



IANA ENGAGEMENT SURVEY 2020

December 2020

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echo

Introduction and objectives

- Echo Research (previously Ebiquity) has worked with IANA since 2013 to host and manage the annual Engagement Survey among customers and external stakeholders
- In previous years, response rates dropped to 3% overall. Although select groups maintained high levels of engagement, IANA sought to boost response rates to achieve a more robust and representative collection of findings
- This is a report of the findings from the 2020 Engagement Survey conducted in November 2020 which was modified from its 2019 version in conjunction with IANA to make it easier for respondents to complete
- The main objectives of the study are to monitor engagement and satisfaction among IANA's customers and external stakeholders
- There are 22 key statements on which respondents rate IANA across different criteria, including engagement, communication, attentiveness, fairness, responsiveness and reporting
- In addition, the survey provides the opportunity for IANA to gather qualitative feedback on its current engagement approach, and ask specific questions among targeted respondent groups.

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01

**RESPONDENT
REPORT/SUMMARY**

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2020 IANA Engagement Survey - Key highlights

METHODOLOGY & TOP FINDINGS



The survey was conducted in November 2020

149 total surveys completed



Overall response has **increased from 3% (2019) to 5% in 2020**



Overall score among customer segments **increased to 4.1** from 3.9 in 2019

HIGHEST RATINGS



Customers scored the IANA team **highest for**:

- IANA team's ability to achieve its objectives (**4.3**)
- IANA team has established itself as credible (**4.3**)
- IANA's ability to cooperate with the community if a concern is raised (**4.3**)



Community leadership groups scored the IANA team the **highest** in its quality of performance reporting (**4.4**)



IETF community scored the IANA team **highest** in its availability via their outreach, help desk and other engagements (**4.8**)

KEY SCORES AWARDED TO THE IANA TEAM



Engagement (4.2)

Transparent communication (4.1)

Attentiveness (4.1)

Fairness to customers (4.1)

Responsiveness (4.1)

Quality reporting (4.0)

Each attribute is made up of a number of statements relating to IANA's performance in that area

2020 IANA Engagement Survey - Key highlights (2)

CUSTOMER FEEDBACK & SUGGESTIONS

*"I have only engaged with IANA in terms of setting up registries and found the IANA folks I worked with **helpful and motivated** to ensure everything was accomplished expediently and properly." IETF Community*

*"[Implement a] **remote seminar with different interest** groups once or twice a year treating specific topics. This would help many people to understand IANA functions and address critical issues." ccTLD Operator*

"What IANA is doing serves the purpose" ccNSO Council

*"**Security. Initiatives to boost IPv6 deployment.**" Internet Numbers Resources Leadership and Oversight*

CUSTOMER FEEDBACK & SUGGESTIONS

*"**Sustainability** and carbon impact of operations and infrastructure should be explicitly addressed." gTLD Operator*

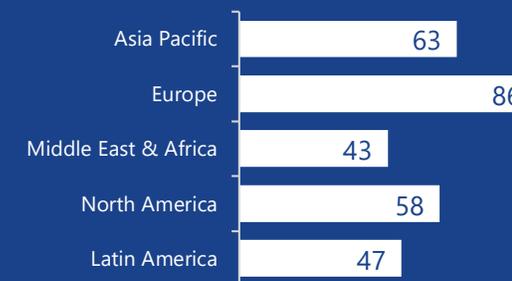
*"**Online/Virtual engagements** using available technologies like Zoom, MS Teams, Skype and the like instead of regular face-to-face meetings." Trusted Community Representative*

"With the lack of F2F meetings, I think it continues to work, but then again, I have personal relationships with IANA staff that other ccTLD Managers do not." ccNSO Council

*"Normally perfect, currently **as good as it can be under COVID-19** restrictions." IETF Community*

WHO TOOK PART

Markets your organization/does business in



Job description



Charts show the number of respondents in each group

02

METHODOLOGY

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Method of Obtaining Customer Feedback

Echo Research hosted the 2020 Engagement Survey – managing customer responses in eleven (11) customer groups. The online survey was made available to 3,238 customers between 28 October – 25 November 2020.

