting something.

[MARTIN]:

I guess just to finish and wrap it up is, the course is being prepared by a multistakeholder committee, if you may, of young people. We are all under 30. We are all a part of the ICANN community from the Fellowship or the NextGen program, and we are using that network to bring it regionally. So we have Brazil, we have Buenos Aires, we have Uruguay, and there is already [planifications] to bring it to other countries such as Mexico, Colombia, Venezuela, Paraguay, Chile. It's for beginners. It can be taken from an Engineer or someone just that is finishing their high school, and it is still in a pilot mode. And since we are still drafting the final versions of what we want to do and how we want to do it. But the idea is to have a course that is multistakeholder made and young-led, and aimed to introduce Internet Governance to the daily life of the students.

AGUSTINA CALLEGARI: Thank you.

RODRIGO DE LA PARRA: No, thank you, [Martin] and Agustina for this presentation, and congratulations for the initiative. It's going really well. Very, very, promising. Already three editions of this initiative. So congratulations. Keep up the good work.

We're still waiting for Ram and we will continue with our agenda. I don't know, Dustin, if you are ready to present. We have a special guest, Dustin. He's going to present something that maybe you are all aware, is the famous ICANN wiki but now you are going to be able to see this in Spanish, which is actually a very good thing, a very good project. Thank you for doing this. The floor is yours, guys.

DUSTIN PHILLIPS: Thank you. I'm Dustin Phillips and this is my colleague, Jackie Treiber, with me. If you've seen all of the caricatures such as these floating around – which reminds me that I need to give Rodrigo his – that we do that. We do the playing cards. We have a resource for Newcomers as well as people that are already involved.

We've been working with Dominios Latinoamerica and SSIG to translate this content into Spanish. And as you can see, we have 26 articles and those are all direct translations from the English content, but we basically just want to come here and let you know that this does exist in Spanish and that we want to continue building it and we're happy to support you in any way that you can if you'd like to contribute. We don't need everything to be a direct translation. We want local content to be developed as well, so if there's something in your region that you'd like to talk about or write about, then feel free to start an article from scratch.

We're just looking for some enthusiasm and excitement in the community and helping us build up the Spanish to be just as good as the English version.

Jackie, do you have anything to add to that?

JACKIE TREIBER:

Sure. I also wanted to mention that we will be at the IGF in Guadalajara and we will be holding an edit-athon event there where original content in Spanish can be developed as well. So if any of you are going to the IGF, we would love to see you there. This is a really exciting initiative, I believe, and it's just great to have a resource on Internet Governance in Spanish. Thank you.

UNIDENTIFIED FEMALE: Do you accept articles in Portuguese?

DUSTIN PHILLIPS: Not on the Spanish site. But we would be happy to work with the Portuguese speaking community to put up a Portuguese site as well. We would love that.

UNIDENTIFIED FEMALE: Okay. Thank you.

VANDA SCARTEZINI: We have the pleasure to have Ram Mohan here. Most of the people I believe know him very well from the Board. He will give us some overview about what's going on in India. Not living in India but the market of [affiliates] is very well here and being an Indian, too, is important to have him talk about what he feels about the market and the opportunities that we have in India. Thank you.

RAM MOHAN: Thank you very much, and thank you for having me come here. If you Google India and DNS, you will find a whole lot of data and statistics already about India. So I won't go through those kinds of details and those kinds of numbers. India is really, as you

know, a country of very huge numbers. This morning I was speaking to people from the Ministry and they were telling me that in one day in India, every day, 70,000 new users are added to the Internet. That's every day of every year.

It's a significant thing. There are people who I speak to and I talk about numbers like this and they say, "Well, so in the space of two or three months there are enough people who join the Internet that is more than the total population of a country." But that's how it is.

The language I speak, Tamil, is a minority language in India. We are one of the smaller languages in India. It has only about 80 million people speaking it. But if you look at the DNS itself and you look at the DNS marketplace in India, I would say there are three distinct aspects to the DNS market in India.

First let's look at the domain name market inside of India itself. It's still dominated in large part by .com. Dot-com has high branding here in India. But from 2005 onwards the government started to invest in .in and it opened up the policies for .in. and in doing so, .in grew from in 2005 there was 6,000 names in .in. There are about 2.2 million domain names in .in right now.

The other thing that has happened at .in is that the country decided to create a registry-registrar separated model, and as a result of doing that there are something like 60 or so registrars –

local Indian registrars – right inside of India. And in doing so, what has happened is that these registrars have started to [understand], and a lot of the policies are modeled in some ways after gTLD type of policies. So if you look at pure technology and technical ability, a lot of the registrars, if they become qualified to run with .in, they pretty much are qualified to run with .org or they're qualified to run with other gTLDs. So it automatically upgrades that capability.

There's also been hundreds of jobs that have been created as a result of that. There is now a vibrant marketplace for .in domain names.

Leaving the marketplace aside, in real user terms .in is a very solid, heavily used, domain name in India. It didn't used to be that way before. But now it's a heavily used domain name in India. You probably found when you came to the airport or when you go all the way through, you will see billboards other places. You will see .in domain names. It didn't used to be that way 10 years ago. In fact, when I came to India in 2004 to try and convince the government that they should liberalize, one of the things I did was to show photographs of government installations where the e-mail addresses were all Hotmail and Yahoo and Gmail.

So there is that part of the domain name marketplace – vibrant, growing, with both a primary domain name marketplace with registrars and a secondary domain name reseller marketplace that is existing.

If you look at the network side of it, there is a little bit of a difference. A few years ago in India there was a large amount of growth in data center capacity and bandwidth capacity that was built out, but what happened over a period of time is that there was a little bit of a glut and the market softened quite a bit. Some large data center providers actually ended up getting into financial difficulty.

However, in a large scale basis if you look at where India is, it's still a little bit more in the conventional data center business. So if you look at opportunities inside of India there is, I think quite a significant cloud oriented opportunity. The big players that are very big elsewhere in the world, they're not all deep into India yet. So from the Latin American region if there are good technologists and good technology there is I think an opportunity here.

You also know that from a pure language point of view Portuguese is spoken here in India. Spanish is spoken here in India. For those of you who have an extra couple of days you go to Goa, you will find everything is in Portuguese, so on and so

forth. French is spoken here. When you hear people talk about India having multiple languages, it's not just Indian languages. There is the vestige of its colonial past actually exists and there is a lot of coexistence in that area.

