



IPv4

Current Market Conditions and Information

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IPv4 Addresses Available from the RIR's:

On February 3, 2011, IANA allocated the last of the five /8's to each regional RIR, exhausting the IANA pool

RIR	Exhaustion Date	Practice
APNIC	April 15, 2011	each APNIC member is able to get one allocation of 1024 addresses (a /22 block) once
RIPE	September 2012	each APNIC member is able to get one allocation of 1024 addresses (a /22 block) once
ARIN	2013 --- has 3 /8's left	a three month supply is provided to each requestor

Where are the IPv4 Addresses?

Region	Population	# IP' s assigned	Available IP / Person Population Ratio
Asia	3.879 B	923M	.238
Africa	1.022 B	101M	.099
Europe	0.830 B	671M	.808
Latin Am	0.572 B	167M	.291
North America	0.382 B	1,879M	4.919

The Emerging After-Market:

> Company to Company Transfers

- Intra-RIR transfers within RIPE available now
- Inter-RIR transfers to/from APNIC and ARIN possible once policies 2012-02 and 2012-03 are implemented (~ early 2013)
- Inter-RIR transfers currently happening between ARIN and APNIC (Policy implemented July 31, 2012)

Purpose of RIPE Policy 2012-02

- Allow transfer of IPv4 addresses to / from other RIR' s
- Supplement the pool of IPv4 addresses available to the RIPE region
- Provide access to IPv4 addresses should companies in the RIPE service region need them
- Ensure the RIPE IPv4 database accurately reflects IPv4 transfers

Purpose of RIPE Policy 2012-03

- Extend the time period for justification of need from 3 months to 24 months for both intra- and inter- RIR transfers

Body of Proposals:

Transferring To RIPE:

- Originating Organization in Compliance with Originating Policy and Originating RIR has an Inter-RIR Policy
- Destination Organization in Compliance with Destination Policy and Qualified to Receive IPv4 Addresses

Transferring From RIPE:

- Originating Organization in Compliance with Originating Policy
- Destination Organization in Compliance with Destination Policy and Destination RIR has an Inter-RIR Policy



Path Forward:

- > 4 week discussion (Time of ENOG is week 4)
- > Approximately 3 months to implementation if all goes smoothly
- > Access to ARIN registered address space in the emerging after market

IPv4 Sales Process:



IPv4 Market Group

Seller		Buyer
Offers IPv4 for Sale; Hires IPv4 Market Group; Agrees to price and terms	←	Finds IP' s; Makes offer; Agrees to price and terms
Legal: Provides Chain of Custody Documentation	→	Legal: Verify Ownership of Seller
Technical: Turns off Routing; Looking Glass Proves	→	Technical: Verifies IP' s not Routed or Blacklisted
	→	Funds Escrow Account
Provides Proof of Purchase in form of Bill of Sale	→	Receives Proof of Purchase – Bill of Sale
Provides any documentation needed for RIR registration		Register with the RIR
		Route IPv4' s with Carrier or ISP



Current Pricing:

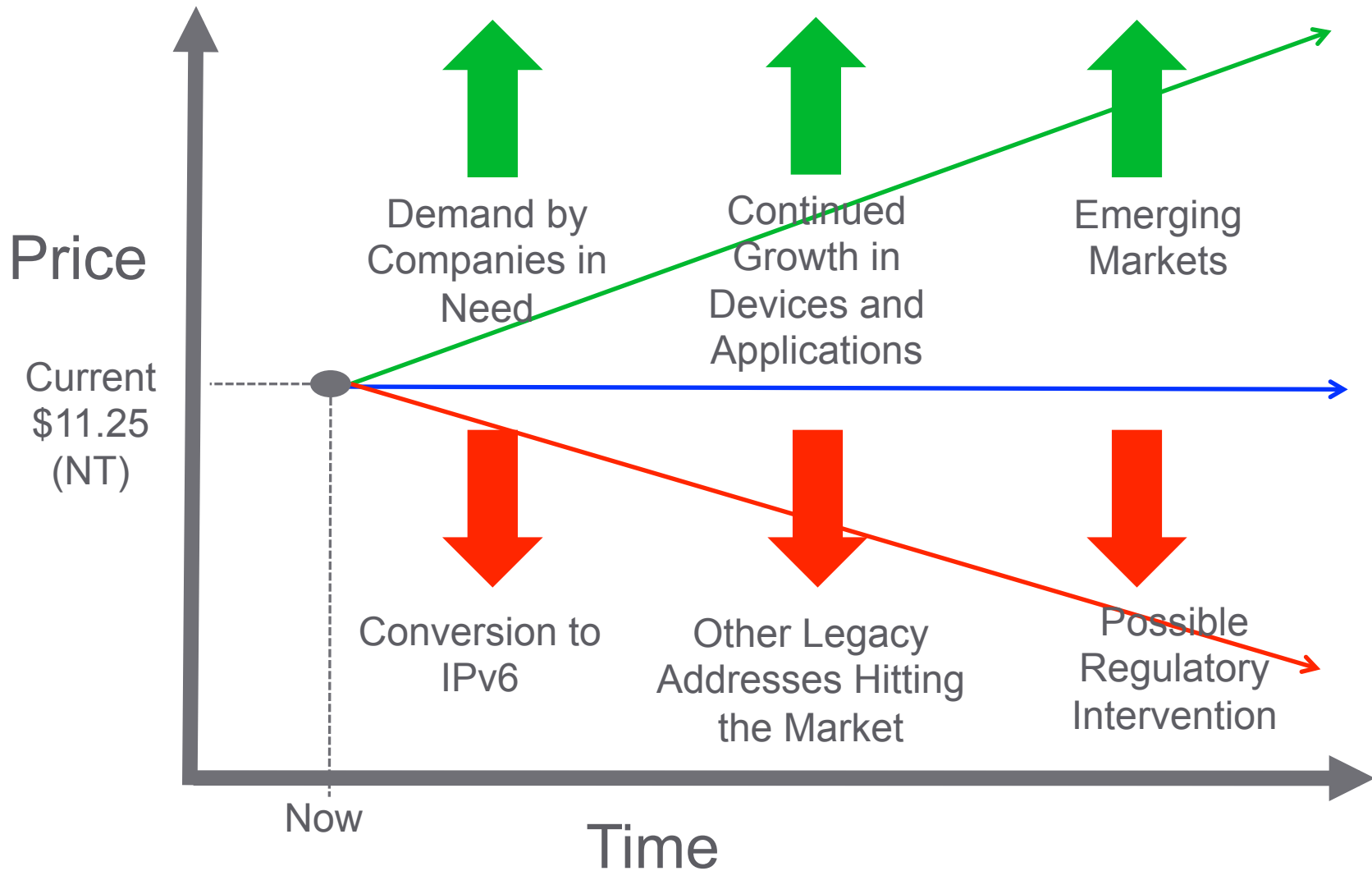
> Two Public Price Points

Nortel/Microsoft Sale	\$11.25/IP
Cerner/Borders Sale	\$12.00/IP

- > These are both bankruptcy sales, which are believed to draw a slight premium
 - > Our opinion is that these are but two price points and prospective buyers should approach the market with the belief that their best offer may be satisfactory for a given seller at a given point in time
- > IPv4 Market Group is under non disclosure regarding the specific prices of the sales we have facilitated
- > With multiple buyer / seller agreements, we are seeing stable levels at approximately \$10/IP US for blocks of /18 and larger



Market Timing





IPv4 Market Group Services:

Legal

- TRACE OWNERSHIP
- AGREEMENTS
- ENGAGE RIR
- Arrange ESCROW services
- Provide NDA services

Technical

- PLANNING SERVICES
- HANDS ON SERVICES
- IPv4 → IPv6
- TRANSFERS

Marketing

- BUYERS
- SALES

Full Service or à la Carte



Thank you.