Prior to Echo Research's email invitation, the IANA team alerted customers of the upcoming survey and introduced Echo Research as the independent research firm hired to oversee the work.

Echo sent an invitation to 1,252 customers across eight (8) customer groups. The email invitation contained a unique URL that allowed customers to complete the survey only once. Two reminder emails were sent to customers who did not respond to the initial email invitation, followed by a third "nudge" (personalised email) targeted at groups with a low response rate.

Echo provided the IANA team with general URLs for managers to send to three (3) customer mailing lists totaling 1,986 subscribers. The URLs as well as two reminders were sent to customers during the period when the survey was available.

The 2020 IANA engagement survey is separated into six (6) sections. Customers were directed to the relevant sections depending on customer group. All respondents were asked the same profiling questions at the start (section 1), and open-ended questions at the end (section 6).

Average time to complete survey: Mean: 7 minutes; Median: 5.4 min. There were 16 outliers with a survey length of over 30 minutes.

Questionnaire changes

Echo Research has been able to implement a number of formatting and presentational changes to the survey design, including:

- Don't know answer options
- Fewer pages
- Clear signposting of themes in section 1
- "Back" buttons
- Revised and succinct wording in the profiling section
- Dynamic Likert scale question interface and grids

In addition to the two baseline reminder emails sent in previous waves, Echo Research sent targeted, personalised "nudges" during the last week of fieldwork, to further prompt participation. IANA also nudged various groups.

Customer participation

- Email invitations were sent to 3,238 IANA customers, of which 149 responded (102 via a unique link, and 47 using the general URLs)

149 completed survey | 5% response rate

EMAIL DISPOSITION	
Number of invites sent	3,238
COMPLETED SURVEYS	149
Total URL clicks	530
Refused after clicking URL	373
Requested removal from survey participation	48
Terminate ¹	8
No response received	2,660

¹Employee or Board member of either ICANN or PTI

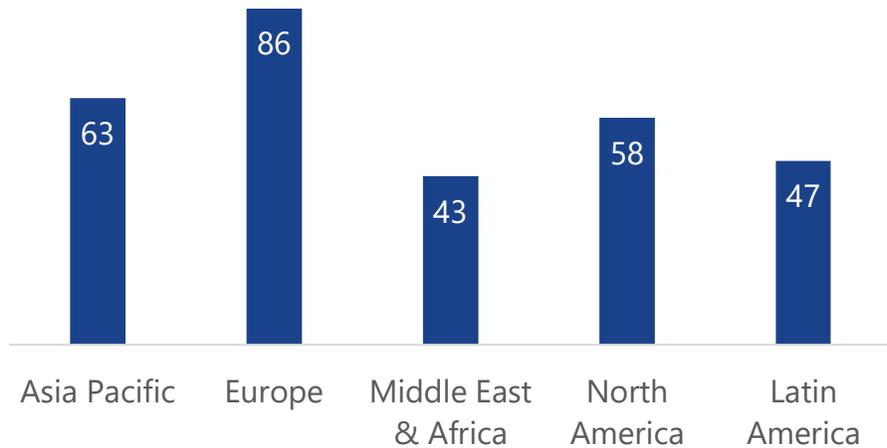
Group numbers	Community group	Total sample 2020	Total completes 2020 ²	% achieved this year	% achieved last year	% change vs. last year
S1	Customer Standing Committee	11	4	36%	42%	-6%
S2	ccTLD Operators	452	44	10%	12%	-2%
S3*	ccNSO Council	29	11	38%	15%	+23%
S4	gTLD Operators	621	27	4%	3%	+1%
S5	gNSO Council + RySG chair	25	2	8%	13%	-5%
S6	Trusted Community Representatives	28	5	18%	10%	+8%
S7*	Root DNSSEC Community	666	12	2%	5%	-3%
S8	Root Server Operators	62	6	10%	12%	-2%
S9*	Internet Numbers Resources Leadership and Oversight	20	6	30%	5%	+25%
S10	IETF Leadership	24	6	25%	16%	+9%
S11*	IETF Community	1300	29	2%	1%	+1%
Total	All	3238	152	4.7%	3.1%	+1.6%