But what that, I think, also means is that from a Latin American perspective, both culturally and linguistically, there is common ground. And if you look at both investment into the Latin American region and vice versa, if you go to those places especially in India – you go to Goa or the Nicobar Islands or you go to Pondicherry or other places like that – you'll find that there are special investment areas that the governments have set up that encourage investment that is not just about Indian languages or with an Indian focus.

The last thing that I thought you should also know about is, if you compare the growth of IPv4 versus IPv6 and that kind of what is the uptake here in India, like in many other parts of the world v4 is much more dominant than v6. But one of the things that I think is a huge opportunity and there is a tremendous amount of investment that is being placed is in Smart cities and Smart villages. Let me just take a minute to speak to this.

India has over 200,000 small villages, and the government is pouring a huge amount of investment in getting those villages not just wired but actually digitally alive. But to get there, they

actually need both technical assistance as well as some investment, if you will, to grow the capacity in those areas. Smart cities and smart villages is a major initiative, and if you look at collaboration I would say that that is probably the number one area to collaborate.

In fact, a couple of days ago I helped work with the Hackathon right nearby and let me tell you, I've been in other Hackathons. This Hackathon, 800 people applied. In total there were about 70 teams that applied. They had to cut it down. They came down to 25 teams and eventually there were 12 that were shortlisted.

Again, it's numbers. The scale is huge but the investment is also huge. So if you look at IOT and the connection with IOT Mesh Networks and actual digital connectivity, there is a great deal of investment and you will find a tremendous amount of interest and investment from both state government as well as the central government authorities. And when I say investment, if you look at the state government where we are in right now, for example, they're investing in just IOT and building a smart city network. They're investing over a billion dollars in just that area. So there is a lot of opportunity. In fact, T-HUB, which is an incubator not far away from here, they invite entrepreneurs to come and build systems there and they provide a very good ecosystem.

Again, they're making strong investments and they're inviting folks to come in and do work but they're looking for partnerships as well. So I think all of those are where the next generation is going.

If you look at the country itself, I think what you're going to see is a combination of two things. Number one, this is a country that has completely leap-frogged the wired device generation. It has gone straight from people who are not on the Internet to straight being on a smartphone. And a smartphone here in India costs somewhere about \$40. So you go straight from having no Internet to being on a smartphone directly available here. And that is enabling a generation of small businesses that actually don't know the conventional things we know about the Internet. Their convention about the Internet is actually more of a world that is dominated by WhatsApp, it's dominated by Viber, it's dominated by social networks and commerce that is running on top of social networks. Again, it's a generation that is moving mobile digital rather than digital first.

The next half a billion people on the Internet are going to come from here, from just this country. And almost all of them are going to start entering the Internet and experiencing the Internet and doing commerce on the Internet, etc. directly on mobile. So mobile solutions, mobile payment solutions, things like that are a huge hit here in India.

VANDA SCARTEZINI: Thank you, Ram. Let me start a little bit with that. One thing that we could see in the last years was the growing of local companies going out. And there is a lot, at least in Brazil, many organizations that and they are quite open to make agreements. And in Brazil for instance, a lot of companies use facilities from India, even with the time zone complexity. But my experience with the India's technical guys that they don't care about the hours of the day so they are very open to work in any time that is convenient for the client.

RAM MOHAN: Yeah, I think there is a truism about maybe not just Indians but India and Indians, you can expect them to work any time, and you can expect them to eat any time.

K. S. RAJU: So [please] a few words from [inaudible] LAC [inaudible] conference. This is K.S. Raju, a [inaudible] NETmundial. I was on other [inaudible] multistakeholdership and connectivity to rural villages and sustainable [inaudible] connectivity. And one of the founders of smart [inaudible] in India. What is the thing is today instead of on the village, what do high tech city or one of the founders of high tech city when [high tech] city it was built from

scratch. What we are [setting] here. Six million people are getting connected through broadband and wireless.

What we are looking for is one more in each district and town we're creating clusters. Cluster is [inaudible] foot cluster and [whatever it may be]. In some areas we are also coming [out with] a plan. We have Spanish cluster, Portuguese cluster, whatever it may be. And all the entrepreneurs the Internet is flat. The Internet is global. And less like the global economy should be local. And this [religious] can be connected. And all the [author] from Latin America and India. All [Inaudible] the same. We got history [inaudible]. We got into Latin America, we have history. And India [we have] history.

The cultures can be clumped together and the cultures can become a global players [economically] have been grown. The future is globally is agriculture, the farm ecosystem is affecting. And if you link with the ecosystem, the people, and the economy, the world will become flourish and this industry is \$4.5 trillion business.

And the people are middle class people. And for the people are [harnessed], the villages are [harnessed] and middle class are [harnessed], and if you tell them they will do it and they'll generate the money. And whatever we can do is Latin America, India can do a lot. Thank you so much.

VANDA SCARTEZINI: Thank you, Tony.

UNIDENTIFIED MALE: Yes, I'd like to agree entirely with what Ram said about IOT. That is where we're going. In Argentina, our Association CABASE has already inaugurated a coordination center, a marketplace, for IOT with road shows we're doing and we're adding IOT enabled infrastructure to our Internet exchange points. That's the way I think we have to go, and I agree entirely with Ram.

RODRIGO DE LA PARRA: I think we can take one more question before we start. There's a lot of similarities between the cultures and there is common ground as you said, to do things together. One last question from Andres and then we start with the other.

ANDRÉS PIAZZA: Sorry, is the interpretation still on?

RODRIGO DE LA PARRA: Yes, we have interpretation now. So if you want to wear your headsets and you will feel more comfortable speaking in Spanish or in English you can [do that].

ANDRÉS PIAZZA: I understand. Just my question was to Ram in order to know about the growing rate of the ccTLD and also about which are the drivers for your growing... apart from the increasing amount of members or Internet users in your country, but I'm sure there are some other drivers and if you can comment on that. Thank you very much.

RAM MOHAN: Thank you. It's a great question. I think the fundamental driver has been the liberalization of the policy and the fact that the government has gotten out of the way of the marketplace. What the government has done is, it has said .in is available for everybody, and what the government did was before the liberalization, from the price of a .in domain name to the marketplace was much higher. It was 1,500 Rupees. And they cut it down to 350 Rupees. So they took it down by more than a third so it made it much more affordable, number one.

Number two, what the government also did was in terms of stable policies they have, I think, done a very good job. There is a Dispute Resolution Procedure that integrates local requirements. There's a Trademark Protection that integrates local requirements. So what it has meant is that local businesses, they don't have to think about, "Oh, I have to go to

INTA to dispute something. I don't have to register my trademark in Europe or in the U.S." If I'm here local and if I'm working locally, I can just make that happen.

