SINGAPORE – Latin America and the Caribbean Space in ICANN Meetings
Tuesday, March 25th 2014 – 16:45 to 18:15
ICANN – Singapore, Singapore

UNIDENTIFIED: It's called the LAC space in ICANN meetings. Of course, to all of you who are speaking Spanish may continue to do so. We have headsets, we have interpretation. And Vanda is going to introduce some special guests we have here that kindly accepted our invitation.

VANDA SCARTEZINI: Because people have small time to dedicate to us because they have another commitment, I would like to, we have two invitations today because our idea of this LAC space when we are not in our region, is just, you know, talk with the people from the region to understand what they are doing, what opportunities they have for business.

And if they want to make any kind of business in our region, to find out who is there and who can do that, for them or help them to enter whatever. So that's the idea. So we have here, the first one, Edmon Chung, from dot Asia. And because they have small time, I just give them the words, you know, the floor is yours.

And then will give the word to Edmon.

EDMON CHUNG: Thank you very much. Thank you for inviting me here. I apologize for the short time I can stay here. Actually seeing this gathering, we

actually inspire the Asia Pacific region to come together in a similar, so we're taking your inspiration. And the reason why I have to leave is our own Asia Pacific space is happening at pretty much the same time, at 5:00. So I need to move over to there.

But I guess with the time here, I'll guess I'll start off maybe give a little bit of introduction of what dot Asia has been doing, and what we've been – what are some of the things that we are looking at in terms of the regional perspective of things. And perhaps then to open to some questions.

So dot Asia is, I guess, one of the, I kind of still call ourselves a new gTLD, although we were in a slightly earlier round. We started operations in 2007, 2008. So it's about six years into the operations. Dot Asia ourselves, is actually a not for profit organization. So since we have launched, we have been able to put our proceeds back into community projects that support Internet development and adoption around Asia.

So some of the things that we continue to support include like the one laptop per child initiative, well PC initiative around Asia. So sending laptops to rural villages around Asia. That's one of the areas we do. We support the Creative Commons movement around Asia. We also support a number of different grant funds with the dot Asia development.

Including the ISIF which actually, when the award ceremony was held earlier today at this venue. So that's the innovation, Information Society Innovations Fund, ISIF dot Asia, which is a R and D kind of, R and D and social development grants fund that APNIC and dot Asia, and a few other partners, put together. So, I think a couple of other exciting

developments along the way, besides developing dot Asia ourselves, is the ability to bring together the community.

Since 2010, if I'm not mistaken. Yes, 2010, we have helped the Secretariat for the Asia Pacific regional IGF, the regional Internet governance forum. And moving forward, we also have supported various bloggers event and youth IGF events. And one of the things that, if you see a group of university students in green t-shirts, they are the next generation at ICANN initiative that we support, along with ICANN this particular time.

Under an initiative called Net Mission, and you can check it out at Net Mission dot Asia as well. So in terms of our business, one of the interesting that dot Asia has experienced over the years, when we first launched, and I understand that dot LIT is about to get launched. It's very interesting as we look at the development. The first year, the majority of registrations actually came from the U.S. and Europe.

After three years of hard work, actually connecting with the registrars in Asia, and actually building capacity for registrars in Asia, I'm pretty happy to say that we turn that around very much. Now really over 60% of the registrations are now coming from the region, so that shows a tremendous growth for us as well. And I think it's part of the development of dot Asia to also, in terms of developing the industry in the region, and we'd like to be…

We're quite happy that we are able to support that. And I guess finally, one interesting thing as we kind of continue to go along, as we bring together the Internet community around Asia, one of the things in our original vision was also that while we're only just a top level domain, we

think that this – we'd like to… Our vision really is to bring this collaborative spirit from the Internet into other areas around, you know, other industries and other – around Asia.

So we're quite excited actually that since this year, actually we have been appointed as the Secretariat, so we're now serving as the Secretariat for the Asian Film Awards, which is kind of the Oscars for Asia. We've been supporting them for the website for a few years, but this year a significant change has happened. It used to be run by the Hong Kong International Film Festival, under which there is an Asian Film Awards.

Since our involvement, we're bringing this collaborative spirit to that industry. And this year's awards, which is going to happen on Thursday… I'm going to miss it because I'm going to be in the Public Forum here, but this year's event is now actually a collaboration between the Hong Kong Film Festival, the Tokyo Film Festival, and Busan Film Festival in Korea. And we hope to take that even further.

And that's kind of a model that interestingly dot Asia exported to that industry. Dot Asia ourselves, in terms of background, we are formed by ccTLDs around the region. That's the major component in terms of membership. We have 30 members around Asia.

And we're taking this model into the Asian Film Awards, and we're helping them build a collaborative effort for the Asian Film Awards. Of course, I'm excited about the showbiz, I guess. But also, I think this is one of the visions is to bring the collaborative spirit of the Internet, and Internet governance, into all the fields in the region as well. So thank you.

VANDA SCARTEZINI: Thank you Edmon. It's quite interesting to talk, if you have opportunity to talk with young people that are around, because they are brilliant people, and very interesting. Dot Asia has sponsored this time the DNS Women, and the gals went there and it was a success, really. Fantastic. Thank you. So I pass the floor to… Yeah, thank you, thank you.

YUDHO GIRI SUACHYO: I will try to speak slower than Edmon. My name is Yudho. I'm from Indonesia, member APTLD, Asia Pacific Top Level Domain. So actually, [Don?], the general manager of APTLD, asking for help for somebody to speak in this forum because he has to taking care of the ccNSO.

So I actually have prepared some slides, only 15 such because my time is only 15 minutes. The Asian Domain Name landscape. So next slide. The outline will be Asia's profile on the Internet. So I just did this yesterday. So if you look at the Internet users in the world, next slide, it's taken from the Internet World Stats, actually.

So Asia is actually the home of 44% of the Internet users in the world. And we can see that, can we get the next slide please? So, and you can see that Latin American and Caribbean account for 10.4%. So I don't know whether you have already, like Latin American/Caribbean level domain, something like Asia Pacific top level here in Asia Pacific.