* This year invitations were sent as individualized links, in 2019 these were sent as a general URL from IANA

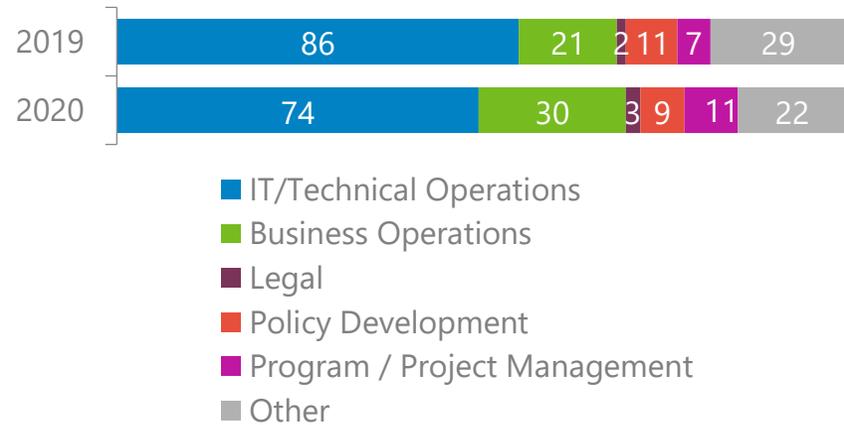
* Received invitation from IANA with General URL to complete survey hosted by Echo Research

Sample comparison: role, markets, and participation in events

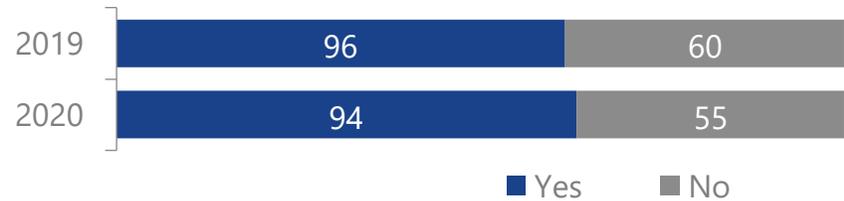
P2. MARKETS YOUR ORGANIZATION DOES BUSINESS IN [2020]