The other thing, the last thing that the government did was about three years ago they initiated a TV and social and media advertising campaign. You should Google it. There are YouTube videos that are out there of the .in advertising campaign. And they were brilliant. What they did was they took real small business people, for example, they took somebody who was teaching dance – Indian dance, you saw it this morning one of those dances, she was teaching it via Skype – and what she had done was she got more people asking for it and so she put up a website and the website was on .in. And so they made that a story and they said, "Here is a true story. A woman entrepreneur, who is in the arts and who was able to expand her business by being online." What did she pick? She picked .in. And it has emotional appeal and it has appeal to the brain as well. And I think that was very effective.

RODRIGO DE LA PARRA: Thank you very much, Ram. I think we've learned a lot about the DNS industry and some trends in India. Unfortunately, we need to move on with the agenda. We are already some five minutes

behind. But let me first thank Ram for being here and to share our knowledge, and let's put our hands together for him.

VANDA SCARTEZINI: So the next one, we're going to have a very interesting presentation from our side.

RODRIGO DE LA PARRA: Yes, so if you want to stand up and get some headsets I'm going to try to start speaking in Spanish, too. So that's something we can do.

We are very pleased in this meeting because we are going to feature two projects that are part of our strategy. These two projects have been consolidating pretty well with the engagement of our multistakeholder environment friends and these projects have materialized. They are a concrete and tangible reality nowadays.

I just wanted to say that we are very happy to present you two of the main projects of our regional strategy, and we should be very happy to start delivering strongly on these results.

Mark is representing this consortium that put together an excellent study and captured the reality of the DNS sector in our

region. So thank you very much for being here and the floor is yours.

MARK:

It's our pleasure to be here. Our goal here is to talk for about 20 minutes and then after that 20 minutes, open the floor for questions so that there can be a conversation as well.

Let me tell you a little bit about the group that did this work in the last year.

Maybe I could have the next slide.

What we're going to do here is talk about a report that ICANN has the draft report available. It's just gone through a public comment period. We've gotten some very interesting public comments. We also did a presentation in the Dominican Republic, got a lot of excellent feedback there. What we're doing right now is taking the feedback that we've got for the report, incorporating that in a final draft, and we'll give that to Rodrigo, and he'll publish a final draft in short order.

I want to just take a minute to introduce you to the partners who worked on the project. There's four main organizations in the consortium. There's the Oxford Information Labs – a group who were basically responsible for the analysis of large amounts of DNS data. They basically took WHOIS data, they took zone file

data, they took enormous sources of data, and pared it down and took a look at what the trends were and what the reality was in the Latin American, Caribbean, and South American region.

LACTLD was essential to this work. [Inaudible] here but also Carolina Aguirre was part of our work. One of the things that happened there was LACTLD did surveys to direct interviews with people on the ground and in the region – registries, registrars, people from that ecosystem, ISPs, and also large businesses – were all directly interviewed. EURid, the European .eu ccTLD, also contributed expertise on registries. They basically provided some of the survey work in terms of talking to registrars and finding out what the situation was for global resellers and global registrars.

And finally, our own organization has expertise in the technical DNS, and we did some of the background work that Stacie will talk about and then also the detailed technical work taking a look at, for instance, the effects of having mail servers in region, the effects of having IPv6 and DNSSEC and so forth.

Maybe I could go to the next slide. Thanks.

The second thing we're going to do here is, in the report which again, Rodrigo has made available online, one of the things that you can see in that report is the methodology – how we went

about our work. That's very important, but for the short time that we have together and to make sure that we can have a conversation and talk about things, we've left the methodology in the documents and we're not going to talk much about that. Instead, we're going to really talk here today about two things.

First of all is the research and background that we did and the findings that came out of that. And then [Sentra] is going to talk a little bit about the recommendations that came out of this.

The ICANN team was excellent, absolutely excellent. They put this in the context of making this ecosystem work better for the entire region, and I think the results of the report reflect the excellent help that we got from ICANN staff and also the excellent support that we got from the community as a whole.

But to inform that work, one of the things we did was we took a step back and took a look at the Internet in context in the region in general. And to talk about that, let me introduce Stacie Walsh.

STACIE WALSH:

Hi everyone. Thanks for having us here. I'm Stacie Walsh. If I could have the next slide please.

I'm going to start out today by talking about the Internet environment that we found in the LAC region. Really what was interesting about this is that we found that the critical challenge

was not necessarily in the supply side but in the demand side, and that's for the domain name industry as well as Internet in general. And so that's the idea that people need to see a value in connecting and having a domain name and also the skills to act in that marketplace.

For instance, the cost of connectivity in the region is not prohibitive. It's actually, when we looked at the global averages, the 13 focus countries that we were looking at were at or below the global average for cost. But this could be better. It still could be a bit cheaper, easier, for people to connect.

Another factor that we looked at was language, and there was a lack of local relevant content which we think poses a barrier to adoption. And that includes anything from social, cultural, business, and also public sector use of the Internet in the local languages.

In terms of economy, this region is very large, it's varied, and we found that there was not necessarily any strong connection between a perceived ease of doing business in one country and that country's strength in their GDP or knowledge economy. We think that this is directly related to local policy, and that's not only digital policy but also market and competition policies that would make a steady business environment to support start-ups, innovation, and inward investment.

And then finally, in terms of connectivity, about 33% of the population is connected via mobile broadband. Usually, mobile broadband penetration is twice that of fixed broadband which means that people are connecting via mobile devices. In that case, they're having a lot less contact with domain names. And that leads back into our idea of the demand side issue of not seeing a perceived value in the domain name area and the skills needed to engage.

Next slide. Perfect.

A substantive part of our research was based on quantitative analysis in which we looked at 12.5 million domain names, eight million of which were from ccTLDs and 4.5 million were gTLDs. This was about 4% of the world's registered domains. And what we found was, in the region growth rates in domain name uptake was about in line with global averages which I believe is around about 8% at the moment.

Dot-com remains the most popular gTLD in the region and .xyz is the most popular new gTLD. An interesting finding that we had was the high use of privacy and proxy services in the Cayman Islands and Panama. We postulate that this has to do with the offshore havens and the services that these provide in this region. And then lastly, only 13% of the gTLD registrars have a registrar actually in region.

Next slide please. Perfect.

