

Appendix B - Evaluators' Questions for Applicants

.asia

TECHNICAL

re: Policy

1. Please elaborate on the framework for potential future policy that has an impact on technical operations. For example,
 - a. In the event a registrant is found in violation of the sponsored TLD policy, explain the process for addressing a violation, including what steps are taken to communicate with the registrant, and what technical actions will be taken.
 - b. If there are plans to allow 3rd level registrations, please explain the selection process for these names, and the policies for registering them.
 - c. Will there be a policy on what eligible registrants may register in their domain? For example, on delegations? Will certain domain names be disallowed?
2. How will the reserved list that ICANN specifies be implemented? How, and when, is the reserved list used during the registration process? What happens if the reserved list is changed?

re: Registry

3. Please provide a technical description of how communication with the external validator will work, including details on the protocols that will be used, state machines, and what happens if the validator does not respond within specified time period.
4. What is the technical setup of the DNS, Whois and EPP servers? For all of these elements, please specify how the setups fulfill the requirements of up time from ICANN?

re: DNS

5. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
6. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)

re: Operations

7. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies. Also: (i) in the case of a disaster according to the scenarios in Part E, section n, what is the expected downtime for the various services (Whois, EPP, DNS)? (ii) is notification provided for failed transactions during a fail over? and (iii) what is the bandwidth allocation planned for the interconnection of data centers for synchronization purposes, and to the Name Servers serving the sTLD?
8. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for IPv6 glue, DNSSEC and CRISP?

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. What is the basis for the projections of the number of domain names expected to be registered?
2. Please provide us with more details on your plans to market the domain name, and what the marketing budget will be spent on.
3. Would operation of the proposed registry violate any laws concerning DNS management in jurisdictions covered by the geographic area, including the host jurisdiction of Hong Kong?
4. What is the minimal number of total registrations that are required for the Sponsoring Organization to sustain operations? What is the minimal number of total registrations that are required for the Registry Operator to sustain operations (in this case, you may include other TLDs under operation)?
5. What will you do if revenues come in less than your “low” projections? How will any revenue shortfall be funded? If it is unfunded, how will you manage – both operationally and financially?
6. What evidence can you provide that indicates the Registry Operator you have chosen has sufficient financial resources to be in existence in five years?
7. Do you believe you have adequate staffing for disputes arising during the Sunrise period? If there are more disputes than anticipated, how would you handle them?
8. How much money has been allocated in the budget to enable a smooth transfer of the TLD to another operator in the event of Registry Operator or Sponsoring Organization failure? (For example, has a reserve fund been established to cover any financial obligations associated with multi-year registrations or other registry/registrar/registrar obligations?)

9. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and other resources.

SPONSORSHIP

1. Please describe how you define the term "Asia." Is it, for example, a geographic term? If so, what are its boundaries? If it is not, please describe its definition.
2. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth, as well as the depth, of support.)
3. Which "non-participating ccTLDs" were invited to support your proposal? Please describe their reaction(s) to your request for support. Please also describe any other entities that were approached for support (other than those listed in your Application), including those that may have declined to respond or to provide support. Will it be possible for such ccTLDs and other organizations to participate as Sponsor Members and Co-Sponsor Members later?
4. It would be helpful if you could divide your answers to the questions above concerning support by the four regions mentioned in your proposal: North & Northeast Asia; South & Southeast Asia; Middle East, Asia Minor & Eurasia; and Australasia & Pacific. Separately, could you please provide a list of all of the countries and territories that are within each of these four headings?

.cat

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl/?sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars?
2. In the event a registrant is found in violation of the sponsored TLD policy, explain the process for addressing a violation, including what steps are taken to communicate with the registrant, and what technical actions will be taken.

3. If there are plans to allow 3rd level registrations, please explain the selection process for these names, and the policies for registering them.
4. Will there be a policy on what eligible registrants may register in their domain? For example, on delegations? Will certain domain names be disallowed?

re: DNS

5. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
6. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)
7. Is this sTLD a candidate for filtering based on the TLD? If so, what will be effects on the operation/survival of this TLD if it is locked-out (i.e., if a large ISPs return “NXDOMAIN” for all queries for it)?

re: Operations

8. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies, including whether it operates over the Internet and what peers more exactly. Also: (i) in the event of a need for recovery from primary data server failure, would there be an interruption of service? If so, for how long? (ii) is notification provided for failed transactions during a fail over? and (iii) what is the bandwidth allocation planned for the interconnection of data centers for synchronization purposes, and to the Name Servers serving the sTLD?
9. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for DNSSEC and CRISP?
10. Could you please clarify your position on IPv6 transport+glue and IDN, including mappings between non-ascii and ascii characters?