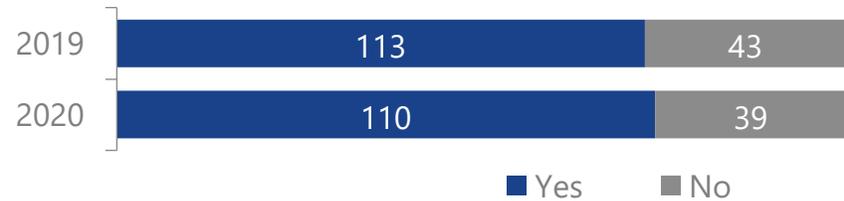
P1. ROLE



P3. PARTICIPATION IN ICANN MEETINGS



P4. ATTENDANCE AT OTHER INDUSTRY EVENTS



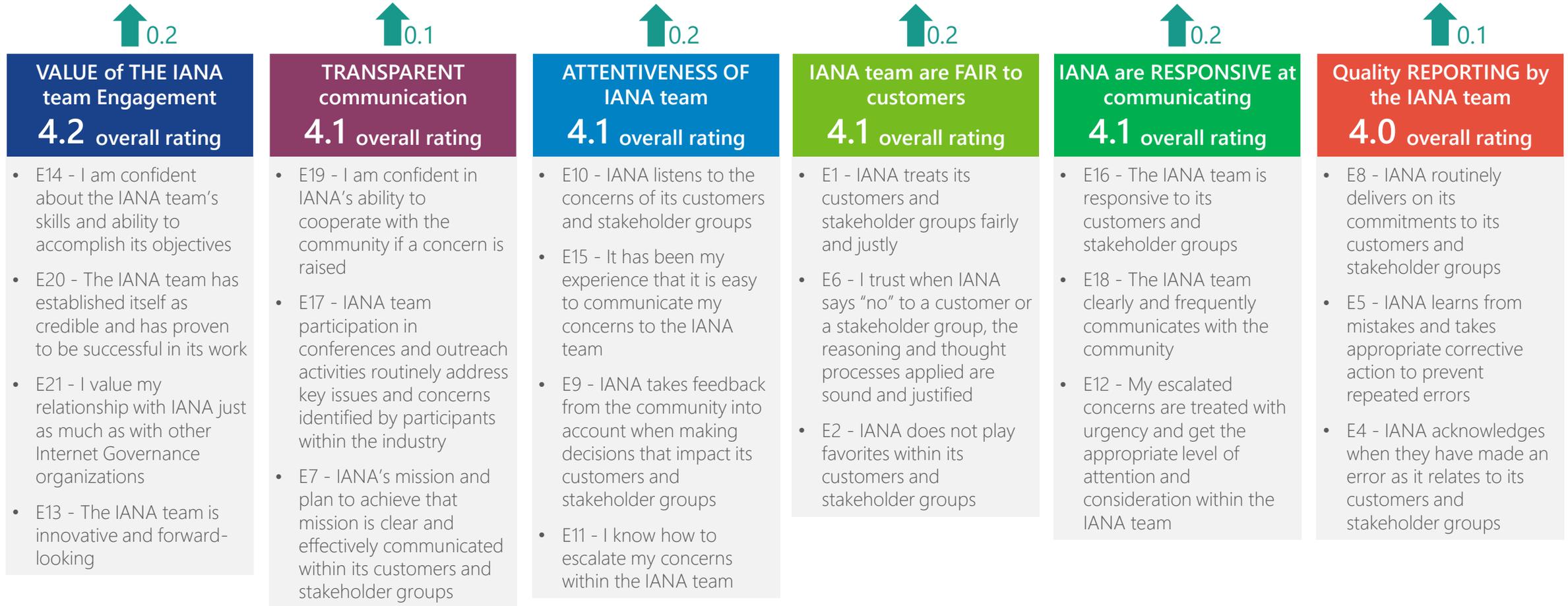
03

IANA Engagement with Customers and Stakeholder Groups (section 1)

- S1: Customer Standing Committee
- S2: ccTLD Operators
- S3: ccNSO Council
- S4: gTLD Operators
- S5: gNSO Council + RySG chair
- S6: Trusted Community Representatives
- S8: Root Server Operators
- S9: Internet Numbers Resources Leadership and Oversight
- S10: IETF Leadership
- S11: IETF Community

