

#enum

a new business opportunity
for Registrars

secondary market conference
warsaw.poland
25.01.2008

#background

>what the enum is?

- ENUM allows to bind one telephony number with several other URI (telephony numbers, SIP addresses, e-mails etc)
- ENUM facilitates calling VoIP users from IP and PSTN networks
- ENUM allows VoIP only calls, when there is no SIP address visible to the caller... (avoiding VoIP - PSTN - VoIP routing)
- more possibilities can be found @ *bartosiewicz.pl/ENUM*

>example:

- telephony number:

+48 606 24 1570

- tel.number → ENUM domain name:

0.7.5.1.4.2.6.0.6.8.4.e164.arpa

- ENUM domain name → NAPTR RRs

sip: 1595@194.181.119.227 100.10

mailto: andrzej.bartosiewicz@nask.pl 200.10

tel: +48606241570 300.10

Tel: +48223808395 400.10

*vcard: http://www.bartosiewicz.pl/vcard-
bartosiewicz.vcf 500.10*

#public consultations
process

>public consultations process managed by UKE...

- public consultations started on October 2, 2007

http://www.uke.gov.pl/uke/index.jsp?news_cat_id=168&news_id=2469&layout=3&page=text&place=Lead01

- final approval by UKE on December 14, 2007

http://www.uke.gov.pl/uke/index.jsp?news_cat_id=19&news_id=2647&layout=3&page=text&place=Lead01

>public consultations
process...

- public consultations process has been initiated based on the previous experience on User ENUM (2004-2007) and consultations with Telcos and UKE

>new registration rules

- only registrations in resellers channel **allowed** (no interaction between (Registrant → Registrar only) {using EPP})
- **no direct registrations** (no Registrant → NASK relations)
- Carriers registering numbering blocks directly (Carrier → NASK) using **CRUE**

>registration rules cont.

- 5 PLN annual price
- Registrar (Partner) is responsible for Registrant's data validation (verification) - whether Registrant is a Telephony Number Subscriber or not
- Partner has to check before registration is done, if there is a **valid agreement** for Telco services between Telco (Carrier) and Subscriber

>contract termination

- if subscriber terminates agreement with Telco, Partner **has to be notified** and is responsible for **removing** the delegation from central database (NASK Registry system)
- ENUM entry can't exist without existence of related telephony number

>how to check if the agreement is valid?

- check if there is 'initial' agreement between the Telco and the Subscriber
- check the last invoice (previous month invoice) for telco services

>ENUM versus .PL

- no WLS for ENUM
- no <book>, just <create> for ENUM
- no DNT for ENUM
- no >1 year registrations

>numbering ranges allowed
for registration

- PSTN (TZN 1)
- PLMN (TZN 2)
- MVNO (TZN 9)
- VoIP

#next steps

>is this a business opportunity for Registrars?

- it's hard to say... statistics say the following number of registrations:

-	51015:	<u>+44</u>	(United Kingdom)
-	30901:	<u>+43</u>	(Austria)
-	25039:	<u>+48</u>	(Poland)
-	17490:	<u>+49</u>	(Germany)
-	14232:	<u>+46</u>	(Sweden)
-	13104:	<u>+82</u>	(Korea)
-	10031:	<u>+81</u>	(Japan)
-	3269:	<u>+420</u>	(Czech Republic)

cont..

- it's hard to guess what is the User ENUM business impact on Telcos / ISPs market
- **sorry, no place for 'domainers'**
(Registrar has to validate all requests)
- potential opportunity for **Registrars** offering VoIP services too...
- probably it's business for 3-5 registrars in 2008 and 7-10 registrars in 2009...

#time for Carriers...

> CRUE

- Carrier Registrations in User ENUM
- CRUE is UK project (implemented by NASK faster than in UK...) which allows Carriers to register the whole numbering blocks (usually 1k, 10k, 1000 k numbers) WITHOUT the consent from telephony number subscribers
- Carrier can register directly with NASK the whole block assigned by UKE (without EPP, just request by signed e-mail)
- all domains are delegated to the same name servers

> CRUE cont.

- NASK will NOT create two NAPTR records for each number (main difference to UK proposal), just delegating all numbers to the same NS(es)
- in CRUE, each domain should be delegated to 2 NAPTRs:
 - one of these NAPTR records will point to a *tel: URI* containing the corresponding number
 - the second NAPTR record would contain a URI for the specific type of endpoint chosen (typically it's SIP address)

> CRUE cont.

- NASK doesn't charge Carrier for CRUE registrations (in the contrary to all other countries, where Carriers pay for ENUM too...)
- if the subscribers is willing to register an ENUM domain which belongs to the numbering block register by the carrier (using CRUE), the priority has subscriber's request (Carrier delegation is removed)

#when?

#when?

- agreements are ready 😊
- agreements are going to be consulted with UKE (NRA) - if requested by UKE...
- NASK expects to start User ENUM registrations on **feb 29, 2008**
- CRUE registrations allowed starting **feb 1, 2008**

> contact

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0.7.5.1.4.2.6.0.6.8.4.e164.arpa