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September 1, 2004

VIA E-MAIL & FACSIMILE

Kurt Pritz (pritz@icann.org)
Vice President, Business Operations
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John Jeffrey (jeffrey@icann.org)
General Counsel
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Dear Kurt and John:

As you are aware, NeuLevel is planning to bid for the .net reassignment. In addition to the formal Request for Proposal materials, we request certain information from the incumbent operator, VeriSign, Inc., to enable us and other potential bidders to properly and fairly respond to the RFP criteria. Such information should be certified by VeriSign to the best of its knowledge as being true, accurate and up-to date.

We have set out below a list of questions which identify the information that any potential applicant for the .net registry would require to develop a comprehensive transition plan based on actual and projected data. It is critical that any potential bidder have access to this data so the solution proposed is based on sound business principals and not made in a vacuum. Currently, only the incumbent is in possession of such information. Although some of the information is generally referenced in VeriSign's monthly reports to ICANN, the reports only provide the cumulative statistics for .com and .net combined, not for .net alone. If any applicant is expected to meet or exceed such criteria, then the answers to each of the questions below must be provided.

Only with such information can an applicant truly propose realistic, viable, and appropriate business, technical and financial models for operating the .net registry. In addition, such information must be known in advance by the applicants to ensure a smooth and seamless transition to the successor operator after its selection. Finally, the provision of this information in a timely, methodical and organized fashion will enable any potential applicant for the .net registry to prepare its bid proposal on a level playing field with the incumbent, who would surely use such information as material information in its own application. In fact, much of this information

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relates to the proposed criteria submitted by the incumbent during the GNSO process: See <http://www.icann.org/correspondence/golden-to-jeffrey-13may04.pdf> at Exhibit A. In order to respond to the incumbent's own suggested criteria, VeriSign must provide the information requested in this letter to all applicants.

We believe that the provision of this information by close of business September 15, 2004 will give a potential applicant sufficient time to prepare its bid responses without imposing an unnecessarily onerous burden on VeriSign.

We are willing to expand on any of this should you have any questions. We would expect that this letter and VeriSign's response to it will become publicly available information and would also be appended to the finalized Request for Proposal criteria.

Sincerely,

A handwritten signature in blue ink that reads "Richard Tindal Lynn". The signature is written in a cursive style.

Richard Tindal
Vice President, Registry Services
NeuLevel, Inc.

cc: Tina Dam, ICANN (dam@icann.org)

LIST OF QUESTIONS¹

1. What are the total numbers of check, create, delete, update, renew, info, and transfer commands for each of the last 12 months. For each month, what is the peak hourly volume for each transaction type? For each transaction type, provide a breakdown of transactions against domains and hosts.
2. What is the current monthly and projected renewal rate for .net names and the methodology used to derive this number? What was the monthly renewal rate for .net domain names for each of the last 12 months.
3. How many .net names under management exist as of 1 September 2004?
4. Of the .net names under management as of 1 September 2004, what is the number of names that will expire in each calendar year up to and through 2014?
5. Please describe in detail the process that will be used by VeriSign to handle transfer disputes under the new ICANN policy set to go into effect on November 12, 2004. In addition, please set forth VeriSign's plans for transfer disputes that will be filed prior to any transition of .net to a new operator, but that may need to be resolved after July 1, 2005.
6. Please provide a list of all litigation (including status of such litigation) involving VeriSign either related to, or arising out of, VeriSign's management of the .net Registry.
7. Please provide a list of all registry services offered by VeriSign (whether or not classified by ICANN or VeriSign as "Registry Services"), including but not limited to Redemption Grace Period, Consolidate, IDN, and the Wait List Service. Specifically, for each service, the incumbent should provide:
 - a. a description of how the service works (including business rules, functional and technical specifications, customer support requirements/commitments and litigation);
 - b. the wholesale price;
 - c. the number of sales/subscriptions (monthly) and the term of the services;
 - d. the number of participating registrars; and
 - e. a description of all marketing programs that extend beyond the transition date of June 30, 2005.

¹ Please note that although some of this information has been provided by VeriSign in the aggregate for .com and .net, the incumbent has not provided any such information as it relates to .net alone.

8. In VeriSign's proposed draft criteria, it states that the new operator should not only meet the current volumes, but also meet the growth projections (See <http://gnso.icann.org/mailling-lists/archives/net-com/doc00009.doc> Appendix A, Number 3). In accordance with such suggested criteria, VeriSign should provide .net DNS Query Volumes per nameserver site. More specifically, applicants should be entitled to the:
 - a. total queries per month for the past 12 months;
 - b. average daily monthly queries for the past 12 months;
 - c. peak day per month for the past 12 months;
 - d. Peak hour rate for each of the past 12 months;
 - e. Percentage of total .net DNS traffic at each DNS nameserver site; and
 - f. VeriSign's growth projections for the next two years for each of the above categories.
9. Please provide the number of .net Whois queries (broken down by port 43 and website) per month, over the past 12 months.
10. Please provide the number of hosts in the registry database.
11. Please provide the number of hosts registered into the registry database but not assigned to a domain name.
12. What is the number of "in-zone" hosts as of 1 September 2004?
13. IDN Registrations.
 - a. What is the total number of IDN registrations
 - b. What is the breakdown, by language and character sets
 - c. What are the character sets currently allowed by the incumbent for .net.
 - d. What language tags are currently accepted
 - e. What language tables, if any, are currently being checked before registration
14. The GNSO Final report states that all applicants must meet or exceed the specifications of the current .net registry operator. In order to address such criteria with respect to customer service, the incumbent must detail:
 - a. Customer service locations
 - b. Languages supported by Customer Service
 - c. Hours of operation for real-time support; and
 - d. Average number of telephone calls and emails received each day/week.

15. What is the number of lame delegations for .net?

16. EPP Migration. VeriSign must reveal to each of the applicants, in advance of the RFP, its planned roll out schedule with each of the registrars for its implementation of EPP v. 1.0. In doing so, it must also provide:
 - a. the current status, as of the Final RFP release date, of how many .net Registrars are transitioned to EPP through its Namestore service or otherwise (i.e., how many registrars are using RRP, EPP, or both)
 - b. what has been communicated to the registrars with regards to transition plan for .net transitioning to EPP.