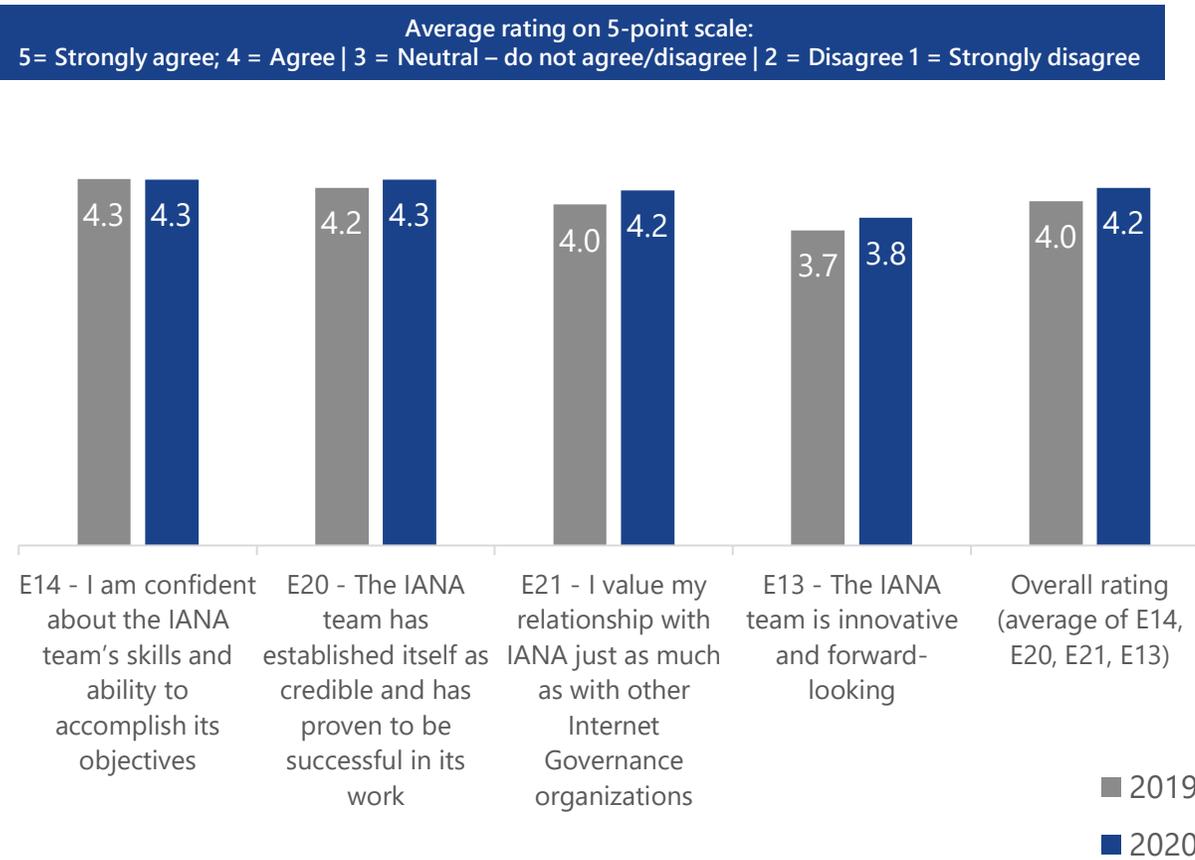
SECTION 1 – IANA ENGAGEMENT WITH CUSTOMERS/STAKEHOLDER GROUPS

