

IPv4 Transfer Market Lessons Learned

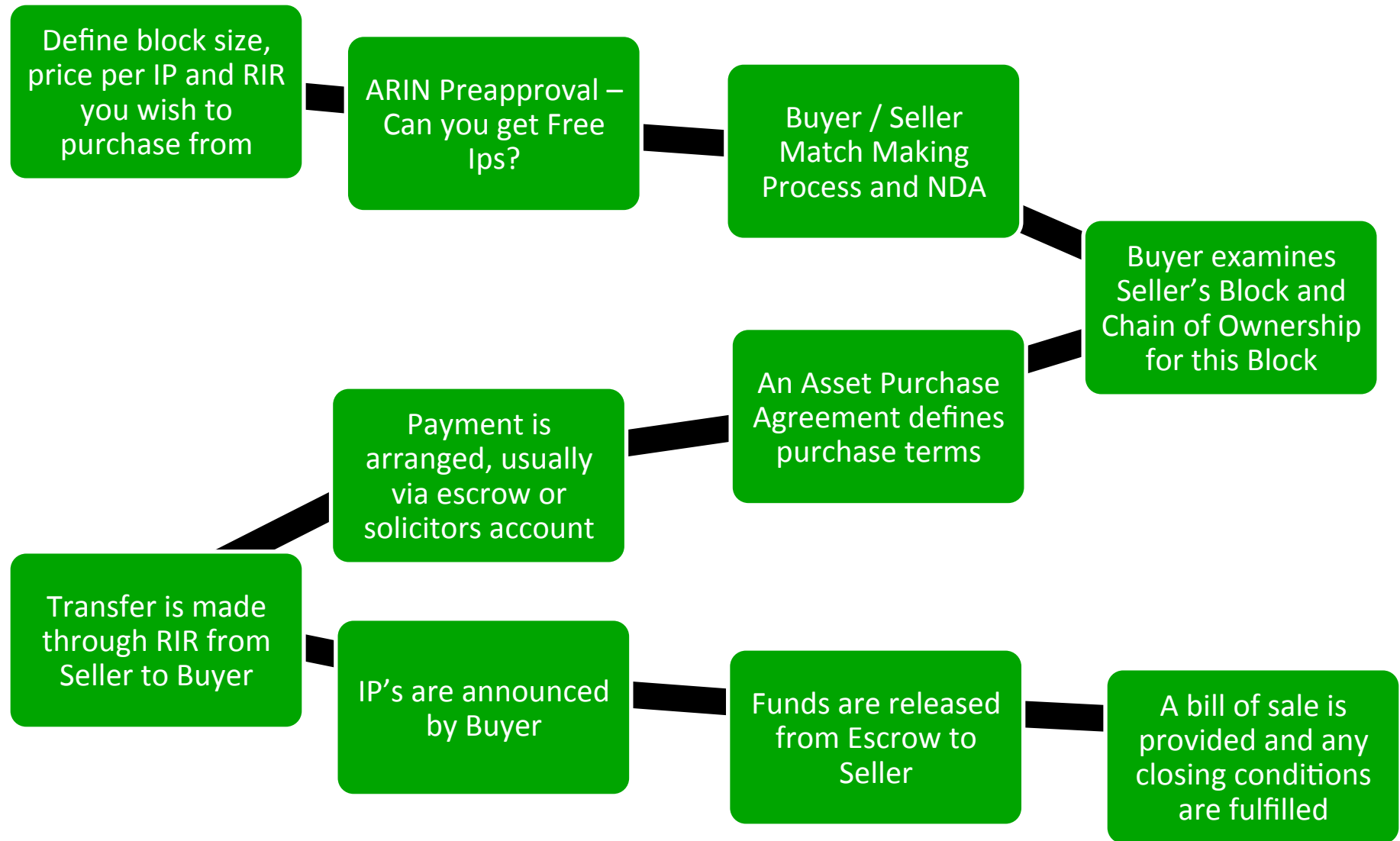
April, 2015

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IPv4 Purchase Process



Buyer Due Diligence

- Determine number of IPs needed
- Get internal budgetary approval
- Costs:
 - IPs
 - Ongoing annual ARIN membership fees
 - Nominal ARIN transfer fees
- ARIN pre-approval based on 80% need within 2 years
 - For 8.3 transfers
- Prior to purchase, investigate IPs
 - Check for blacklisting; recent SPAM use; senderbase.org
 - Check ARIN registry versus seller incorporation for chain of custody

Negotiation Points

- Price
 - Depends on block size
 - Smaller blocks command higher prices
- Payment method
 - Direct payment net n (n=30)
 - Escrow
 - Solicitors Account
- Legal Venue for Agreements
 - Neutral country when multiple countries involved
- Warranties
 - AS IS is common

Contract is an Asset Purchase Agreement