

No.	Question	auDA response
1	Will an entity that is legally registered outside Australia, and that has vertical integration between registry and registrar functionality be able to bid if their current registrar operations cover more than 5% of the current .AU zone?	No. An entity that conducts registrar operations that cover more than 5 per cent of the current .au zone would be operating a 'Restricted Service' in Australia, and pursuant to clause 6.2(a) of the RFT, auDA will exclude any Tenderer if it, or their Related Bodies Corporate, operate a Restricted Service in Australia after the Closing Time.
2	The Closing Period appears to be the bid submission closing date. Would auDA be willing to accept a bid from a bidder that committed to resolving any registry/registrar vertical integration issue prior to contracting rather than prior to the Closing Period?	No. As stated in clause 6.2(a) of the RFT, auDA will exclude any Tenderer that operates, or has a Related Body Corporate that operates, a Restricted Service in Australia after the Closing Time.
3	Should interested bidders need to establish a new entity in collaboration with partners to satisfy the bid requirements, will those new entities be penalised if not capable of being able to demonstrate the same level of financial trading history?	<p>auDA has no predetermined position to 'penalise' or treat a Tenderer with no or little financial trading history less favourably than a Tenderer with a longer financial trading history. As per evaluation criterion 6 (Financial capability), auDA will assess all Tenderers' financial capability to perform the Registry Services Agreement.</p> <p>If a Tenderer is a new entity with no or little financial trading history, auDA will consider the financial information provided for the ultimate parent entity, and any parent company guarantees, provided for the proposed contracting entity in evaluating the Tenderer's financial capability to perform the Registry Services Agreement.</p>

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4	Can auDA provide a list of must have features vs nice to have features?	auDA considers all the requirements in the Registry Services Description as 'must haves'. However, in addition, clause 6.3 of the RFT sets out three requirements from the Registry Services Description that, if not met by a Tenderer, will result in the Tenderer being excluded from further consideration. Finally, Tenderers should refer to Annexure C - Compliance with RSD Template , which provides a list of key features of the registry that are unique to .au.