IANA's engagement ratings have increased in all categories this year



SECTION 1 – VALUE OF ENGAGEMENT

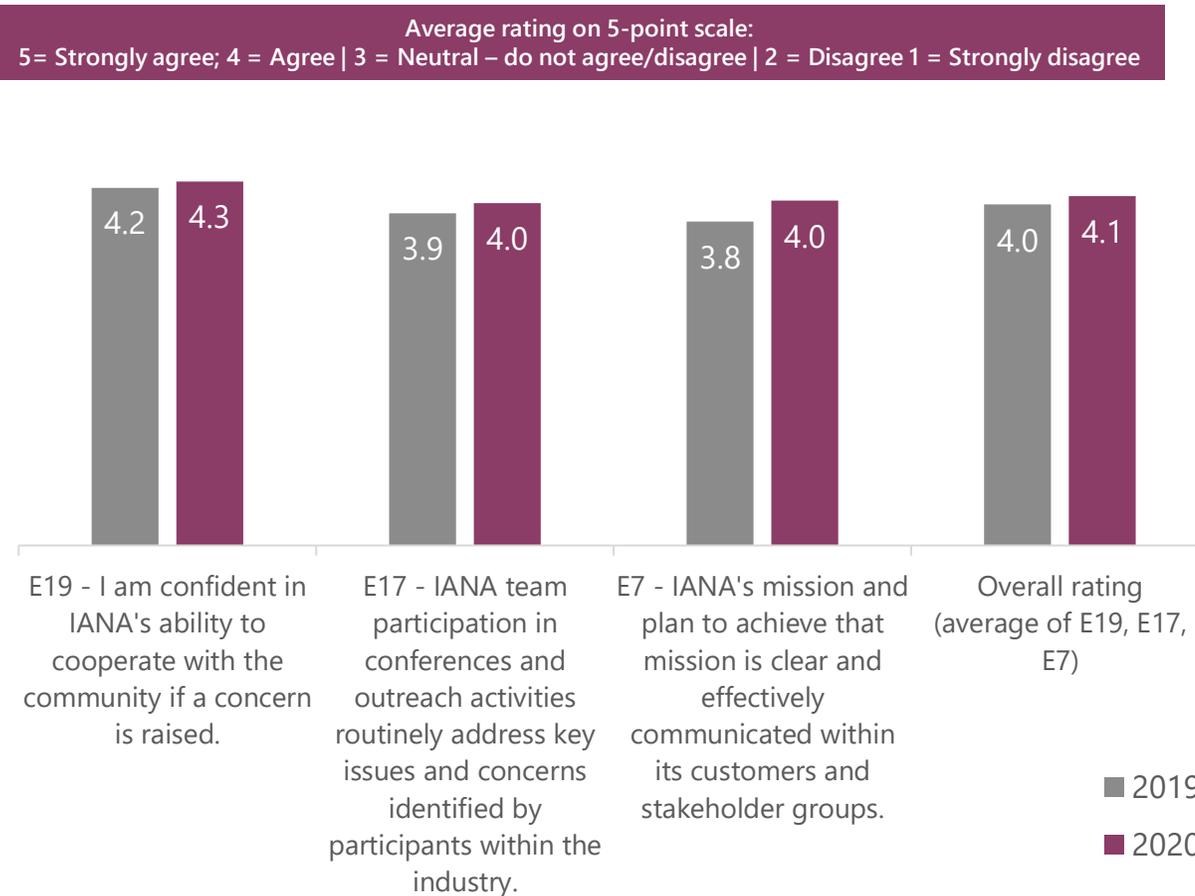
Customers and stakeholders think highly of IANA’s ability to accomplish objectives and see its work as credible; innovation is an area for improvement



Average ratings on 5-point scale [2020]	E14	E20	E21	E13	Overall Rating
S1: Customer Standing Committee	4.3	4.5	4.0	3.7	4.1
S2: ccTLD Operators	4.4	4.3	4.0	4.0	4.2
S3: ccNSO Council	4.2	4.1	4.2	3.6	4.0
S4: gTLD Operators	4.0	4.1	4.0	3.7	3.9
S5: gNSO Council + RySG chair	4.5	5.0	4.0	3.5	4.3
S6: Trusted Community Representatives	4.6	4.6	4.4	4.0	4.4
S8: Root Server Operators	4.3	4.2	4.5	3.7	4.2
S9: Internet Numbers Resources Leadership and Oversight	4.3	4.3	4.2	4.0	4.2
S10: IETF Leadership	4.8	4.7	4.8	3.8	4.5
S11: IETF Community	4.3	4.4	4.3	3.9	4.2

SECTION 1 – COMMUNICATION & TRANSPARENCY

There is a consistent feeling that the IANA team cooperates and addresses key concerns. IANA's mission and plan landed more clearly this year