And later after this, we will have Asia get together forum, all of the gTLD and ccTLD will be there. Next slide please. So, if you look at the tables, Asia is actually the home of more than one billion Internet users. And the next slide. So just make it quick. Next slide. Okay.

So we are the home of more than one billion users, while Latin American and Caribbean, you still have plenty of work to do. And then the next slide. But, if you see the Internet penetration rates there, although we are actually quite good in number of population, sorry. Previous slide.

So although we are good in numbers of Internet users in the world, but we are actually not quite good in the Internet penetration rates. The previous slide please. So you can see that Asia is only, we got only 27.5% Internet penetration rates. It is lower than what you guys have, Latin America and Caribbean is actually 42, this one is great. Okay.

While Latin America and Caribbean is actually, you have more than 40% Internet penetration rates. So, next slide. So this is Asia, so big, from Saudi Arabia, Russia, Mongolia, China, and then Indonesia, home of the more than 17,000 islands. So we haven't named them all. And also home of the more than 500 local languages in Indonesia. And we have more than 500 municipalities.

So that's the whole table for 2012. So I just skip this. So China is still, you know, it's the largest country in Asia and also in the world, maybe, together with India. And then Japan and then my country, Indonesia is usually ranked the fourth place. At the moment, we have more than 70 million Internet users actually, so this is the real figures on 2012.

And I don't know whether you have similar experience, but what happened in 2007, previously we only had two million Internet users, but then it jump up within just one year to become 20 million, so it's more than 10 times. Why? Simply because our Minister of [?] asked

the Internet service provider in our country, please lower the price of the Internet so people, common people can afford it.

So, now in Indonesia, I can have a broadband connection to the Internet, six megabytes per second, with only about 15 US dollars per month, so it's quite cheap. Only in big cities. But in remote, rural, it's not like that. So. Next. So this is some ccTLD statistics. Korea about one million. Japan 1.3, China they've got 7.8 million. India, 1.7 million. Iran, our fellow from Iran just recently celebrated more than 500,000.

Singapore, here, our place for ICANN, 155,000. Hong Kong, 166, Malaysia 201,000. And then Indonesia we have 111,000. So you can see that we have the digital divide. On one hand, we have China, we have more than 500 million Internet users, but on the other hand, we have Timor Leste, used to be part of Indonesia, with only 10,000 users.

So the digital divide is there. In terms of penetration, South Korea, the best in ego for many in the world, they've got 82% of Internet penetration, but in Timor Leste, it's only 0.9, in Myanmar it's 1%.

So I don't know whether the digital divide is also there in Latin America and Caribbean. Okay. And also, we also have censorship. You can't access Facebook in China, except in ICANN meeting. Last time in Beijing, we can just access Facebook freely. In Indonesia we have censorship on pornography and also online gambling and also other negative content.

And you can also have, find variations in Asia. On one hand, like Korea, Japan, they also major registry systems so they can manage their own registry system in house. While on the other hand, we have some

[fellows] in Asia Pacific where they actually outsource the registry system simply because they don't have the capacity to manage the servers, the system, etc.

In terms of UDRP, you will find so many variations in Asia. Korea and Hong Kong, it's actually one of the two countries who are major in the UDRP. They have their own policy, etc. In the initial states, Indonesia, last year, we just launched an UDRP policy, so we can do in our own country, how to deal with the UDRP. But actually, we just simply adopt ICANN role and ICANN policy [?] six.

But you will find also other ccTLD initiatives, they simply ask them to go to [white po?] if there is any problem. In Japan, I heard Hiro say that actually if there is any UDRP then that's not registry concern, it's registrar's concern. So [?] the job is just domain, the DNS, all of the system, etc. And the next one is [?] for outside entities. You will find, this is one of the topics they don't ask me to speak with you regarding whether we should allow outside entities, international entities to have your domain names.

Well, we find so many variations. And we have dot TK, with [?] about 20 million domain names, so it's one of the top actually together with German and UK. And it's free, actually, dot TK. And we also have dot TV, [?], where actually some of our television stations in Indonesia, they prefer to use dot TV other than [?] ID. Okay.

And then, but on the other hand, you will find like dot MY, Malaysia, and dot ID. We are actually considering a conservative one [?], so if you want to get ID domain name, or let's say dot MY domain name, than you need to fulfill some requirements. You need to send us your citizen

EN

ID. You need to send us your local [?] if you are, let's say, international company. You also need to send a text file number, all that kind of thing.

And then, we actually not check content deliberately because we are actually not the taxation agency. And we also not the Ministry of Home [?], but simply if there is anything happen to the website, if there is anyone complaining to the government that this website is doing something bad, then we can know who actually we are dealing with. So that's actually the idea.

And I'm sure that Malaysia dot MY also follow the same thing. So in Indonesia, dot ID, currently we are [?], dot ID. Indonesia one, that's dot ID. There are one precise actually, the Indonesian worked for villages [?]. So we are also concerned with [?]. Actually, if you ask big ISP, they will not, how do you call it? The business model is not so good for them, so only in big cities, urban, the business model will be good.

The gray one, net dot ID, is actually handled by the IP association in Indonesia. Go dot ID is still handled by the Minister of CIT. And MIL dot ID is still handled by the military. So this is the domain, it's more than 110,000. Now, how do we offer company [?] 35? I don't know this kind of experience is in Latin America or not. But this small track is actually a mobile Internet café. And we have that [?] Indonesia that we want to have this kind of track, and it's – not municipally, and it's urban, okay?

So if you open the track, then you will find three computers here, and three computers here, six computers connected to the Internet. And we also have that four wheel drive track, if – we also have the motorcycle Internet café. The idea is simple. We ask them to go from

one village to another village. So all of those villages, the farmer, fisheries, etc., they will know the Internet.

Obviously you need to have your own local content first, because some of them don't speak English. Yeah. Okay. And for cities or area where actually most of them prefer [?], we also have this one. We call it [boot?] Internet café. So, this [boot] is actually going to one refer to another refer simply to introduce the Internet to the villagers.