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. Can you provide more specific information on the possibility that members of the Community would second support for the TLD, including for management, marketing and training? Please also specify which members have promised which services.

2. Can you please provide (i) documentation (signature/ letterhead) of the loan guarantees [CONFIDENTIAL INFORMATION REDACTED]; and (ii) documentation (signature/letterhead) of the line of credit from the bank, which you mention.
3. Which staff at CORE will manage the day-to-day operations of the registry, and what are their qualifications? How much time will such staff devote to management of this TLD?
4. What evidence can you provide that indicates CORE has sufficient financial resources to be in existence in five years?
5. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and other resources.

SPONSORSHIP

1. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application (other than those covered under Business/Financial Q2 above). (Note: We wish to assess the breadth as well as the depth of support.) Please also describe any other entities (including regional or national governments) that were approached for support (including those that may have declined to respond or to provide support), and their reaction(s) to your request.
2. Do you have a plan for outreach to Catalan-interested organizations on a global scale?

.jobs

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl?/sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. In the event a registrant is found in violation of the sponsored TLD policy, explain the process for addressing a violation, including what steps are taken to communicate with the registrant, and what technical actions will be taken.

3. Will there be a policy on what eligible registrants may register in their domain? For example, on delegations? Will certain domain names be disallowed?
4. How will the reserved list that ICANN specifies be implemented? How, and when, is the reserved list used during the registration process? What happens if the reserved list is changed?
5. Please clarify (i) the requirements for registration in the sTLD; (ii) how the requirements would be validated; and (iii) how you would address any situations where there are identical registrations in other domains.

re: DNS

6. Does the TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
7. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)

re: Operations

8. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies. Also: (i) in the event of a need for recovery from primary data server failure, would there be an interruption of service? If so, for how long? (ii) is notification provided for failed transactions during a fail over? and (iii) what is the bandwidth allocation planned for the interconnection of data centers for synchronization purposes, and to the Name Servers serving the sTLD?
9. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for:

IETF Standard			
CRISP	Y/N?		
EPP	Y/N?		
IDN	Y/N?		
	REGISTRY	DNS	WHOIS
IPv6			
- Transport	Y/N?	Y/N?	Y/N?
- Glue records	Y/N?	Y/N?	Y/N?
DNSSEC			
- DS records	Y/N?	Y/N?	Y/N?
- Signed TLD		Y/N?	

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. What is the basis for the projections of the number of domain names expected to be registered?
2. What is the minimal number of total registrations that are required for the Sponsoring Organization to sustain operations?
3. What will you do if revenues come in less than your “low” projections? How will any revenue shortfall be funded? If it is unfunded, how will you manage – both operationally and financially?
4. Please provide the five-year financial projections that you indicated are available upon request.
5. [CONFIDENTIAL INFORMATION REDACTED]
6. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and other resources.

SPONSORSHIP

1. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth, as well as the depth, of support.)
2. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would “create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs.”
3. Do you have a plan for outreach to less developed countries to make the sTLD more global? And how can the sTLD improve the use of the Internet in that part of the world?

TECHNICAL

re: Policy

1. It seems that the zone run by the RO is “delegation only” (see, e.g., <http://www.isc.org/index.pl?/sw/bind/delegation-only.php>), but what about zones lower down the tree? Could you please confirm whether the RO zone is delegation only? If not, please describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. The polling by the XO seems to build on use of Whois data from existing key. What impact will there be on limitations on Whois queries to Whois server for key?
3. If the original key is in reality registered further down than directly below the TLD (for example foo.bar.tld, where bar is delegated from TLD, and foo is delegated from bar), how is the sTLD mail managing a request from foo to participate with foo.bar.tld.mail?

re: Registry

4. Please provide a technical description of how communication among XO, SO and RO will work, including timeouts, details on the protocols that will be used, state machines, and what happens if the validator does not respond within specified time period.
5. If a key which exists as key.mail changes owner, is there some other mechanism of detection of this, apart from polling the Whois servers of data for key?
6. What is the technical setup of the DNS, Whois and EPP servers? For all of these elements, please specify how the setups fulfill the requirements of up time from ICANN.

re: DNS

7. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)
8. Is there a risk that ISPs and others will stop receiving mail which is not from the .mail sTLD in the future?

