

## ISOC MEMBERSHIP

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*Status: Information*

### **Organization Members:**

Since January 2006, the following organizations have joined ISOC:

Boeing Company – aeronautics (<http://www.boeing.com/>) (Executive Level)

France Telecom – telecommunications (<http://www.francetelecom.com/en/>) (Exec Level)

ictQATAR – government (<http://www.ict.gov.qa/en/Default.aspx>) (Exec Level)

IIS Foundation – ccTLD administrator (.se) (<http://www.iis.se/english/index.shtml?lang=en>) (Prof Lvl)

InternetNZ – ccTLD administrator (.nz) (<http://www.internetnz.net.nz/>) (Exec Level)

LACNIC – regional registry (<http://www.lacnic.net/en/>) (Professional Level)

UNINETT Norid – ccTLD administrator (.no) (<http://www.norid.no/index.en.html>) (Exec Level)

Verizon – telecommunications (<http://www22.verizon.com/>) (Exec Level)

**Note: See Appendix 1 for a complete listing of organization members.**

Thanks are due to Mike Nelson for several contacts and help with some of these new Organization Members.

As respects engagement and recruitment, we have attempted to engage members on the Advisory Council, at the IETF, and opportunistically elsewhere as we can. We have tried to recruit members from certain sectors (principally the ones where we have members such as network product providers and the like). Last year we targeted certain other sectors (e.g. ccTLDs, government ministries of communications, and have others identified as well such as telecoms). We write directly to them and follow up.

Since January, ISOC has sent out approximately 900 hard copy recruitment information/marketing materials to three discrete groups of possible members: ccTLD operators, government communications ministries, and ITU sector members. Follow up letter and additional materials have been sent to each. We will continue follow-up. We expect to identify additional groups to solicit.

In addition, discussions with the IETF (IAD) have resulted in ISOC being able to market Organizational Memberships (at the Gold level) to companies that might have an interest in sponsoring future IETF Meeting Sunday night Welcome Receptions. This availability developed after the start of June and consequently efforts to identify a sponsor for July are difficult (although we have identified one potential member at the Executive level and are working with the IAD to see if a partial sponsorship at such a level might be available). We do have one serious candidate for the November meeting in San Diego and discussions are underway to that end. Further, discussions are underway with respect to the IASA fundraising/meeting host model and new opportunities for fundraising are being developed in concert with IASA.

Immediate future plans should bolster the recruitment of new organization members. The membership department is being reorganized and significant resources are being added in this area as per the current budget. In addition to a senior development/membership professional there will be recruited separate membership managers for chapters/members and for Organization members. This will enhance the focus and the activity level. In addition, the officers of the Advisory Council have now been identified and that leadership has now been augmented with dynamic and dedicated leaders. That will lead to a more active Advisory Council and, in consequence, additional input in recruitment efforts. Finally, we again encourage this Board to

continually reach out to its professional and personal contacts and assist staff in these recruitment efforts.

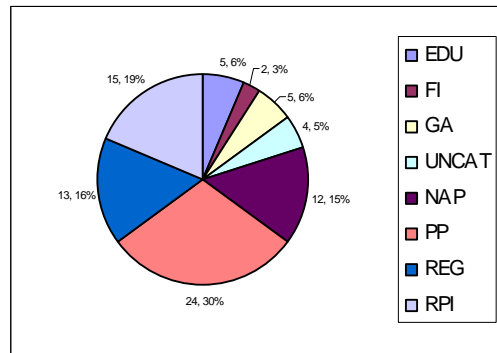
We look forward to the strategy discussion at the Board meeting.

**Latest Organization Member information:**

Total of 80 org members:

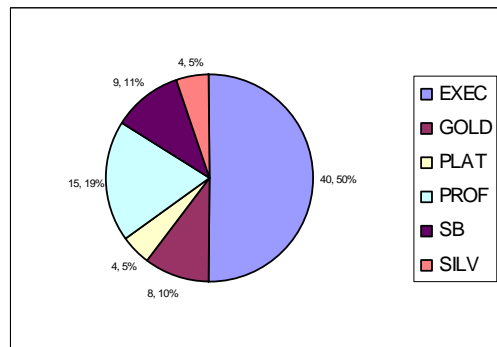
Division by sectors:

- Educational 5 / 6%
- Financial 2 / 3%
- Government 5 / 6%
- Network Access Provider 12 / 15%
- Uncategorized 4 / 5%
- Product providers 24 / 30%
- Registries 13 / 16%
- Research/Professional/Industry 15 / 19%