This is the website of all of those villages in Indonesia that have signed up [?] dot ID. And we also have them to clear the content for them for – so that their villages will be known on the Internet. Have you taken the picture of this? Okay, next, that's the our report for the association and promotion.

So, we also have corporation, we have Google. Basically we have the SMS to also have free domain, to also have the free application provided by Google. And it's all in [?] Indonesia, so local content is important in our region. So I think that's it. So that's a brief introduction of dot ID. I have covered the digital divide. I have covered whether you should allow the international IDs to get your domain.

So more questions, my email is there. Feel free to contact.

VANDA SCARTEZINI: Okay. Thank you. Thank you Yudho. Anything, anyone wants to share some ideas, I can share some issues related to us. Because in Brazil, we also have some votes in the Amazon area. Amazon area is the only way to get the e-govern working around there, is to have those votes with

the Internet. And [?] all the time. They just [?] all of the time. Each have the [?] and come back, and come back.

Yeah, that's the same idea. But we also have, and I guess Tony is the one that will launch dot LAC. That is the ID of the region too. So it's about what we're going to have for the future for this. And Tony will explain all of that. Anyone? Okay. Please. Say your name please.

CARROLL DOUGLAS: My name is Carroll Douglas from Trinidad and Tobago. A fellow. Just two very quick questions actually. One is your presentation was so fast, I just wanted to make sure that it was available online. That's the first one. And the second one was just to, of course, congratulate you on the work that you have been doing.

From the Trinidad perspective, we now have, or we are now trying to implement, access centers. Very similar, but centers either mobile or fixed, or a variety of both, where you can actually access in rural underserved areas of the Internet. So I thought I would make a very quick observation. Thank you.

VANDA SCARTEZINI: Please [?].

UNIDENTIFIED: Thank you. [?], NPOC, NCSG. Very interesting, thank you. I would like also to have access to the presentation if it's possible and review again. One thing is to provide a mean or platform so that people can have

access to the Internet in such remote areas, and the other is the reaction of their response once you are there.

I mean, it's a whole package, right? Can you tells us, what is the reaction people get, you know, the approach? They ask questions? Are they curious? They actually use it? How do you deal with this? Thank you.

YUDHO GIRI SUACHYO: Regarding the presentation, I have sent it – the email here, so you should be able to get it from them. And the reactions of the villagers, farmers that – who provide the platform, the central governments. So, it is part of that, you know the WS IS initiative that by 2015, we have a target that 50% of our cities will have access to the Internet, to the information. And what is happening in Malaysia is that now this, if you don't know how to use the Internet, you will not be able to be a civil servant.

You will not be able to register for even element that is school or junior high school, because you need to use Internet to register for that kind of thing. And also, our government has a new regulation that in 2014, all [?] in the government, they have to use [?]. So, we are actually very hard to provide the Internet, at least to municipalities. At least to the capital of municipalities, and for the villages, we use that kind of platform.

How do they react? Simple. If we provide only in English, then they were interested at first but then after one week, two weeks, they will not get interested. So, local content is very important. So farmers, we

should them how to do, let's say [?] etc. To fishers, we tell them how to get – to know the area where actually fish look at it, so they can go there using GPS before going fishing. All of that kind of thing.

So the local content is very important for this kind of initiative. And I know that last year I went to India, they also have similar initiative, and also for e-health as well. So other than providing the Internet, they also provide for the [?] problem, in India. The thing is, in other projects.

VANDA SCARTEZINI: Thank you. Anyone? Please [?].

UNIDENTIFIED: Thank you Vanda. There is one comment in the remote participation, in the Adobe Connect. If this model that you just presented can be implemented in Latin America or the Caribbean? So, maybe you want to give it a go, thank you.

YUDHO GIRI SUACHYO: Why not? I mean Vanda has already mentioned that they also have mobile Internet in Amazon. Yes.

VANDA SCARTEZINI: Yeah. I believe that the question is, if they can share with you some information on how to do, because you know, end of the day [?] [laughs]. So, people won't say, it's easy to do but when you start, there is a lot of problems. And maybe what the guy is asking is really, if they

can share some information with you to do that. So, I do believe that they can, that I can read your – put back your email. It's there. Okay.

So the email is there. So the people can please contact and maybe make some, you know, better interaction among those regions. Thank you. [Applause]

Okay. Thank you for coming Yudho. He was so quick because he has another meeting over there. So I give the floor now to Rodrigo please.

RODRIGO DE LA PARRA: Thank you Vanda. I'm sorry that we started the agenda the other way around, but we just were taking advantage of these special guests that we had here, so that they can tell us a little bit about the DNS industry in Asia. Now…

So the next item on the agenda is so we'll be able to talk to you about some of the experiences we have in Latin America from the point of view of the business perspective, especially the DNS industry. We are joined today by Roger [?] from NIC Mexico and he will introduce the business strategy for NIC Mexico.

ROGER: Good afternoon. Since this is a Latin meeting, I'm going to speak in Spanish. So, if this is not your first language, you can use the simultaneous interpretation. At this time, we would like to share with you our experience with the development of the business strategy in NIC Mexico.

Just a little bit of background. In 1989, the [tech Monetary?], which is the mother company for NIC Mexico, received the responsibility from the ccTLD dot MX. This was the first organization in Mexico to establish direct connection for Internet in Mexico with an university in southern Texas. We obtained the management of the database, and the management of the domain name registration entries.

With the development of Internet in Mexico, we created the Network Information Center in Mexico, which was a department of [Tech Monetary?] in charge of managing and recording the domain names on the Internet. They are also responsible for continuing [?] infrastructures, and we have more than 300,000 clients in 2013.

Now, we have 700,000 domain names, and we expect to continue growing. As we said in the graph, we can show you some statistics, we process on a daily basis, 700 million consultations and queries. And these consultations are supported by the areas that are distributed in at least eight geographic areas. If we follow the development of the Internet, and the trends for the industry, then we will see that we are under the need to divide NIC Mexico in two initially.