9. What actions can you take to stop such policies, or is it in your interest to see all mail in the world use the .mail sTLD in one way or another? (I.e., can you explain what the world of email will look like before “all” major domains exist as subdomains of .mail?)

re: Operations

10. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies. Also: (i) in the event of a need for recovery from primary data server failure, would there be an interruption of service? If so, for how long? (ii) is notification provided for failed transactions during a fail over? and (iii) what is the bandwidth allocation planned for the interconnection of data centers for synchronization purposes, and to the Name Servers serving the sTLD?

11. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for:

<u>IETF Standard</u>			
<u>CRISP</u>	<u>Y/N?</u>		
<u>IDN</u>	<u>Y/N?</u>		
	<u>REGISTRY</u>	<u>DNS</u>	<u>WHOIS</u>
<u>IPv6</u>			
- <u>Transport</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Glue records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
<u>DNSSEC</u>			
- <u>DS records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Signed TLD</u>		<u>Y/N?</u>	

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. Can you share the results of your "informal survey" that you used to back up your revenue projections? Do you have other information that would be evidence of the ability to obtain the projected number of registrations at the designated price point?
2. What is the minimal number of total registrations that are required for the Sponsoring Organization to sustain operations?
3. What will you do if revenues come in less than your “low” projections? How will any revenue shortfall be funded? If it is unfunded, how will you manage – both operationally and financially?
4. If the cost of registration will be “less than the maximum proposed to ICANN,” what impact will it have on budget projections?
5. Have the new arbitration provisions you propose to include in registrant agreements been the subject of a legal opinion? If so, do you have any relevant documentation that you can share with us, particularly “with respect to the likelihood of keeping disputes out of court?”
6. Can you please clarify how a requirement for six months prior ownership of a key domain will deter abusive registrations and spammers?
7. What evidence can you provide that indicates that eNom has sufficient financial resources to be in existence in five years?
8. How much money has been allocated in the budget to enable a smooth transfer of the TLD to another operator in the event of Registry Operator or Sponsoring Organization failure? (For example, has a reserve fund been established to cover any financial obligations associated with multi-year registrations or other registry/registrar/registrant obligations?)
9. Has money been allocated in the budget to enable a smooth transfer of the TLD to another operator in the event of Registry Operator or Sponsoring Organization failure?
10. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and other resources.

SPONSORSHIP

1. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth as well as the depth of support.)
2. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would “create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs.”
3. How would you prevent the Board from being captured by three individuals? Why did you choose this mechanism for Board decision-making, as opposed to one that would allow broader participation?
4. Do you expect user organizations, such as ICANN At-large, to play a role in selecting the Board seat reserved for users?
5. What will be the impact of the relatively high fee for registration on users from less developed countries?

.mobi

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl?sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. If there are plans to allow third level registrations, please explain the selection process for these names, and the policies for registering them.
3. Please clarify (i) the requirements for registration in the sTLD; (ii) how the requirements would be validated; and (iii) how you would address any situations where there are identical registrations in other domains.
4. Will there be a policy on what eligible registrants may register in the sTLD? For example, on delegations? Will certain domain names be

disallowed?

5. In the event a registrant is found in violation of the sponsored TLD policy, explain the process for addressing a violation, including what steps are taken to communicate with the registrant, and what technical actions will be taken.
6. How will the reserved list that ICANN specifies be implemented? How, and when, is the reserved list used during the registration process? What happens if the reserved list is changed?

re: Registry

7. What is the technical setup of the DNS, Whois and EPP servers? For all of these elements, please specify how the setups fulfill the requirements of up time from ICANN?

re: DNS

8. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
9. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)
10. What guarantee do users of mobile devices have to be able to access sites outside .mobi? And what actions can you take against providers that restrict access to Internet TLDs other than .mobi?

re: Operations

11. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies. Also: (i) in the event of a need for recovery from primary data server failure, would there be an interruption of service? If so, for how long? (ii) what is the bandwidth allocation planned for the interconnection of data centers for synchronization purposes, and to the Name Servers serving the sTLD?
12. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for:

<u>IETF Standard</u>			

<u>CRISP</u>	<u>Y/N?</u>		
<u>EPP</u>	<u>Y/N?</u>		
<u>IDN</u>	<u>Y/N?</u>		
	<u>REGISTRY</u>	<u>DNS</u>	<u>WHOIS</u>
<u>IPv6</u>			
- <u>Transport</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Glue records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
<u>DNSSEC</u>			
- <u>DS records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Signed TLD</u>		<u>Y/N?</u>	

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. What is the basis for the projections of the number of domain names expected to be registered?