In terms of hosting, language, and type of content, about 10% of the most popular websites are hosted in region, but we found that there's a jump up to 20% in countries with more developed Internet ecosystems – countries like Argentina, Brazil, Chile, and Colombia. However, English still dominates as the language in terms of content which does not, as you know, reflect local language. And the high percentage of parked sites in the Caribbean we think might also be related to the offshore havens that we talked about a minute ago.

In terms of what people are using the Internet for of the actual content on the websites, is extremely varied across the entire region. Anything you would expect to find in tourism, telecoms, property, and of course public sector, they were all there. But then if you broke it down into subregions, we found that in the Caribbean, content skewed more towards tourism, beaches, and leisure while in Central and South America it was more focused on business and retail.

And with that, I'm going to throw it back to Mark to talk about some of our findings.

MARK:

One of the things that Stacie mentioned was that we worked very, very, hard on the quantitative analysis. We did a lot of surveys, we did a lot of interviews, but one of the things that we worked very hard on was taking a look at the real data in the region and seeing what the data told us about the domain name industry in the region.

One of the things is that the region has participated in the new gTLD program. It has been an active participant. For instance, in the region there are eight new gTLDs that are brand gTLDs, there are 10 that are generic gTLD applications that were successful, and that there were two that were geographic names. The ccTLD landscape is really varied. In fact, it's one of the places in the world where you have a terrific variety. And so you can see the statistics here.

In the Caribbean you have many, many, ccTLDs, and then as you move through the region one of the things that you find is that, of course, seven in Central America, one in North America, the one that is sort of an outlier there is Mexico, and then 13 in South America.

The findings in looking at the data is actually pretty interesting. One of the things that is something that we are actually making a recommendation about is that we're more than 70% of the TLD registries in the region rely entirely on domain registration

fees for their organizational existence. Let me slow down and say that again because it's a extremely important feature of the region. It's not just half, it's almost three quarters of the registries in the region rely entirely on domain name registration fees for their success, so that if there's any problem there the business is in trouble.

The majority of the ccTLDs in the region have a direct registration system. What that means, of course – and every country, every ccTLD, every country is different, of course – but that means that there's very tight integration between the registries and the registrars right in those places.

We see, in fact – and Stacie mentioned this when she was talking about the background – is that the ccTLDs actually play a significant role here. They have terrific market share in many of the countries and, for instance, especially, as Stacie was talking about before, especially in the places where there are very developed Internet ecosystems – places like Colombia, Brazil, Argentina, Chile, and so forth. Mexico would be another example of that. However, one of the things that we found when we were actually doing the surveys was only six of the 18 surveyed registries have websites in another language other than the official language of their country. So that means that in countries where they have a diverse language base, they don't have a way to actually cross-market.

Another thing about that is that that means that many ccTLDs are tightly interested just in their country and not trying to market beyond that. We thought that that was a very interesting finding.

The Registrar Survey depicted a really interesting ccTLD environment. There's a couple things to say about this. One of the things is that the ccTLD market has a lot of diversity in terms of how the ccTLDs are run, how well the ccTLDs are marketed, and so forth. And of the 18 registrars actually interviewed, 13 offered at least one extension in the region, and four of the registrars actually offered all 13. So if we take a look at that – I'll take a step back on that bullet – that means that we are seeing in registrars in commercial settings actually supporting some but unfortunately not all of the regions' ccTLDs. That's what is tied up in that bullet.

We also see that the region's registrars have very limited interest in doing cross-border business. There's not much of that going on at all. International registrars, for instance – I'll pick on one here – GoDaddy, very, very, often list their prices in U.S. dollars or sometimes in Euros. That's not very friendly to the region. If I'm actually trying to register and I'm in Brazil, I'm not very interested in paying in U.S. dollars. I'm not very interested in paying in Euros. And so there was only one global registrar that

actually accepted a local currency, and that turned out to be Pesos in Mexico.

One of the things that in our surveys among the international registrars that we found, was that they had a very positive view about the region's market potential. When you talk to people – and I can't name names in this particular case – but when you think about big, international registrars and you ask them, “Is this region ready to go? Is this region a marketplace where domain names are going to make a difference?” Most of the international registrars we talked to said that they thought that they saw small and medium sized businesses coming into play and starting to use domain names. They thought that there were strong business prospects in the region.

One of the things you could ask me and one of the things we document in the report is, what are the things that make the domain name industry grow in the region. That's one of the things that we got asked to do. We did surveys, we actually talked to leaders in the industry. Here are some of the things that we found out.

One of the things in this region that's crucially important is to build user awareness of domain names. Many people of a certain generation don't even know about domain names because their access to the Internet is through handheld devices where they

might never even type in a domain name or they might use social media all the time. Building user awareness of the value of domain names is crucially important in the region.

Another thing that we found was that one of the things that happened is that ICANN accredited registrars are – I use this word advisedly, but – sort of disappearing. We’re starting to not see as many of them in the region serving the special needs of the region, and we need to find a way to turn that around, find the barriers and actually turn that around. And in our recommendations we have some thoughts in that area.

We also need to have fairly open and simple registration policies. In certain places in the region it’s actually hard to register or the barriers to entry are fairly high. And there are other places in the region where you can’t do online payments for your registration. So imagine this, you want to actually register a domain name or maybe a ccTLD and you get to the point where you can actually register it and now you want to pay for it and now you have to do something special with a bank or do something very special in terms of payment. Accepting online payment facilitates a growth in the industry.

We can always talk about fees, but one of the things that Ram talked about in the case of .in was the government actually dropping the size of the fee and the effect that that had on .in.

We think that that effect is going to take place in the region as well. We have evidence of it. We have evidence historically of certain ccTLDs changing their prices and having a direct economic effect on the ccTLD and the number of registrations.

To go along with the first bullet, building user awareness also involves doing good marketing, and so we think effective marketing is especially important in the region.

Finally, the last thing is a bit of a technical thing. One of the things that we'd like to see is faster activation of the new registration so that if I solve the problem of online payment facilities that one of the things I want to do is be able to register, pay, and use, my domain name as quickly as possible. That's something that in the region is still a problem.

Before we get to specific recommendations that we made in the report – and we did make specific recommendations – I want to introduce [Sentra] here to give a sort of Caribbean spin to this as well and then talk about the registrations. Thanks, [Sentra].