So this is how we created two business units around the dot MX domain, as a strategy for growth and financial sustainability because we realized that we were spending many resources in attempting to cater to clients, mainly different clients. And we use the same policies and the same regulations.

And so, we adopted the registry/registrar strategy model, and this model allowed us to offer the user the service that they need. At that time, we had the emergence of what we called, at that time, the

domain name distributor, because registry – the registered domain names were others, so they actually where web developer, or someone who offered access to the Internet, and that was a small ISP. And they were in charge of registering domain names for their clients.

We supported them by means of what we can call attached [?] system that would allow them to administer more easily a mid-sized portfolio of domain names in a position to those who administer only one or two. So this also allowed us to adopt the registry/registrar model, allowed us to simplify processes and try to focus more on each type of clients and meet their specific needs.

Something we adopted as the guidelines for establishing our registrar was the fact that we would not compete with the other registrars that were working on the market. We never offered, and so far we haven't really offered, these services that they offered just hosting web page development. We do not do that. We have no platform for resellers. It is only the registrars that is the one that caters to, or serves the clients directly.

And we do not impose rates to the public. Our registrar is the most expensive of all, because we try to promote growth of the other registrars in the market. So what we try to do is to make a difference on the quality of service, and this has maintained us in the preference of the public. We still have a bit less than 50% of the domain name market in the MX, dot MX domain.

The registry model includes special rates for the registers, and this allows them to obtain discounts based on volume. And if they approach us, they can ask for some kind of special rate when they're going to

develop a certain campaign to promote the development of domain names. So they commit to maintain a certain registration volume with some investment in promotion.

And in that case, they can have access to a preferential price [?]. So, for some time now, we have found ourselves in the need, or we were concerned by diversifying our sources of income in NIC Mexico, so that we would not depend directly on dot MX. NIC Mexico is an organization that is completely private. Fortunately, we have not had any problems with the Mexican government, but we have heard that there were some situations where the government does take control of the ccTLD.

So our strategy, our conservation strategy of the operation of NIC Mexico is to attempt to diversify the sources of income so we do not depend directly on the dot MX. And this also allows us to leverage the current infrastructure and expertise to the maximum, and use all of this for NIC Mexico, and to capitalize all of the expertise we have obtained with the management of the dot MX in other projects.

Among the strategic projects that we mentioned, we also offer openly to the public those services for the operation of a registry. We have approached some ccTLDs on the region and fortunately, we were able to seek a partnership with the dot LAT project, and a proposal for the dot LAT that Vanda was mentioning a few moments ago.

We could also take advantage of the infrastructure to access to new markets and services. We are now working in e-billing, and this, we believe, is very similar to the domain name business. We actually, when we did the presentations for this project internally, I put up a diagram of the registrar model, and to put it into the e-billing model, I just had to

add, to remove the labels because the operation structure is very, very similar. It is actually compatible with the domain name model, and it requires a centralized management, high availability, experience in Internet protocols, in encryption protocols, and all of this is part of the expertise we have acquired with the dot MX management.

So just to wrap up, I would like to show you the development of the evolution that NIC Mexico has had of a principle where it was a monolithic company that would do everything. We had the administration of the DNS, the administration of IP addresses in Mexico. We served final users, we severed small distributors, and all of these was within the same parts.

Now that we have been able to identify the clients that were fundamentally different, we were able to make a vision in three different entities within the company. We have the black, which is the registry that serves the distributors. The one that is white is the register that serves final users, end users. And IAR Mexico is in charge of IP addresses.

And as we progressed on the development of the company, we were also able to diversify the economic activity, and naturally, we saw NIC Mexico as a corporation that was given support to the three divisions and business units. We did a rebranding, that is an evolution of the brand of NIC Mexico, so that we can encompass the different business units. And when we were able to have access to new opportunities is this was when we could obtain the agreement to operate the backend registry for dot LAT.

And so, that was a different business unit that we had there. And as a consequence of these diversification of our activity, we saw that we had to something with the register because it still was associated directly to the dot MX brand. And so this is when we evolved the register, we changed the brand, and this is where Akky comes in. This is the brand name for our register.

So now we operated with ICANN, and so now we can bring generic domain names to our register. And this goes hand in hand with the dot LAT project, so that we can bring dot LAT to our registrar. Now this also allows us to have higher flexibility when we are able to bring new options to the public's, new options in domain names, that it would probably been difficult to access them.

But we do attend the Akky fundamentals with no changes. So we try not to compete directly with those distributors. We try not to offer the same things as they do. And for the time being, we're only focusing on domain name objectives. And we still need to speak about the e-billing division, which also has a register model component, because it is a certifying entity that allows what we call an electronic validation of fiscal receipts.

And it also has a component serving the end user, because this provides the e-billing service to the user, the final user or end user.   This evolution has actually let us, as I like to call it, and I've been 12 years in NIC Mexico and I have seen most of the evolution. It has been very, very interesting and we have gained a good experience with that. We are available to share this with you, and we can collaborate with anything that is at our reach. Thank you very much.

VANDA SCARTEZINI: This is Vanda speaking. Are there any questions? Please go ahead.

ANDREAS: I'm Andreas [?]. I know there is remote participation. As Roger was explaining the IP area, some people were asking me, does Mexico manage the IP addresses? And so I think there is a chapter that is worth explaining. If you want to, you can explain it yourself.

ROGER: This is Roger speaking. I think probably you know more about this.

ANDREAS: Andreas [?] speaking again. I don't want to steal the main objective of your presentation. I just want to take some time to explain what the structure is like. Why is it that Mexico has a registry of IP addresses? And [?] is not here, right? Because actually this is how the story goes.

Aaron was the registry of all of the IP addresses for the whole of the Americas before NIC Mexico and Brazil had their own IP addresses. They obtained the national registry of IP addresses, what they call the members. And when they go away from Aaron, even that part is not very clear for me. Perhaps Tony or someone else can talk about this.