2. The key market segments identified are (a) corporations and trademarks; (b) operators and mobile service providers; (c) mobile content and service providers; and (d) individuals or groups of individuals. How much market share do you estimate will go to each of these key market segments you have identified? Also, will all four segments have access to all products offered?

3. What is the minimal number of total registrations that are required for the Sponsoring Organization to sustain operations? What is the minimal number of total registrations that are required for the Registry Operator to sustain operations (in this case, you may include other TLDs under operation)?

4. [CONFIDENTIAL INFORMATION REDACTED]
5. [CONFIDENTIAL INFORMATION REDACTED]
6. The trademark verification fee is “expected to cover the cost of performing [such] verification.” (i) What fee will you charge? (ii) What is the relationship between the fee and the overall cost of trademark verification?
7. Can you explain why companies that have already invested in their own brand will support this domain, and provide documentation of such support?
8. [CONFIDENTIAL INFORMATION REDACTED]
9. [CONFIDENTIAL INFORMATION REDACTED]
10. What, if anything, will you do to ensure that registered domains do indeed provide content appropriately configured for wireless devices?
11. [CONFIDENTIAL INFORMATION REDACTED]
12. What evidence can you provide that indicates the Registry Operator you have chosen has sufficient financial resources to be in existence in five years?
13. How much money has been allocated in the budget to enable a smooth transfer of the TLD to another operator in the event of Registry Operator or Sponsoring Organization failure? (For example, has a reserve fund been established to cover any financial obligations associated with multi-year registrations or other registry/registrar/registrant obligations?)
14. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and other resources.

SPONSORSHIP

1. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would “create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs.”
2. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth as well as the depth of support.)

3. Do you have any plans to involve industry participants outside of the United States and Europe?
4. Do you have any plans for outreach to less developed countries to make the sTLD more global? How can the sTLD improve use of the Internet in developing countries?
5. Please elaborate on which personnel will be running the day-to-day operations of the proposed sTLD, including in the areas of policy-making, regulatory affairs and marketing.

.post

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl?sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. In the event a registrant is found in violation of the sponsored TLD policy, explain the process for addressing a violation, including what steps are taken to communicate with the registrant, and what technical actions will be taken.
3. If there are plans to allow 3rd level registrations, please explain the selection process for these names, and the policies for registering them.
4. Please explain how the policy for registrations on 3rd level domains below a 2nd level domain that is already delegated is managed, and the policy for how to register domain names further down the tree.
5. Why is AAA-BBB.post allocated, but not AAA.BBB.post?

6. How will changes to the reserved list that ICANN specifies be implemented?
7. What is the policy for domain name registration requests from non-member countries?

re: Registry

8. If the sTLD policies require "connections" to already registered entities in another registry (including other TLDs), how is that "connection" implemented?
9. How are changes in ISO 3166 reflected, specifically to already registered domain names?
10. How is a change in ISO 3166 that collides with existing registrations managed?
11. What is the technical setup of the DNS, Whois and EPP servers? For all of these elements, please specify how the setups fulfill the requirements of up time from ICANN?

re: DNS

12. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
13. Please provide clarifications on the specifications that list two names per nameserver.

re: Operations

14. Is notification provided for failed transactions during a fail over?
15. Please provide more information on your plans to use recent standards developed by the IETF for CRISP, DNSSEC, IDN and IPv6 transport+glue.

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

[CONFIDENTIAL INFORMATION REDACTED]

SPONSORSHIP

1. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would “create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs.”
2. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth as well as the depth of support.)
3. Please clarify whether the proposed TLD has the support of the Member States?
4. Is there a specific body within the POC that would be responsible for the TLD?
5. Which part of the UPU would be responsible for policy development?
6. To what degree do you plan to follow ICANN policies, either existing or that may be developed in the future? In what specific areas, if any, are you likely to diverge from ICANN policies?
7. What control mechanisms will be in place with resellers to ensure that they are enforcing ICANN policies?
8. Do you foresee that operation of the TLD could raise data privacy or law enforcement concerns? If so, how would you propose to address them?