[SENTRA]:

Thank you. Just in terms of looking at the recommendations, we found that for a lot of the Caribbean ccTLDs, what Stacie alluded to with regard to the popularity of .coms as opposed to the ccTLDs was prevalent. This is partially due to the perception that

.com was cheaper or that it gave a better impression of the business in terms of it being more professional or internationally based. Again, this goes back to the marketing and really promoting the brand of the local ccTLDs and creating a niche system.

Are we in recommendations already? Okay, you need to go back. You jumped. If you could just go back two more. I was just talking about this a little bit still.

In terms of redefining the [sea] of channels and increasing the number of ICANN accredited registrars, it was found that where the ccTLDs may have used existing registrars, because of the new gTLD system we got comments that these registrars are really pushing new gTLDs rather than the ccTLDs, and they saw a markedly difference in terms of new registrants based on that.

Those are just my observations from the sample that I had interviewed in terms of the Caribbean markets. A lot of what Mark has already said rang true as well as in terms of there not being the online payment facilities. A lot of ccTLDs would have to route funds through the U.S. which limited their facilities as well as the adaptability in terms of actually gaining that revenue.

So now we can move on.

I found this slide kind of interesting in terms of it being different pebbles in the water and each one trying to be connected but not really getting there. These recommendations are really in terms of how do we create and build this market so that each pebble is a stepping stone rather than a separate entity?

The recommendation in the report – this is just a summary and the full details are in the report for further reading, which I think the report as well will be provided in Spanish so it'll be a lot easier to access. There's increase communication between the registries and registrar. This is in order to raise awareness related to growth. So to get both parts moving to get the ccTLDs or the TLDs really accessible to the markets that they're meant to serve.

Diversification through value added services. We found that if you create a whole market around the TLD, it's not just a one-off service you're providing. It builds the industry as a whole rather than just the TLD you build the business and the local brand.

The niche versus the mass marketing. In one of the cases I found like .ag. AG is Antigua and Barbuda but .ag is also the equivalent of .com or .co in German. So a lot of their niche was a lot of German companies and understanding where that niche is, it may not actually be local but there may also be some level of

community that you can access and actually create your brand and build on.

So rethinking the fundamentals of the ecosystem and how the TLD fits within that ecosystem. The ccTLDs should actively engage in promotion and marketing strategies. Not just depending on registrars or registries to do it for you, but actually being the one at the forefront in terms of pushing your marketing strategy.

ccTLDs should consider whether registry or registrar model is suitable or feasible. Because of some of the markets being so small, it really is difficult to add that layer of a registry or registrar model in order to get drive home to your true market. So Instead of going out in terms of outreach, either having a local registry or doing it yourself might be a better option.

Increase communications between registries and – sorry, next slide.

So some successful growth and outreach through social media campaigns. And this will [inaudible] for smaller ccTLDs in Central America – and I think Mark would really speak a little bit about this – and work as a group or consortium which could optimize [inaudible] sales and marketing resources, and in particular for Caribbean ccTLDs we found that sharing expertise, sharing

technical skills, we were able to really act as a stronger unit and provide better service.

Mark, I'll give it back to you.

ANDRÉS PIAZZA: We have been on the phone a lot. My name is Andres. I'm the Manager of LACTLD, and I wanted also to comment on [Sentra's] remarks on the Spanish translation. Over there, there is [inaudible] the LACTLD report every six months a report and there is one of the main [inaudible] of this report this year is Carolina's article. Carolina has been our consultant in this consortium and she has done a five-page report summary of this study [Inaudible] also in Spanish so this is something helpful. Also I wanted to thank you for your work.

RODRIGO DE LA PARRA: I think they're not done yet. We're going to have some space for questions and answers.

ANDRÉS PIAZZA: Sorry.

MARK: But thank you for that because I think that is important and I'm glad that summary is in the LACTLD newsletter. I think what we

were hoping for was to come to a point where if you have questions or comments/observations. I'll finish by saying this, it was a pleasure to work in the community. It was a pleasure to interact with the community. We think that some of the recommendations are really actionable, something that ICANN and the community can work together to actually make some positive changes.

We know that the report recently went through a public comment period. It's our job to take the comments that we hear through the public comment period but also that we hear today in the LAC space, the comments that we heard in the Dominican Republic, bring those all together and give a final version to Rodrigo who can then publish it. And that's the path that we're on. But without saying anything more, let me cede the floor so that other people can talk.

VANDA SCARTEZINI: Who is the first? Tony? Tracy? Eduardo?

TRACY HACKSHAW: Hi. Good morning. Tracy Hackshaw here, Trinidad and Tobago. I have a question about the generally [under] the Caribbean about the infrastructure within the region for the value added services. It's obvious to me that the smaller ccTLDs will at some

point saturate in any event for their markets. So it's obvious that value added services would be the way to go.

Is there an opportunity or is there any recommendations coming forward? Or have you understood that the smaller countries and certainly in the Caribbean are significantly impaired in terms of infrastructure to actually host websites or do that kind of value added service offering?

To a large extent in the Caribbean most hosting services are offered through U.S. or offshore type situations, so if it is you are offering a value added service, what may end up happening is that you end up reselling a GoDaddy service or web hosting company service which is inimicable to the interests of the growth of the industry, etc. From where [inaudible] is coming from, wearing a hat I had before, it will be helpful to hear if there's any really strong advice coming out to that part of the world. How can you grow the infrastructures of the marketplace that will then, I guess, support or lean or help support the, I guess, saturation of a DNS only environment? Thanks.

MARK:

That's a great question, and my answer isn't going to please you. I would say that first of all what's in the report are not so much recommendations about the value added services as examples that other countries and other regions have succeeded at. In an

environment where you have constrained infrastructure, web hosting for instance might not be the choice that you would make, but you might make other choices and so what we tried to do was provide a few examples of what those choices would be.

How you move the infrastructure forward and how you actually improve the underlying infrastructure, especially in smaller countries – for instance in the Caribbean and in Latin America as example – that’s beyond the scope of the report. That’s a large problem, I think. You do need to solve the infrastructure problem before you can solve the value added problem.

But one of our – and I think you and I would agree about this – one of the things that we saw was we saw the ccTLDs that work as a business completely dependent on one revenue source. And so if something would ever go wrong with that one revenue source that business was in serious trouble. What we wanted to do was raise our hand and say, “We need to think about that,” and then second of all, think about what value added services have worked in other places around the world?

So to answer your question, all we really do is provide examples, and I don’t have an answer. I don’t have a magic wand either. I don’t have an answer to the question of how to improve the infrastructure.