I don't know if they had it directly from IANA, those addresses that they obtained for Mexico and Brazil. LACNIC is a project of the community when we created the fourth region approximately 15 years ago, this is when this evolution started. Then Mexico and Brazil were two entities

that were just together with the creation of LACNIC. So they are there before LACNIC, that they created to create LACNIC. Now they have 3,200 members, all of these TLDs are members.

And so NIC Mexico and NIC Brazil pushed the creation of a RIR, and we created a RIR for Latin America and the Caribbean. And the structure for Mexico and Brazil is different from the rest of the countries. It has a regional registry and a national registry. And then the addresses for LACNIC are sub-assigned to Mexico and to Brazil. And they are the ones who exercise the operation as Roger was explaining.

The policy for assignment are the same that LACNIC has, and the rules in operations are the ones that are using the RIRs, there is policy and operation and they are two different things. And oversight is a huge discussion we're having at this meeting. In terms of operation, Mexico has the operation that policy is done by the operation of LACNIC, not by staff in the forums and meetings.

This is how, I think, I summarize the questions that some people ask me through the chat room. So Roger, do you want to continue so I don't distract anything?

UNIDENTIFIED: Regarding Aps, there is nothing – I don't know if there is any question. I am from Brazil. How much do the other businesses account for in NIC Mexico?

ROGER: The previous speaker. Very little, because we are only starting. In a
                           matter of revenues, a very small percentage in comparison with domain
                           names.

UNIDENTIFIED: It's again the people from the audience. I apologize because I'm
                           speaking Portuguese. I think, I'm not sure this is the right way because
                           the development of the Internet will eventually require a certain
                           stabilization as to e-billing. Is this a service provided to companies? I
                           don't understand that very well.

                           In Mexico the e-billings scheme is made up of two entities, which are
                           the ones that provide those services. There is a regulating agency,
                           which is a tax administration agency.   And this agency assigns a
                           certificate that companies that will be overseeing the bills. And there
                           are other agencies reporting to this organization, which are the bill
                           issuers.

                           An user may hire an e-billing service, and that provide that e-billing
                           service in turn has to hire a very fine agency that will, a digital stamp on
                           those bills. In some cases, it may be the same organization, but it's two
                           different roles.   And in the case of NET Mexico, we're going to
                           implement both of them, will have the certifying agency, and the issuing
                           agency.

UNIDENTIFIED: A member from the audience again.   And the last question is the
                           following. The certifying component. Do you think this will become
                           compatible with bills coming from the outside, from other countries?

Because in Brazil, we have an issue with compatibility with Mexico, other countries in South America, so that those certificates will be acknowledged, those actual certificates will be acknowledged by other countries.

I'm thinking about this because I guess this will be necessary in the future.

VANDA SCARTEZINI: This is Vanda speaking. We're thinking of Latin America, businesses in Latin America. There are different billing agencies. We also have digital billing. We have lots of issues with that because there is a central certification and that central certification, in our case, involves the Brazilian group only.

So, if we want to operate with Paraguay, those are two certificates are not compatible. And we want to have an exchange of bills for different services, for example, because we are part of the medical [?] market, so this is why you have this issue. Anything… That's a very interesting question, because for Latin America, for example, looking forward, this is very important because there will be services provided by other countries in the Andes area, for example.

I think it will be very interesting to have something that's more open, something that is compatible with other countries.

UNIDENTIFIED: This again is a member from the audience. More than a question, I think, this is a challenge. I think we should be status so that eventually we will have something that will be compatible all over Latin America.

ROGER: This is again the previous speaker Roger. It will be interesting to be able to harmonize criteria, because what's happening right now is that every country has its own rules and requirements.

VANDA SCARTEZINI: This is Vanda speaking. Since these are protocols…

ROGER: Roger again. Right, they are protocols.

VANDA SCARTEZINI: This is Vanda speaking. We should think of doing something that will be for all over Latin America. I think there is work to be done. Thank you very much, very interesting. Anything else?

RODRIGO DE LA PARRA: This is Rodrigo. We have a remote question from Juan Manual, who asked, what percentage of IPs and domains do Internet users vis a vis companies. That is what percentage, companies and users.

ROGER: This is Roger speaking. Well, I'm afraid I don't know. Do you know? What percentage, company versus individuals?   I do have that

information because when a domain name is hired, we are told it's a physical or personal company, but I don't have the data here. I don't know.

RODRIGO DE LA PARRA: This is Rodrigo speaking. Okay. We'll get that information and we'll come back to you on that.

VANDA SCARTEZINI: This is Vanda speaking. Anyone else? Otherwise, we go to the next presentation.

RODRIGO DE LA PARRA: This is Rodrigo speaking. Well, there are two more things I'd like to cover since we're here. One of them is, what can we do to improve this space in the ICANN meetings? I want some feedback, and I want to know what ideas the group has. And I also wanted, in the last few minutes, to share with you an update about our strategy.

But before that, since our approach, our focus here is a business focus, I think there are two people who can help us out here. Tony, maybe you can talk to us about our activities about dot LAT, or activities in your constituency. I think that will be quite useful. And [?] is also here with us from GNSO, maybe you can also share some information with us about the activities you are involved in GNSO.

Anyone wants to start?

UNIDENTIFIED: This is another speaker. First of all, let's see, where can I start? My first concern in the LAC space will be the issue of registers. Rodrigo, can I talk about this? We are [?] an experience in Argentina, which has not been very successful so far. We want to be registered as an accredited register with ICANN. It's not a simple task.

I'm going to summarize the information. It's not that I want to tell you the difficulties we're going through the organization, but we always talk about the need to expand ICANN activities, ICANN opportunities in developing regions. And even though that a goal I share, which I also think is very important, it's not always so easy to carry out. In the case of becoming a register, we're going to summarize the situation we face.

First of all, there is an economic barrier, which is quite important because you have to pay an application fee of $3,500. You also have to pay $4,000, which is an annual fee. You have to provide certain evidence that you are able to access a $70,000 fund in a bank. And you also need to have the commercial risk insurance for $500,000 for this project you're starting.