.tel (Pulver)

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl?/sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. What is your response to the issues raised in the 29 April 2004 letter from ITU Secretary-General Utsumi to ICANN President Twomey regarding ENUM and E164.arpa?
3. How does your proposal relate to existing ENUM trials?

re: Registry

4. Please clarify who is eligible to register in .tel.
5. How will you handle the situation where a telephone company holding number assignments and the user of the telephone number both want to have that registration?
6. Will you allow delegation to a block of numbers, e.g., +1-202-418-0? If so, how will these be priced?
7. If users are registrants, how will you monitor whether the registrant is still the holder of that telephone number?
8. Please explain how you will verify this issue, for example, in country codes +249, +82 or +886 for example, in the absence of a functioning government or where there are language barriers?

9. What is the technical setup of the DNS, Whois and EPP servers? For all of these elements, please specify how the setups fulfill the requirements of up time from ICANN?

re: DNS

10. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
11. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)
12. How do you expect to meet the ICANN requirements of DNS answers RTT if all your DNS servers are in the US?
13. Please provide evidence of public DNS operations and locations of publicly available instances of DNS servers running your software.
14. Is this sTLD a candidate for filtering based on the TLD? If so, what will be effects on the operation/survival of this TLD if it is locked-out (i.e., if a large ISPs return “NXDOMAIN” for all queries for it)?

re: Operations

15. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies. Also: (i) in the event of a need for recovery from primary data server failure, would there be an interruption of service? If so, for how long? (ii) is notification provided for failed transactions during a fail over? and (iii) what is the bandwidth allocation planned for the interconnection of data centers for synchronization purposes, and to the Name Servers serving the sTLD?
16. Can you clarify whether or not you will escrow registry data?
17. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for:

<u>IETF Standard</u>			
<u>CRISP</u>	<u>Y/N?</u>		

<u>EPP</u>	<u>Y/N?</u>		
<u>IDN</u>	<u>Y/N?</u>		
	<u>REGISTRY</u>	<u>DNS</u>	<u>WHOIS</u>
<u>IPv6</u>			
- <u>Transport</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Glue records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
<u>DNSSEC</u>			
- <u>DS records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Signed TLD</u>		<u>Y/N?</u>	

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. What is the minimal number of total registrations that are required for the Sponsoring Organization to sustain operations? What is the minimal number of total registrations that are required for the Registry Operator to sustain operations (in this case, you may include other TLDs under operation)?
2. What will you do if revenues come in less than your “low” projections? How will any revenue shortfall be funded? If any gap is unfunded, how will you manage – both operationally and financially?
3. You have stated that the purpose of the .tel TLD will be to "enable(s) the mapping of legacy telephone numbers to the Internet address information required by IP-enabled communications applications and services." How does this directory infrastructure that you propose differ from what is being done currently with ENUM trials using e164.arpa?

4. To what degree have you determined the potential market for .tel outside of North America?
5. Please explain why you believe that the limits of a "closed user group" are not yet being addressed.
6. [CONFIDENTIAL INFORMATION REDACTED]
7. Please describe further the relationship between Pulver and NetNumber.
8. In Section VII regarding Provision for Registry Failure, you state that NetNumber can provide the names of several financially viable and competent DNS infrastructure service providers who would be willing to provide contingency plan services. Please provide us with those names.
9. How much money has been allocated in the budget to enable a smooth transfer of the TLD to another operator in the event of Registry Operator or Sponsoring Organization failure? (For example, has a reserve fund been established to cover any financial obligations associated with multi-year registrations or other registry/registrar/registrant obligations?)
10. With regard to Whois service, you have proposed that you will "avoid providing any information regarding the identity of the underlying individual communications service subscriber who has been assigned day-to-day control over the registered e.164 number". How will your Registry/Registrar agreement ensure that the Registrant (IPCSP) working on behalf of the individual subscriber maintains accurate and up-to-date information about the individual subscriber? Who will assume any responsibility for the accuracy of that information?
11. Please explain how the existing staff and infrastructure can be used to operate the .tel Registry in addition to continuing NetNumber's current business operations (as noted in Section II and elsewhere) and how you can continue to count on anticipated revenue from your current operations if existing staff is re-deployed to operate the .tel TLD.
12. Will you draw your staff of conflict resolution personnel (Section IV) from existing staff? Please indicate which section of your budget addressed the cost of training existing staff for this new role.
13. Please indicate the section of your budget that provides for a possible increase in the cost of liability insurance associated with this new business activity for NetNumber.
14. Even though you have not yet finalized the numbers, please provide us with an indication of your initial thinking on the dollar amount of the deposit fee you plan