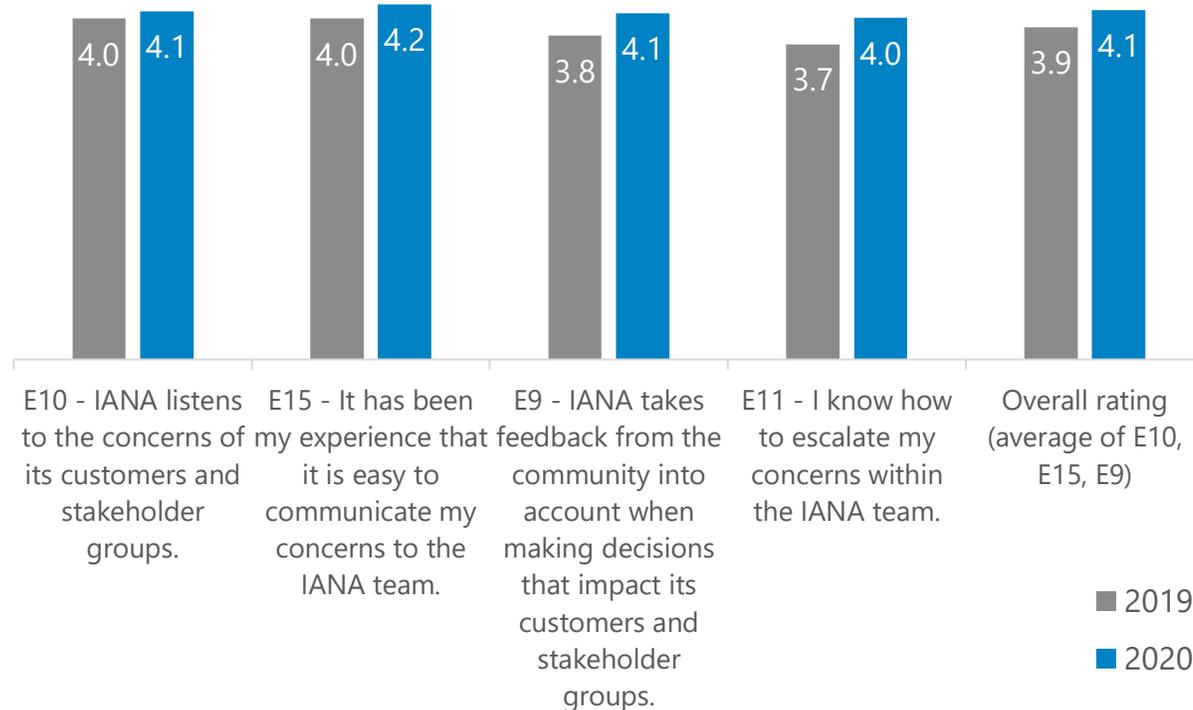


Average ratings on 5-point scale [2020]	E19	E17	E7	Overall Rating
S1: Customer Standing Committee	4.3	4.3	4.3	4.3
S2: ccTLD Operators	4.3	4.0	4.0	4.1
S3: ccNSO Council	4.3	4.3	4.3	4.3
S4: gTLD Operators	3.9	3.7	4.1	3.9
S5: gNSO Council + RySG chair	4.0	3.5	3.5	3.7
S6: Trusted Community Representatives	4.4	4.0	4.2	4.2
S8: Root Server Operators	4.3	4.4	4.0	4.2
S9: Internet Numbers Resources Leadership and Oversight	4.5	3.8	4.0	4.1
S10: IETF Leadership	4.8	4.6	4.4	4.6
S11: IETF Community	4.4	4.1	4.0	4.2

SECTION 1 – ATTENTIVENESS

gTLD Operators provided slightly lower scores than others for IANA's listening and openness when concerns are raised

Average rating on 5-point scale:
5 = Strongly agree; 4 = Agree | 3 = Neutral – do not agree/disagree | 2 = Disagree 1 = Strongly disagree