Beyond that, there is a variable fee that is not specified. But every quarter you get an invoice, which is a percentage of the contribution of the register sector to ICANN's operation. I've not even begin to size this because it's variable. And every name that is sold, if you are a register you sell domain names, a percentage of that, even though it's not high, a percentage has also got to be paid to the ICANN as a kind of commission.

I really don't know how to define this. Which is quite significant, considering that in Latin America, at least in our case, or expectation is

not to cell one million names in six months. We may call ourselves as a SME project, or in this case it's a SME or SM organization, but the rules is a little bit up hill.

And the other thing we found is that there is quite a comprehensive questionnaire to be filled, related to the technical aspects where you have to describe your system architecture. You have to provide a lot of technical information to the ICANN. But it turns out that there is no technical specification provided by the ICANN to the applicant that says in order to be a register, you have to have this type of server, this type of software that meets this kind of needs, that manages this kind of protocols.

There is nothing. Quite the contrary. The ICANN demands that you explain how you are going to work as a registrar from a technical point of view. It's really amazing because it's almost like if you're trying to hire a franchise, you want to be a franchisee, but the specifications are not there. I've discussed this Rodrigo quite thoroughly.

I share this with you because we're in the LAC family, in case one of you has ever thought of getting into this, or if you know anyone who is thinking of getting into this, I think the entrance barriers are quite high. And maybe unfair, because let's think it's not that what every domain name [?] dot com, we're going to earn $100, and with only a few names, I will be able to pay you for this very quickly.

In the market, there are domain in place like a Go Daddy or [?] who have millions of users and customers, who are selling at a profit of $1 or 50 cents per name. This is very difficult. It's very difficult to compete with those in common players who prevail in the market. What the

registrar in our region can do, the added value it can provide, is to serve customer in their own language and provide personalized service.

Something they will not find in Go Daddy, because they will always talk online with a portal. But in order to be able to get into the businesses under those conditions, you have to go through a very difficult process, actually not easy for us. So I thought it was important to mention this, since the LAC strategy group is focused on improving all of this, I dare mention this here.

VANDA SCARTEZINI: This is Vanda speaking. I think it's very interesting because in Brazil, we have three registrars. All the others who started the process gave up because it was too difficult for them, or too expensive. Others that were registrars eventually left and stopped operating because it was not profitable.

Rodrigo, do you want to say something?

RODRIGO DE LA PARRA: This is Rodrigo speaking. Yes, I wanted to thank you for mentioning this issue because it's part of this strategy we have. And what Vanda is saying about the size, it's very important. If we put this into original perspective that are about 1,000 accredited registrars and in the region there are only 19. This has me to promote a session tomorrow, at the global level.

In ICANN, we've heard this concern before. This is why there is a session entitled, supporting the DNS industry in sub-served or under-

served regions. The idea is that all of us attend that meeting, especially those of us from the developing regions, so that we can contribute ideas and strategy to see how ICANN can provide their support. It's very important to have representatives from the Caribbean and Latin America to see how we can promote this from our position.

Thank you very much… Oh, there is a question from the audience.

NATALIE: I'm Natalie [?] from NIC Mexico. I'd like to add something about Mexico. We have three accredited registrars in Mexico, only one of them is ours. The other two are, may really to be considered, they are registers that were genuinely developed in the region. That's something that is very important, and that's also interesting that none of them are in this region.

So they are outside and discussions that the registrars may have. And this is quite relevant.

RODRIGO DE LA PARRA: This is Rodrigo speaking. Okay. So, on Wednesday at 3:30 from 5 PM, we will be holding this meeting in Canning Room. Please don't miss it. [?], would you like to talk about GNSO now?

VANDA SCARTEZINI: This is Vanda speaking. Very interesting. I think this issue of the registrars has not yet been solved in the ICANN. There are lots of discussions. In Brazil, for example, the registrars, the existing registrars are part of very big, strong groups. Strong news agencies, phone

carriers. They are the only ones who can bear the costs, there are also ISPs, all of them.

UNIDENTIFIED: Hi. Good afternoon. This is [?] speaking. I guess you're all familiar with what the GNSO is doing. Right now, the counsel, there are three members from Latin America, Gabby, [?], and myself. It's the largest presence Latin America has had in the counsel. I think we're working quite well.

We have our language issues, since language is not our native language, we sometimes have issues with the technology used by English speakers, but we're doing quite well. I think we are in a very interesting moment. Important policies are being developed. I also believe that we're going through a time where we are seeing how important GNSO is within ICANN.

With this relationship with the GAC and the policy developed by the GNSO regarding protection of acronyms for international organizations. But well, we're working and we're here to help you with anything the region may need. Is there anything else you would like me to clarify?

UNIDENTIFIED: Hi, may I add something? [?]. I'd like to add that we're also working right now on the GNSO, on everything related to improving participation and diversity of participants of the working groups as they are related to policy generation. From that perspective, we'd like to encourage the participation of the different regions.

I'd like you to communicate this message to your communities. It will be important to have more representatives from Latin America in the working groups, because these are the working groups that will eventually create the policies, and these policy generation process is a key part of the multistakeholder model.

I would like you to communicate this message to your regions. In our meeting with the Board, we discussed how we can improve our work so that what the GNSO does will be more relevant to developing regions. There is something interesting there to be done. Both [?] and [?] as well as myself, we're not the only members from different countries, there are other members from Latin America but we all share the challenges of developing countries.

[?] what contribution we can make to this process. Thank you.

RODRIGO DE LA PARRA: This is Rodrigo speaking. Thank you very much. Thank you Tony, because this is how you help us with managing time. So, thank you very much [Eduardo?] and [Gabby], it's actually very useful to be able to know a bit more about the Latin American activity. And because we are very few people, our activity is not really seen. We know more about LACRALO or what happens at the ccNSO, that's why we need this space.

AP TLD presented today about the Asian landscape, that we have Victor here with Board represented for LAC TLD, and he would also like to share some of these activities.