to charge registrants, and fees for the conflict resolution services that the .tel registry will provide.

15. Please explain how you can be confident that it will not be necessary to acquire any additional/new systems and facilities when the size, scope and earning potential of this new TLD are not known. (You have stated "Insufficient evidence exists to support specific revenue projection claims for the introduction of the .tel TLD.")
16. Please provide additional information regarding projected travel associated specifically with the .tel TLD side of NetNumber's operations, as requested in Section 3, Financial Model.
17. Please explain the following variations between Year 1 and Year 2 in your budget spreadsheet, as they relate to the .tel TLD side of NetNumber's operations: (i) Very minimal increase (292,000 to 315,000) in Customer/Registrar Service expenses; (ii) Decrease in Legal/Contracting expenses; (iii) Flatline in utilities expenses; (iv) Significant decreased in Systems/Software expenses and (v) Significant increase in Supplies expenses.
18. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and resources.

SPONSORSHIP

1. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would "create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs."
2. How would the Sponsor represent parts of telco community, including the wireless, wireline traditional, and voice over IP sectors? Please provide signed letters of support from these parts, which describe their specific contributions.
3. In order to further substantiate your statement of broad-based support, please indicate which of your supporters represent the universities, regulatory bodies and/or research groups that form part of "community of interest focused on the advancement of the IP communications industry," which Pulver.com is dedicated to creating. How will these groups be represented on .tel's Board of Directors?

4. Do you have a plan for outreach to less developed countries to make the sTLD more global? And how can the sTLD improve the use of the Internet in that part of the world?

.tel (Telnic)

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl?sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. If there are plans to allow third level registrations, please explain the selection process for these names, and the policies for registering them.
3. Please clarify (i) the requirements for registration in the sTLD; (ii) how the requirements would be validated; and (iii) how you would address any situations where there are identical registrations in country code domains.
4. Will there be a policy on what eligible registrants may register in the sTLD? For example, on delegations? Will certain domain names be disallowed?
5. How will the reserved list that ICANN specifies be implemented? How, and when, is the reserved list used during the registration process? What happens if the reserved list is changed?
6. Please provide details on how the .tel TLD would avoid interference with established and/or future national and international telephone numbering plans.
7. What is your response to the issues raised in the 29 April 2004 letter from ITU Secretary-General Utsumi to ICANN President Twomey regarding ENUM and E164.arpa?

re: DNS

8. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
9. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)
10. Is this sTLD a candidate for filtering based on the TLD? If so, what will be effects on the operation/survival of this TLD if it is locked-out (i.e., if a large ISPs return "NXDOMAIN" for all queries for it)?

re: Operations

11. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for:

<u>IETF Standard</u>			
<u>CRISP</u>	<u>Y/N?</u>		
<u>EPP</u>	<u>Y/N?</u>		
<u>IDN</u>	<u>Y/N?</u>		
	<u>REGISTRY</u>	<u>DNS</u>	<u>WHOIS</u>
<u>IPv6</u>			
- <u>Transport</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Glue records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
<u>DNSSEC</u>			
- <u>DS records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Signed TLD</u>		<u>Y/N?</u>	

BUSINESS/ FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

[CONFIDENTIAL INFORMATION REDACTED]

SPONSORSHIP

1. Please describe more precisely who the proposed sTLD Community includes, and who it excludes.
2. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would “create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs.”
3. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support.

You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth, as well as the depth, of support.)

4. Do you have a plan for outreach to less developed countries to make the sTLD more global? And how can the sTLD improve the use of the Internet in that part of the world?
5. You have stated that the proposed Policy Advisory Group (PAG) is advisory only, and that all final policy decisions will be made by the Board of Directors of the Supporting Organization, which will be a for-profit corporation. Please explain how you will ensure that policy decisions are made in the best interests of the defined community, and not solely in the best interests of the SO.

