

**Annexure H – Registry Services Price Quote Template**

**Instructions**

**1. Proposed Registry Operator Fees**  
 Tenderers are required to provide a quote for the Registry Operator Fee they propose for providing the technical and operating services associated with the .au ccTLD and the Registry outlined in their Tender. Quotes are required to be provided for the Registry Operator Fee on a per year per domain name basis. The Registry Operator Fee will be payable for all domain name licences and .au direct priority applications that exist in the registry at the time of transition, and also for each new domain name licence registration, renewal or registrant transfer and each .au direct priority application renewal. The Registry Operator Fee may vary depending on the number of domain names registered in the registry at the relevant time. The same Registry Operator Fee will apply.

Tenderers are also required to provide a per domain name fee for the Registry Lock Service – refer to paragraph 4.1(b)(vii) and paragraph 12 of the Registry Services Description.

**2. Breakdown of Registry Operator Fee**  
 Tenderers are required to itemise the cost components of their Tender. Tenderers are required to provide this information for each year of the Term.

**Name of Tenderer**

**1. Proposed Registry Operator Fees (in AU\$)**

**Registry Operator Fee**

Number of Domain Names (million)	Contract Year 1	Contract Year 2	Contract Year 3	Contract Year 4	Extension Year 5	Extension Year 6
< 4.0m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.1m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.2m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.3m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.4m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.5m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.6m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.7m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.8m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.9m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
> 5.0m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**Registry Lock Service Fee**

Number of Domain Names (million)	Contract Year 1	Contract Year 2	Contract Year 3	Contract Year 4	Extension Year 5	Extension Year 6
< 4.0m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.1m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.2m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.3m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.4m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.5m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.6m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.7m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.8m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4.9m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
> 5.0m	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**2. Breakdown of Registry Operator Fee (in AU\$)**

**Establishment Costs**

Cost Description	Note	Contract Year 1 Amount (\$AU)	Contract Year 2 Amount (\$AU)	Contract Year 3 Amount (\$AU)	Contract Year 4 Amount (\$AU)	Extension Year 5 Amount (\$AU)	Extension Year 6 Amount (\$AU)
Physical servers and network equipment	1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Software/licensing fees	2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Software Development	3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Registry Migration/Integration	4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other costs	17	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Establishment Costs</b>		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**Annual Registry Operating Costs**

Cost Description	Note	Contract Year 1 Amount (\$AU)	Contract Year 2 Amount (\$AU)	Contract Year 3 Amount (\$AU)	Contract Year 4 Amount (\$AU)	Extension Year 5 Amount (\$AU)	Extension Year 6 Amount (\$AU)
Registrar Support	5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cyber security and related services	6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cloud services	7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SaaS (Software as a Service) costs	8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Registration services	9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Infrastructure operating costs	10	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Labour</b>	11						
Registrar Support / Customer Support		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Registry Operations		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Software / IT development		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Administration		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Sub-total Labour</b>		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rent / Lease costs	12	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Marketing	13	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Travel related expenditure	14	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
General Administration	16	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other costs	17	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Annual Operational Costs</b>		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

All cost estimates are to be in \$AU and exclusive of GST.

**Notes**

- 1 Cost of setting up physical servers in Australia
- 2 Costs associated with using third party or your company's IP over the duration of the contract
- 3 Costs associated with updating registry software to .au specific requirements
- 4 Cost of transferring all relevant data from the Current Registry Operator's systems
- 5 Cost of providing service support to Registrars (excluding Labour)
- 6 Cost to protect against cyber attacks (including DDoS) and protect Registry Data
- 7 Annual cost of public cloud services
- 8 Annual cost of software subscription services
- 9 Cost of domain name registration and maintenance services to Registrars
- 10 Annual infrastructure operating costs - data centre costs, network costs, hardware/software costs
- 11 Cost of Labour split across Registrar Support, IT, and general administration
- 12 Cost of leased premises
- 13 Cost of promoting and advertising domain registry services
- 14 Cost of travel related costs
- 15 Cost of insurance
- 16 General administration costs associated with running the registry services, including Telephone, Postage, Printing & Stationery, etc
- 17 Other costs not set out above