VICTOR: This is Victor speaking. Thank you. For those who don't know me, I'm Victor [?] for dot SE. Now I wear the LAC TLD hat. Since we all are here, all of us from the Latin American group, I would like to update you on what we have done here, at least it is easier for our activities for LAC TLD region.

We have a business workshop, or a workshop on economic aspects, in the old Guatemala, in Antigua, I'm sorry, in Guatemala. It was something good because we mix registrars with ccTLD, and this was not really done before. So invited some registrars so that they could make some presentations from their own point of view to be able to compare with the ccTLDs. This was a very enriching workshop.

It had very nice participation. And very good exchange of information. Then, there was a security, stability, and resilience meeting, with the ISOC, LAC TLD, and LACNIC and ICANN people, this was also a very interesting meeting. It was held in Montevideo. And we have been working because this is an update for this year, but it's also an update since the Buenos Aries meeting.

So we have been working with other regional organizations like AP TLD center, and the African organization. We have been working based on the net [?] meeting. As you all know, instead of working separately in silos, we have been – we've been able to have a good juncture, and work all the organizations together, because we have more or less the same goals and the same challenges for these meetings.

We have even been able, within the ICANN world, to have a better recognition of regional organizations. On the opening ceremony, these organizations were mentioned as participants. There is the ISTAR group

that was mentioned. And we have been able to achieve a good synergy between the organizations and at the same time, we have been able to get better participation and recognition of the importance they have.

Because even though many of us participate in the ccNSO, I am also a member of the ccNSO Board. Each of us identifies with their own organization in Africa, in Asia Pacific, or in Latin America as is the case with our ccTLD. In addition to this building with all of the Internet governance issues and the latest developments we have seen. Because this is not an issue that we discuss among the ccTLDs on a daily basis, we did something that is basically a novelty, was a webinar.

It was the first webinar we had where we specifically dealt with Internet governance. This was held in English and Spanish, and so it was a very good one. We had good participation and engagement. It was a test with it and it was successful, so we'll continue to do this.

We will use it for different issues or perhaps to update everything that is going on now. We are also working on a project for all the ccTLDs in Latin America. This is going to be a network, and we're starting our work, that it can be something very interesting to leverage common resources among all the ccTLDs in Latin America. So this is part of what we wanted to change, that is not only to have workshops and attend some meetings, but also to have something more tangible such as leveraging the resources, the technical resources, we have.

There was also an union of the regional organizations, and we have stated that at the ICANN meetings, we will formally meet. We have already met here yesterday, that was yesterday afternoon. The Boards of the four organizations met and we exchanged a lot of information.

And the idea is to understand what has happened, and what will happen, this week and how we can support each other or how we can achieve a common goal with everything we may need to define.

This is also very interesting, we have achieved that. Since Beijing, this was informal and now we do it formally. This is part of the ICANN agenda. So that is the past, now the near future shows us that in the Brazil meeting, what [?] will be attending that meeting, she could not be here, but she will attend the Brazil meeting to represent us. And in May, [?] we will hold a policy workshop together with the LAC NIC meeting that will be held in Cancun.

Once a year, we hold a meeting in the same place and we try to have the general assembly for the ccTLDs. This is my update. Just to give you an outlook of where we [?] in Latin America, with LAC TLD.

RODRIGO DE LA PARA: This is Rodrigo. I have a question here. When do you think that the NIC Cast network will be ready?

VICTOR: We are just starting. Fred from Brazil is at the forefront of this initiative. We will start to give more friends to this, and we will also send a report or communique to the ccTLDs to them what our plan is. We are attempting to know who are interested in getting involved, so that we can know the dimension of what we're going to do.

This is not something that should not take us a long time, because it's not difficult at all.

RODRIGO DE LA PARRA: Rodrigo speaking again. Thank you very much Victor. We have two items more on our agenda. We can have a 30 second pause to introduce a new colleague from the ICANN staff. He is Columbian, and he is now with our security team. He was in the compliance area within ICANN, now he is in the security area, and he will be helping in this group as well. Would you like to have a quick presentation please?

CARLOS ALVEREZ: Good afternoon to you all. My throat is aching as well. I am Carlos Alverez. As Rodrigo said, for three years I have been in the [?] compliance team, now I am in the security team. I am based in the Los Angeles office. I will be strongly focused in the region. This is not going to be immediate, but in the next few months, I will coordinate the department and the organizations in the region.

We will try to have training activities. Almost half of my work will be to train agencies and ccTLDs in security, stability, and resiliency issues. This is a resource that is available to you. You can look at me, just search for me. My email is Carlos dot Alverez at ICANN dot org. I am staff, and I just wanted to introduce myself. I am very much at your disposal.

RODRIGO DE LA PARRA: Rodrigo speaking again. And now, I just want to show you a very quick progress of where we are in the strategy, but especially to thank some people who are here, who have helped us a lot. Fatima Cambronero, she is here together with Dev leading the communications group. It has

substantive progress as you'll be able to see. Other groups are here. NIC Argentina, they have helped us with the preliminary design of the webpage for the region. I'm going to show them how this is progressing.

And of course, Vanda and [Gabby] who are leading these space in the ALAC project. So this is a very particular communications plan. You have been able to see some activity here in the social networks. There is… We actually have more than 1700 followers in our account in Spanish. Our Twitter account in Portuguese has just started, and we will generate new interesting documents.

This is one of the issues that we needed. We have also released our newsletter. We will produce it bimonthly. And it has these sections. It's just one page, and it actually takes you to information links. There is a special section on what is going on within ICANN at the global level, so that people in the region can get to know the activities.

The next issue, at the next issue, we will talk about the IANA transition, and everything that's going on. So that people can get to know this in a very simple language. Also, in our region, there are links to press communiques, and then an event space. So it's pretty simple. So you can get there [?]. We are coordinating our website for ICANN. We are in coordination with those who are designing the new ICANN website, so that it can have the same layout and so that it can resemble it.

And we then would like to thank NIC R because they are designing it, and they are just in coordination with the ICANN people. This is a dummy, the contents will be added as we progress. Fatima and the communications people are helping us. And then we're also launching

the famous roadshow that we had as project number one. We have called it LAC I Roadshow. I because of Internet and Roadshow because it has many issues.