[SENTRA]: As Mark said, it's not explicit in the report but it will give suggestions in terms of acting as a consortium. So maybe each small ccTLD working together could get those services and apply them as a whole after signing an MoU or something like that similar. So I don't think it's impossible but we need to find creative solutions.

VANDA SCARTEZINI: Thank you. Tony, your time.

TONY: I'm free to speak? Thank you. Just one thing, Mark. I saw this report in Santo Domingo when it was first shown, and you haven't highlighted it here but my takeaway from that was that the region is in trouble as far as developing successfully with domain names. Do you concur on that, and then I'll continue. Just yes or no.

MARK: Yes or no is all the choices I get. I think I wouldn't characterize the region as in trouble. I would characterize the region having some real challenges that are in specific places.

TONY:

Thanks. That's what I wanted to hear. Okay. I'll speak from the perspective of a registry, as most of you know. eCOMLAT whom I'm representing is a registry for .lat. We launched one year ago, and it might be interesting since we're looking at this study of LAC DNS for you to hear what we've discovered in one year.

First we discovered we haven't been successful, which has been painful. But we're working on correcting that now. And it might have helped us to find out sooner if we had realized what was involved in our relationship with the registrars. I think everybody should realize that the registrar market has some peculiarities. I don't know if that's an English word – peculiaridades in Spanish.

Briefly, the registrar industry has four dominant players. GoDaddy has 31% of the market, Enom has 8.5%, Tucows 7.8%, and Network Solutions 6.3%. That's 53.6% in four companies. These four companies account for most of the resellers. Resellers are hosting companies, ISPs, companies who develop Internet projects, who resell domain names and account for a significant amount of the sales of these registrars.

So we have a chicken and egg situation because I come out with a new TLD in Latin America. These four companies when we go to them tell us to get lost. So we can say, "Okay, you don't have to solve our problem. We have to do our own work." I can accept that.

The problem is, if we do a huge marketing campaign and drive people to buy the .lat, the resellers who get orders for .lat will go to their source registrar – GoDaddy, these four that I’ve named – and, of course, they don’t carry .lat so the resellers won’t be able to sell it. That’s one factor that may – I think we can consider it may be a factor – that may delay improvement of sales or deployment of new gTLDs in Latin America.

It took us a year to find out about this, and it would have been very helpful if perhaps in the Applicant Guidebook where we were told that the only sales channel that we can go to are the registrars. We should also have been told that the registrars are not obliged to carry our domain name, and to seriously consider this when we apply.

That’s just what I wanted to say right now.

VANDA SCARTEZINI: Thank you. So guys, please we don’t have much time. So be sharp in the questions. Ricardo?

RODRIGO DE LA PARRA: So we have on the list Ricardo, Eduardo, Pablo, and [Rubens].

UNIDENTIFIED FEMALE: [Speaking in Spanish]

VANDA SCARTEZINI: We need to be brief, concise, to the point. Please be brief. If not, we will run out of time.

[RUBENS KUHL]: Nearly 60% of ccTLDs, according to the study, have a single source of income derived from domains. This means that these ccTLDs are very small or else they are practically broke such as ours. And because we do not give it up to a registrar, in Colombia we have a registrant and several registrars, we see there is no better option in terms of a model that will enable the region to increase the number of gTLDs available. It is my impression that ccTLDs are at a lower level. They cannot engage in marketing activities. They cannot go a level up. And therefore we see no flourishing in the TLD market in our country vis-avis the ccTLD market.

My second question is the following: what is the recommendation in that a ccTLD or ccTLDs mostly depend on government, and governments can pay attention to the recommendation or not – the recommendation contained in this study. So I wonder how much of an effort we can engage in so that both recommendations are truly implemented. Thank you.

MARK:

Let me take the second question first. I think one of the things that we see in the region is a very healthy cooperation between ccTLDs in terms of trying to bring best practices to bear and convince governments that those best practices should apply. And I think that over time that has the effect of changing governments' approaches to the ccTLDs, and also the rules and regulations that the ccTLD has to operate under. I'm under no illusion that a ccTLD can't just by itself change a government's mind. I understand that. But what we see in the industry over, say five to six years is that the ccTLDs have started to bring best practices, have started to say, "We need to market our ccTLD or it'll do nothing," and more and more governments are actually listening.

I think one of the reasons is because we've seen some successes in the regions – Colombia's a success, Argentina, Brazil – we can actually point to some successes where the ccTLD is successful and the government has allowed the ccTLD to flourish.

I think one of the points of your question – and I think is really true – is that that's much more difficult in smaller ccTLDs than is in bigger ones. And so I think that speaks to one of the things that [Sentra] talks about is that we think – and one of the things that is in our recommendations – is that ccTLDs working together to actually bring awareness to governments and have them understand a little better what a resource the ccTLD is, is

something that has been successful in other parts of the world. We think it would be successful also in the islands in the Caribbean and Latin America and in the small nations in South America.

VANDA SCARTEZINI: Eduardo?

EDUARDO SANTOYO: Thank you. I will speak in Spanish as well. First of all I appreciate ICANN's initiative and this professional study. I believe it is a great contribution of useful information to our discussion towards improving the DNS market and infrastructure in the region.

First of all, I would like to draw your attention to one of the elements in your first or second slide. The diagnosis showing that the greater work ahead lies in demand rather than supply. Because this makes us face the fact that although there is some basic DNS service infrastructure in the region, there is still a certain capability to be generated on the demand side so that there can be a better absorption of this market overall.

From that perspective I would like to say that we have been discussing and using the report in LACTLD. We have been working internally on a hindsight analysis, a retrospective

analysis, and we believe this study contributes certain important elements to be analyzed. We agree in that perhaps one of the most efficient strategies to fight the low or counteract the low growth rate would be a niche market strategy rather than a mass market strategy.

Along these lines, we believe that the registry-registrar model may be a solution in some cases but not in all of them because sometimes it is difficult to ask a global registrar to pay attention to a local niche market that is not attractive enough for that registrar.

Along those lines, we believe that it is important that everyone should be able to review their own environment and define according to their own public policies and according to their local policies how to manage the ccTLD model as applicable.

In that regard, this study contributes discussion guidelines that are worth considering in an individual assessment on a case by case basis.

But once again, I would like to draw your attention to the first or second slide. We fully agree with the conclusions. We need to work on stimulating demand growth for DNS services instead of focusing on the belief that the only DNS marketplace lies in the ccTLDs. We do have local small registrars that need to be strengthened and need to grow. We do have a deficient hosting

industry in the region that needs to grow. We have a content and application development industry that is still small and needs to be strengthened. And we need higher local demand to stimulate that, tailor it, customized local demand.