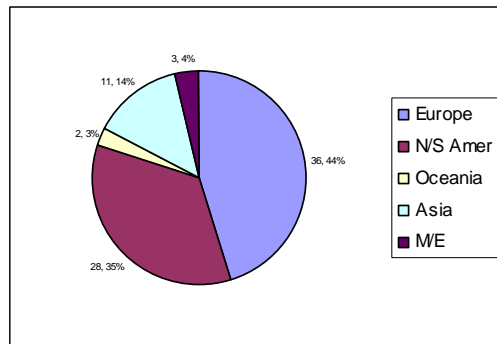
By Level:

- Small Bus 9 / 11%
- Prof 15 / 19%
- Exec 40 / 50%
- Silv 4 / 5%
- Gold 8 / 10%
- Plat 4 / 5%



By region:

- Europe 36 / 44%
- N/S America 28 / 35%
- Oceania 2 / 3%
- Asia 11 / 14%
- M/E 3 / 4%



## **ISOC Advisory Council:**

### **Current AC Officers:**

Ed Juskevicius - Chair, edj@nortel.com

Jonne Soininen - Vice-Chair, jonne.soininen@nokia.com

Nicholas R. Trio - Secretary, nrt@watson.ibm.com

### **ISOC Advisory Council Meeting Schedule – remainder 2006:**

Face-to-face meetings are planned in conjunction with IETF meetings:

July 14, 2006 Friday  
Palais des Congres de Montreal  
201, Avenue Viger Ouest  
Montreal, Quebec, Canada

November 10, 2006 Friday  
Sheraton San Diego Hotel & Marina  
1380 Harbor Island Drive  
San Diego, CA 92101-1092

Audio calls to prepare for Board meetings:

October 10, 2006 Tuesday

Informational calls per the schedule developed by David McAuley and Nicholas Trio

### **Draft Agenda for ISOC AC meeting in Montreal, on July 14th**

13h00: Meeting Start, Introductions, Agenda Bash

13h10: AC Officers Report - what have Ed, Jonne and Nick been doing since March 2006?

13h20: ISOC Board Meeting report - what happened in Marrakech? (by Fred Baker)

13h40: ISOC President's report - what are Lynn's priorities for the next 12 months? (by Lynn)

14h10: AC Officer's "operating plan" - what are Ed, Jonne and Nick planning for the next 12 months?

14h25: Break

14h40: Matthew Shears – Introduce Matthew and the policy projects proposed

How does AC feel about his priorities? Can the AC help?

Also, can AC members get their parent organizations to help Matthew achieve his goals?

15h20: Mirjam Kuehne – Introduce Mirjam and the education projects proposed

How does the AC feel about her priorities? Are there things

that ISOC's Org Members could help Mirjam do?

16h00: Any other business

16h15: Meeting wrap-up

16h30: Adjourn

## **Chapters:**

ISOC now has 72 chapters and 18 organizations/individuals who have approached us with an interest in forming a chapter. We are working with these groups to move forward to chapter status in accordance with our requirements.

We look forward to the high level value proposition and engagement model discussion at the Board meeting. To provide some context that might be of assistance, ISOC has been increasing its investment in the chapters area over its historical rate now that revenues are rising.

In 2004 ISOC incurred just over \$425,000 in expenditures in this area as it has a full year of service from its new senior program manager for chapters and as it completed the purchase of the GO database. We also hired the membership director in 2004 although his time is allocated over other areas as well such as organization members and IT.

In 2005 ISOC expenditures for the chapter/member area increased to just over \$563,000 as we kicked off the Project Funding Program. We continued work toward release of the Go database as well.

It also bears mentioning that some investments in other areas (especially policy and education) has significant and planned impact in chapter/member engagement. The WSIS Ambassador program in 2005 is a good example. That expenditure (just over \$113,000) was largely allocated to policy but had a tremendous impact in the chapter/member area as we intended when we recruited the Ambassadors from this area.

And the investment continues to rise as we hire a dedicated chapter/member manager and as we enhance the membership department overall. Moreover, the addition of a new Manager of the ISOC Regional Bureau in Africa will itself engage chapters and reinvigorate the chapter experience there. Indeed, the recruitment process itself has done that as we have been significantly assisted in our outreach, vetting and interviewing process by some of our more senior and experienced ISOC friends in Africa. That recruitment process is now down to two finalists both of whom made presentations to staff and our friends just mentioned during the week of June 12<sup>th</sup>. We expect that the final selection will be made before the Board meets in Marrakech and the employment process to begin within 4 to 6 weeks thereafter. This will be a great boost to chapter involvement and relations with Africa and is a significant evolutionary step of ISOC.

Another enhancement of the Chapter experience will come through the steps underway to revise and update the ISOC web presence. Plans include a discrete chapters area to address best practices and enhanced communications by and with chapters.

