



Article #: 030047	Date: 15 November 2011
Article Name: Evaluation question #47: Costs and Capital Expenditures	AGB Reference: none
Version #: v01	Category: Supplemental Notes

[Supplemental Notes](#)
[Best Practice Suggestions](#)

1. SUPPLEMENTAL NOTES:

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1.1 If an applicant who has existing registry operations wishes to apply to operate additional TLDs, the applicant may divide the cost of operations between all of the registries (commonly called “cost allocation”) – those currently supported and the new ones that the applicant proposes. However, each application must “stand-alone.” For example, if an applicant is submitting multiple applications, the applicant should:

- Describe the cost allocation method for the proposed gTLD string
- Provide only the costs associated with running the proposed gTLD string in the projections template
- Describe the impact to allocated costs if other applied-for strings do not pass in Question 49 – Worst Case Scenario

1.2 Applicants may reference the Benchmark study posted at <http://www.icann.org/en/topics/new-gtlds/benchmarking-report-15feb10-en.pdf> in their response to Question #47. However, answers based solely on this report are not necessarily sufficient for a score of 2. The applicant should demonstrate the analysis behind its estimates, the source of its examples, and how the examples used are comparable to the applicant’s proposal. Many TLD registries make some operational information publicly available. ICANN encourages applicants to explore such resources.

2. BEST PRACTICE SUGGESTIONS:

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2.1 Applicants should read each evaluation question in its entirety, including the notes, criteria, and scoring text. The answer should address all criteria specified, and include detailed rationale demonstrating a thorough understanding of the criteria (i.e., show your work).

2.2 If acronyms are used, applicants should spell out the first instance, even if the acronyms represent a common term/product/service.

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