Of course it is worth noting that we need to draw ccTLDs' attention but we need to pay attention to the rest of the industry as well. Thank you.

PABLO RODRIGUEZ:

Thank you for the opportunity. For the record, I am Pablo Rodriguez from the registry .pr in Puerto Rico. I would like to begin my explanation by thanking you for the initiative of this study which is quite interesting and without a doubt denotes various important points within the region.

I also appreciate this member validation that you are doing in terms of qualifying the findings of the study. I also would like to thank Eduardo Santoyo because he has just prepared the way for my comment. Like him and also like Tony mentioned, we cannot take this at heart and attempt to believe that we can come up with a template that can fit everyone. Most of the business models of the successful ccTLDs are based on population. So if we were to take a look at those ccTLDs that are very successful we can think of Brazil, we can think of Mexico, we

can think of Chile, we can think of Argentina, and what do they have in common? Huge populations.

Now let's take a look at the islands. Can we do that? We have islands with 100,000 people. We have islands with, like Puerto Rico, 3.6 million and dwindling. We continue to have a difficulty with population. So what is the percentage of the population that is interested in purchasing a domain name, purchasing web hosting, and creating a job? There are a number of external factors outside of the ccTLDs' power that we cannot control. And that would be the economical situation of the country, that would be the extent to which our population is aware of what a domain name is, and how will that affect their livelihood? How can they put this integrate Internet technologies to take charge of their own destinies?

Well there is where I will agree with you that we have as ccTLDs we have to do more. I would like to point out that Puerto Rico before this study came out, we have been involved in promoting exactly that. We have been promoting the domain name .pr in shopping centers and talking to housewives and telling them, "Are you aware that there is a domain name that represents you in the Internet? Are you aware that you can take advantage of this domain name and Internet technologies to develop new lines of capital resource for you?" So what we are trying to say here is that we cannot look at these findings and attempt to

develop a template. Each one of our countries have to find our own way because business models are unexportable.

And other things that we have to do, we have been involved with the hosting, we are promoting hosting, we're promoting other lines of services, and teaching our people how can we do this. So it is important that we have to get involved in the trench lines and help out people and inform them of what can be done. And that's what .pr is doing. Thank you.

VANDA SCARTEZINI: Okay, thank you. [Rubens]?

[RUBENS KUHL]: Thank you, Vanda. I would like to talk in Portuguese but I see there is no Portuguese translations so I keep speaking in English.

VANDA SCARTEZINI: It's a small country and [not] representative here.

[RUBENS KUHL]: Yeah, very small country. Most of the study was about quantitative analysis and I notice that some usage analysis were done only for gTLDs due to the availability of gTLD zone files. I would like to point out that there are many services out there that do statistical research and analysis including ccTLDs even

without getting zone files. For instance, there is one service in Brazil called host center. Even without getting zone file from that .br registry, they manage to cover 71% of domains because there are other ways of getting domain names like web crawling, like speculative DNS resolution, and so forth.

I found this end up making the study somewhat biased towards analysis gTLDs due to the availability of zone files, and this was something that could be corrected because there are ways to do that even without that primary source of information because DNS is a public system after all. So you can end up having this information. So this could have been done.

The other thing I would like to point out is that there are two of the business ideas that conflicting. One is that having value added services and the other is having registry-registrar models. Registrars usually are not happy with registries having value added services because they think they are entitled to the value added services and the registry should contain itself to the domain business. So it's okay because some of the comments are not to be taken [do it all]. It could have been a warning like say, "Hey, some of these are incompatible with each other not as compatible as they could be." Thank you.

MARK: Very, very, quickly. Very quickly, yes. Very quickly.

Let me just talk about that. We were aware of the problem with the zone files. What we tried to do was supplement that with other data. So we gathered very large [trenches] of WHOIS data and tried to make assessments that way, and using the WHOIS data to then actually do pointers back into the DNS. So we tried to use a different way to actually find that data.

If you look at the methodology section of the report you can decide whether or not that was successful. But we did observe the same thing that you did, and that is that not having the zone files for some of the ccTLDs means that you have to find another way to get the data. The way that we tried to do that was through getting large amounts of WHOIS data and then using that to identify domain names that were in the region.

You can decide whether that was successful or not successful. Your second point about the incompatibility of certain of the recommendations, I'm going to hide behind one of the recommendations and that is that the recommendations are not a one size fit all sort of approach. We genuinely believe – and I agree with our colleague from Puerto Rico – that there is tremendous diversity. What works for Brazil is not going to work for Honduras. And so that's why you see sort of a diversity in terms of the recommendations.

RODRIGO DE LA PARRA: Thank you very much, Mark. This is a great study. There are many challenges ahead. The public comment period is still on and let us quickly address one of the initiatives already in place in order to partly resolve these problems or challenges. So I'll give the floor to Nicolás Caballero

NICOLÁS CABALLERO: It is great to be speaking in Spanish, so that feels great. Thank you. As Rodrigo said, one of the initiatives is under construction, hence the image on the slide.

This picture is in Buenos Aires in June 2015, I believe. Excuse me, my name is Nicolás Caballero. I am from Senatics in Paraguay. I represent Paraguay in the Governmental Advisory Committee.

Going back in time and in order to give you some background, you see a gentleman on the right wearing glasses. That is the Senatics Minister from Paraguay and you see another gentleman on the left. That is Fadi. Then you see Rodrigo de la Parra, Daniel Fink, Rodrigo Saucedo, all the ICANN team. This picture was taken on the occasion of the signature of an MoU between ICANN and Senatics from Paraguay. This is quite a broad, quite a general MoU.

The initial idea was to develop the DNS industry in Paraguay and perhaps a little bit beyond. So basically the MoU was signed for

the purposes of supporting the global multistakeholder model – in Spanish we need many words so I will use the English word because it's only one – and support the domain name industry in Paraguay and maybe in the region. That was the original idea of this MoU.

So if we look at the Strategic Plan for Latin America and Caribbean in ICANN we see that all the items fit perfectly well into our plans such as reduce barriers to engagement to economic stakeholders in the region, increase engagement initiatives for community members, develop webinars for capacity building, develop online learning strategies or initiatives – and by the way, our first webinar in Asunción has been recorded and will be available – promote back end registries in the regions, support registries and registrars in the region, etc. etc. So this is ICANN public information.