And there is to have four stops here. And we have divided it, sorry. I was forgetting to thank Tony. He is also leading this group, together with Andreas, who just left. But, we will have one stop at the Caribbean, then another stop in the Andean region. Another one in Central America, including Mexico, and another one in South America.

So that every year we can cover that. As for future, we still need to see this. Perhaps Dev, if you're involved with this, you can deal with that. Let me make a comment about future com. Eduardo [?], I don't know if he is here, well he offered his help. We're going to have a stand, a booth, at this event and he very kindly offered to help us. I think this is very important.

RODRIGO DE LA PARA: Rodrigo speaking. Well, thank you very much. In 2015, there will also be some renewals. This is just for you to see the rotation that we're expecting. We'll have one in Trinidad and Tobago. The other one in the Caribbean could be in Jamaica. I mean, it's to look at an event that already exists. Then we have Peru for the Andean region. Costa Rica for Central America. This is something we also thought about. And Chile for South America, maybe Argentina as well.

Victor also mentioned the SSR workshop. We have already had a meeting in Montevideo with all of the organizations. We have a common calendar with LAC TLD, LACNIC. We are also having a look at

the [?] activities, the ISOC activities, and so we have a common calendar. We have made a common diagnosis. And perhaps what we're missing is the Brazilian part.

I'm going to explain what this is about. But we have a lot of security and stability, and this is where we can ask some more about [?] from supporting the existing initiatives. And finally, what's next? We had a very good experience with this project. I believe we have progressed very smoothly. We have had some results, but we are going little by little, because we should not forget that we still have 34 – certified more projects ahead, and there is a year and a half to get to the plan.

So we probably will hire a project manager that is working full time for the [plan]. He should not inform people in the community, or the primary group that was in charge of the strategy, and we need to generate requirements to ICANN. So this would be part of ICANN. And finally, I would like to ask you, and maybe some of you would like to make a comment or if you do want to do this by email, how can we improve this experience?

How can we leverage our time? Especially these regions that are so far away from our region, those of us who come here are always the same. We get some additions with the fellows and some other opportunities, but then what do we do? We have just added Vanda, [Gabby], [?], and we believe it could be a nice opportunity to share with the Asian region, and they could not remain here and listen to us.

But is there anyone here who would like to share something?

GABBY: This is [Gabby] speaking. I have something that we can say. It would be nice to sustain this idea in these meetings that are so far away to talk more. I mean, we should exchange our ideas among us a lot more. Even though we are very few, because we don't really have many ways to call up on many people, because there is very few of us who come to these meetings, and we need to take advantage of that time to have more exchange among all of those that are here.

This is an idea not looking into the future, but it is just something positive. It was a document that you send on the important issues for this meeting, or probably the important presentations that we should not miss as a region or as a group. And I think it is worth maintaining this.

VANDA SCARTEZINI: This is Vanda speaking. I think the idea is, well of course, we are far away from our region. So the number of participants is small, because it's very expensive to come here, etc. But I think in London, we will have participation from all the ALSs during the ATLAS summit, and we will have something more substantive. I think we need more ideas and help from those of us who can think, what can we do?

How can we take advantage of the presence of all of the organizations from Latin America that will be present there? So this, I believe, will be a nice opportunity to share, to do something more relevant. We need to give this some thought, but I believe all the ideas we have will be really welcomed, because we have at least some 60 people, it's 60 organizations around the world.

And we can invite them. We can have a sort of exchange, a larger exchange among us because many of these organizations are not profit organizations, but they are active. They do business. They have their own domains. And so, those are just business organizations. They look for a sustainable solution for their actions. So, we should try to take advantage of them because they represent countries that they do not naturally come. They will come once to London.

They will not go to the other meetings, they will not show up. They have no conditions to participate. So I think this would be very interesting. I mean, to do something more concrete for the region. Then there is the Los Angeles meeting, and we can probably repeat something similar to what we have done here, just by looking for all of the members of our region who are interested.

So we can think of how we can do something focusing on business in North America, just targeted to Latin America. We are open to new ideas. So please do speak. Can you please give me one more minute? I'm going to do my NomCom advertisement. This year, we have the opportunity to participate in the leadership positions in ICANN.

You can apply for ALAC positions. There is… We have our own place just for Latin America and the Caribbean. So this is an opportunity that is repeating every two years. Now, this year we have the opportunity. The next one it will be for North America, and for Europe. So, if you want, there is a website which is NomCom dot ICANN dot org.

You need to fill in the form, and let me just remind you, I'm going to leave my card with the website. But let me remind you that the

deadline is April 1st, so it's coming very soon, and we can access them through the Internet very easily.

If you have any difficulties, please get in touch with me. I can help you show you how to do it. I can talk to you about the advantages, difficulties, how long it takes. Why it is interesting, why it may be a more active participation opportunity here in ICANN.

RODRIGO DE LA PARA: This is Rodrigo speaking. We're getting to the end. Fatima, you wanted to say something very quickly? 30 seconds.

FATIMA CAMBRONERO: This is Fatima speaking. I wanted to say that, in the London meeting there will be 160 organizations. Maybe this is not the right approach from the business point of view. I think we should talk about the DNS industry. If we have more DNS companies, we will have more DNS regulation.

The civil society will be controlling the government, and this is how everything is set up. Maybe we should ask for more support in this. It will be able to raise awareness about this, especially in developing countries. On the other hand, you have to bear in mind that in that meeting, At Large has its own very busy agenda. So we will have to find time to interact with them. It may be quite complicated.

VANDA SCARTEZINI: This is Vanda speaking. Well, this is a reality for the ICANN agenda. It's always difficult. It's a different from the ICANN agenda. This is Vanda

speaking. But the two main days are Saturday and Sunday, right? So we can do it then.

RODRIGO DE LA PARA: This is Rodrigo speaking. I'd like to thank the interpreters for staying longer. I'd like to thank you for participating. Thank you everyone.

[END OF TRANSCRIPTION]