.travel

TECHNICAL

re: Policy

1. Is this TLD going to be "delegation only" (see, e.g., <http://www.isc.org/index.pl?sw/bind/delegation-only.php>)? If not, describe (i) other types you expect to support; (ii) how this will affect registrars' current processes; and (iii) what allowance you will make for technical difficulties in communicating with registrars.
2. In the event a registrant is found in violation of the sponsored TLD policy, how is denial communicated to the registrant?
3. How will the reserved list that ICANN specifies be implemented? How, and when, is the reserved list used during the registration process? What happens if the reserved list is changed?

re: Registry

4. Please provide a technical description of how communication with the external validator will work, including details on the protocols that will be used, state machines, and what happens if the validator does not respond within specified time period.

re: DNS

5. Does TLD plan to use wildcard DNS records? If so, explain what will be the use and the types of records used.
6. In how many DNS zones are the NS records located? Is this zone in the requested sTLD or not? (I.e. how long will the chain of NS records be when chasing them?)

re: Operations

7. Please provide a statement about how often disaster recovery plans are practiced, and for which contingencies. Also, is notification provided for failed transactions during a fail over?
8. Do you - or your subcontractors - have plans to use recent standards developed by the IETF for:

<u>IETF Standard</u>			
<u>CRISP</u>	<u>Y/N?</u>		
<u>EPP</u>	<u>Y/N?</u>		
<u>IDN</u>	<u>Y/N?</u>		
	<u>REGISTRY</u>	<u>DNS</u>	<u>WHOIS</u>
<u>IPv6</u>			
- <u>Transport</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Glue records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
<u>DNSSEC</u>			
- <u>DS records</u>	<u>Y/N?</u>	<u>Y/N?</u>	<u>Y/N?</u>
- <u>Signed TLD</u>		<u>Y/N?</u>	

BUSINESS/FINANCIAL

(Please Note: We are asking these questions to provide you an opportunity to demonstrate the existence of a well-developed business model, rather than to judge whether this information constitutes a “fail-safe” business plan.)

1. What is the basis for the projections of the number of domain names expected to be registered (including registration volumes and price points)?
2. What is the minimal number of total registrations that are required for the Sponsoring Organization to sustain operations? What is the minimal number of total registrations that are required for the Registry Operator to sustain operations (in this case, you may include other TLDs under operation)?
3. What will you do if revenues come in less than your “low” projections? How will any revenue shortfall be funded? If it is unfunded, how will you manage – both operationally and financially?
4. What evidence can you provide that indicates the Registry Operator you have chosen has sufficient financial resources to be in existence in five years?
5. Please describe (i) the staffing for TTPC, and which personnel will perform which functions; and (ii) how it will be funded prior to reaching a critical mass of registrations.
6. Has money been allocated in the budget to enable a smooth transfer of the TLD to another operator in the event of Registry Operator or Sponsoring Organization failure?
7. What other products or services, if any, do you intend to offer that could impact the new TLD? Please specify whether such products or services would rely upon the same, or different, staff and other resources.

SPONSORSHIP

1. Please provide signed letters that are representative of all parts of the Community that you propose to represent, detailing the particular reasons for their support. You should include similar letters from all supporters mentioned in your application. (Note: We wish to assess the breadth as well as the depth of support.)
2. Please elaborate, consistent with the RFP criteria (concerning enhanced diversity of the Internet name space), how the new sTLD would “create a new and clearly differentiated space, and satisfy needs that cannot be readily met through the existing TLDs.”
3. Do you have a plan for outreach to less developed countries to make the sTLD more global? And how can the sTLD improve the use of the Internet in that part of the world?
4. Is a potential registrant required to be a member of one of the trade associations you mention?
5. Does the role envisioned for the trade associations raise any antitrust issues?
6. Is registration required in order to be included in the value-added travel directory that you mention?
7. Who would be excluded from this Community (e.g., Expedia.com; the travel press; etc.)?
8. How does your proposed verification system function outside the US-centric context?
9. How will registration policies beyond the 2nd level be enforced?

10. Please clarify how conflicting IP claims will be resolved.

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[CONFIDENTIAL INFORMATION REDACTED]