I'm not going to address the study because it was thoroughly analyzed before, so let us move to the next slide please.

Here we see several layers in the DNS value chain, and we see the coordination layer, wholesale, distribution, resale, and consumer layer. So we see all the stakeholders. Basically when we focus on the registrar layer, we see – or initially we thought that was where we would be operating. But that is not going to

be our only action or initiative because several initiatives were proposed at a later stage.

Here we see a health index including gTLD metrics and we see interesting factors on the screen – percentage of global top-level domain registrars per ICANN region as of December 2015 and percentage of single registrar. We see that LAC has 17 out of 457, and we see that per region on the map, and clearly the great advantage and initiative lies in North America, Asia, Australia, and the Pacific.

This is just a reference that I'm giving you. There are several layers overlapping and some layers may be skipped or not considered. We were speaking about new gTLDs per region – 482 in North America, 356 in Europe, 194 in Asia, Australia, and the Pacific, and Latin America and the Caribbean 16 as of the 30th of June 2016. This may have changed by percentages have not changed significantly in these last four or five months.

Basically the rationale for signing this MoU with ICANN for Paraguay was the following. Let me give you a concrete example. We have approximately 17,000 domains in 23 or 24 years of our ccTLD operation. That may be right. It may be wrong. We may analyze that, discuss it. Well, with our Minister we thought we had two choices, either sit down and cry about it or do something. So we focused on Egypt and their NTRA, they

have an Entrepreneurship Center that is based in their NTRA so we engaged in conversations with Manal Ismail, Fahad, and other members of the Egypt team and we wanted to emulate their idea, bearing in mind that Paraguay is not Egypt. They have the Suez Canal, we are a landlocked country in Paraguay. We have serious connectivity issues, etc. etc. But I'm not going to go very deep into that.

This is draft 1.0 and here we see several stakeholders that were engaged in the origins of this CEILAC. We have an advisory Committee. We see all the names on the slide. I'm reading them out loud but you can see them on the screen. Carlos Gutierrez is also there and [Adella] is also there, and other people that I'm not mentioning but that are also engaged. This is under construction. This is by no means a definite list. It may be expanded.

So what are our founding principles? From the very beginning – so copy left right from the beginning learning material that is open, free of charge, and that is available to all the participants and associate members, record the capacity building sessions, focus on learning programs that may be adapted to any study plan in the region. We also focused on scalability and fostering a regional adaptation and a generation of related material. It's sort of open franchise system.

So far we have registries, ccTLD operators, gTLDs, registrars, ISPs, backend providers, digital marketing professionals, content and media professionals. These are all our participants.

This is our logo, the CEILAC logo designed by – where is she or he? Alex [Daz]. She was here up until a minute ago. So Alex kindly designed this logo and we all liked it very much. There is an issue with the acronym. In Spanish we call it Centro de Emprendimiento e Internet. Instead of [y, de] it's just a preposition. It doesn't make much of a difference. So we issued a call for participation for applicants to be in charge of the first capacity building initiative because we wanted to start doing something right away.

This is the agenda. Business and legal aspects of the DNS, commercial and business aspects of the DNS, and DNS operations. Our dear Leon Sanchez joined us together with McKailey Nalem from Black [inaudible] Solutions. They joined us in this initiative

Here is an overview of the applications received per region. Clearly the majority came from Paraguay followed by Brazil and our dear colleague from Costa Rica said that on the basis of our country and our population, we can see the percentage of applications. Well, this applies to everything – penetration rates,

domains, etc. and this also applies to the number of applications received.

I still have a little bit of time, I'm told. Oh, my apologies. Puerto Rico is asking for the floor. My apologies. Oh, my apologies. You were the colleague from Puerto Rico. I'm sorry. I mistook your country. I'm sorry.

These are most of the legal aspects and the applicants per sectors. We have law firms followed by ISPs, then we have ccTLD operators, etc. This information is available online.

Here we see a breakdown according to gender. This used to be the case when I was a college student as well – 58 males and two females. We see a slight improvement – 66%, Vis-à-vis 33%, and we see a breakdown per sectors as well.

Here we see some other people that are responsible for this initiative – Sally Costerton, Rodrigo de la Parra, and myself, on the inauguration day of the CEILAC on the inauguration ceremony. And we see the students from 11 Latin American countries plus the students from Paraguay, plus McKailey, plus Daniel Fink. He did a great job together with Leon and McKailey. I don't know if McKailey is in the room. Okay, but Leon is there. We see Oscar [Misano] and other pictures I could not include in the interest of time we see Andres Piazza and several participants that are also with us today.

As I said, this is an initiative under construction. Any individual institution or company is more than welcome to join us to participate. In fact, we held several meetings with companies and with private sector representatives as well as with other people, for example, in countries – the Dominican Republic and Ecuador – who are interested in replicating this initiative. So if they believe that our experience will be useful we will be more than happy to help.

And there you see the Under Construction image again.

And finally, this is our online address – the website is also under construction and we registered a second domain, the one underneath, because there was an issue with CEILAC.lat and I think the domain had already been taken. We need to review that. So the invitation is open. We invite any individual, institution, or company, to join us, to engage with us. In fact, we've been holding several meetings already. Thank you very much for your attention.

VANDA SCARTEZINI:

I'll like to thank you everyone that are to be here. It was really interesting to see the [inaudible], to listen to Ram, and to [hear] also from the center that's really a good experience over there. So thank you very much and I would like to give you one minute to Olga to announce the new School of Internet Governance.

OLGA CAVALLI: Thank you, Vanda. I liked your presentation, Nicolas. I liked it very much. Let me speak about the ninth School of Internet Governance. It'll be held in Rio de Janeiro in April between the 3rd and the 7th of April. We have a site online you can see the address online. We see it in Spanish, in English, and Portuguese. The online form is also in Spanish, English, and Portuguese.

We will engage in this initiative with the Getúlio Vargas Foundation in Rio de Janeiro. We look forward to receiving many applications for scholarships. And as you know, if we run out of scholarships we can engage as a remote participant. We had plenty of remote participants in Washington, so do send your applications. You will be more than welcome. We might grant some scholarships to participants from Paraguay. Thank you so much for this opportunity to make this announcement.

VANDA SCARTEZINI: Let's adjourn the session. Thank you.

OLGA CAVALLI: We will be holding an Internet Governance School in February in Argentina together with the ISOC Chapter in Argentina and we will be sharing further details at the IGF in Guadalajara.

[END OF TRANSCRIPTION]