The ideas so far mooted in this discussion seem good and proper. We would just caution against expecting all chapters to reach the same high level of involvement. Perhaps there should be a minimum expectation and a series of missed votes might well be an important measure. But it is our experience that some chapters ebb and flow, rising to more intense involvement centred around an event or an idea or a debate. And we would also caution against urging chapters to incorporate (by weighting votes more toward incorporated chapters). Some unincorporated associations seem very capable and there may be some jurisdictions where the administrative hassle of incorporating might deter active chapter pursuit.

With respect to the Membership Database it has been in operation since 2005 but its operation is seen as uneven by many chapter delegates. Since the latest complaints regarding its performance, ISOC has commissioned a review by the vendor, GOMembership, with a view to estimating the cost to making certain presentation changes and other possible adjustments such that the system will more closely fit the chapter/member database needs. This has been an in-depth review that we are now considering. The results of the review have also prompted us to go back to the chapter delegates with an in-depth survey of their current wishes/requirements. This survey will be winding up around the time the Board meets. It is looking to current feedback but it must also be noted that ISOC conducted such a survey prior to purchasing the system at the beginning of 2004. As we compile the survey feedback we are preparing to convene the committee which we mentioned to the chapter delegates to include representation from the

chapters in considering next moves. We have had some very good expressions of some interested in volunteering for this committee s and we will be seeking additional expressions of interest shortly. It has been moving since the latest complaints but the comprehensive nature of review we are conducting is taking a little longer than we had hoped.

***Individual Members:***

ISOC now has 24,051 individual members. This is up from 21,882 members on December 31<sup>st</sup>, 2005.

In addition, ISOC has 81 Sustaining Members. Efforts are underway to increase the Sustaining Membership level as follows: at the IETF Meeting in Montreal ISOC will have a dedicated Membership recruitment area near the IETF Registration area. Those who sign-up for Sustaining Membership will receive an IETF@20 T Shirt. The same arrangement will be offered in San Diego in November. This offer is also open to Board members. Please join us as Sustaining Members and we will gladly ship you a T shirt.

In addition, a note will be going out periodically to the various lists of ISOC friends (those who are not Sustaining Members) directly soliciting Sustaining Membership. These contacts (lists such as NDSS attendees and steering groups and the like) number approximately 525.

ISOC staff have each been asked to directly solicit individuals they know who are likely candidates for Sustaining Membership and periodic follow-ups will be managed.

We are committed to the goal of reaching 500 such Sustaining Members and 500 nominated individual members from our Organization Members so as to expand the Board and activate the vote from the Sustaining Member category.

## **Appendix 1: Internet Society Organization Members**

### **Platinum Program Sponsors**



### **Sustaining-Gold Members**



### **Silver Members**



### **Executive Members**

- AConet\*
- Assumption University of Thailand\*
- Boeing
- CERN \*
- Coalition for Networked Information\*
- Dubai Municipality
- EDUCAUSE\*
- Egyptian Ministry of Communications & Information Technology
- Ericsson
- France Telecom
- Hitachi, Ltd.
- Hungarnet / NIIFI
- IAjapan
- ictQATAR
- IEEE Computer Society\*
- IIT (Institute for Informatics and Telematics)\*
- Intel Corporation\*
- International Telecommunication Union
- Internet2
- InternetNZ
- Lucent Technologies
- Matsushita Electric Industrial Co., Ltd

- Motorola, Inc.
- NEC Corporation
- Nippon Telegraph and Telephone (NTT)\*
- NOB
- Nokia
- Nominet UK
- NORDUnet\*
- Nortel Networks\*
- NYSERNet\*
- Oki Electric Industry Co., Ltd.
- SITA
- Stichting NLnet
- SUNET\*
- SURFnet bv\*
- SWITCH
- TERENA\*
- UNINETT Norid AS
- University of Washington\*
- Verizon

#### **Professional Members**

- ECMA International
- Grabensee Rechtsanwaltskanzlei
- IIS Foundation
- Interisle Consulting Group
- Ken Stubbs Internet Consulting
- LACNIC
- SBC Laboratories, Inc.\*
- Siemens AG\*
- Swiss Federal Office for Communications
- Swisscom AG, Bern
- Thales Communications
- UKERNA\*
- UNI-C
- VanDyke Software

#### **Small Business Members**

- Association for Computing Machinery
- DENIC eG
- ETSI
- Gibtelecom
- Interact SRL
- Japan Registry Service Co., Ltd.
- Sendmail, Inc.
- Stockholm University
- TDC Song Oy
- WIDE Project

#### **\* Founding Members**