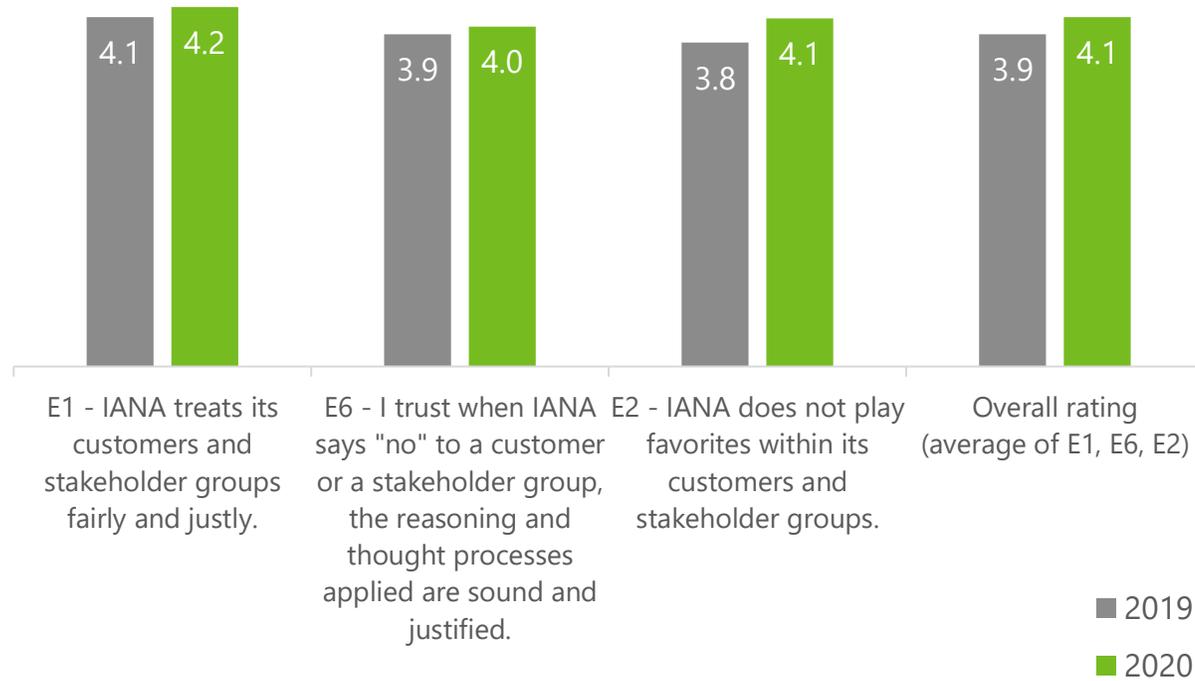


Average ratings on 5-point scale [2020]	E10	E15	E9	E11	Overall Rating
S1: Customer Standing Committee	4.3	4.3	4.3	4.3	4.3
S2: ccTLD Operators	4.0	4.1	4.0	3.9	4.0
S3: ccNSO Council	4.0	4.2	3.9	4.2	4.1
S4: gTLD Operators	3.8	3.9	3.8	4.1	3.9
S5: gNSO Council + RySG chair	4.0	4.0	4.0	4.0	4.0
S6: Trusted Community Representatives	4.0	4.4	4.4	4.4	4.3
S8: Root Server Operators	4.4	4.7	4.0	4.0	4.3
S9: Internet Numbers Resources Leadership and Oversight	4.5	4.3	4.4	4.6	4.5
S10: IETF Leadership	4.7	4.8	4.5	4.7	4.7
S11: IETF Community	4.2	4.3	4.3	3.7	4.1

SECTION 1 – FAIRNESS

IANA's fairness is acknowledged by all groups, but gTLD Operators and gNSO council members are most critical

Average rating on 5-point scale:
5 = Strongly agree; 4 = Agree | 3 = Neutral – do not agree/disagree | 2 = Disagree 1 = Strongly disagree

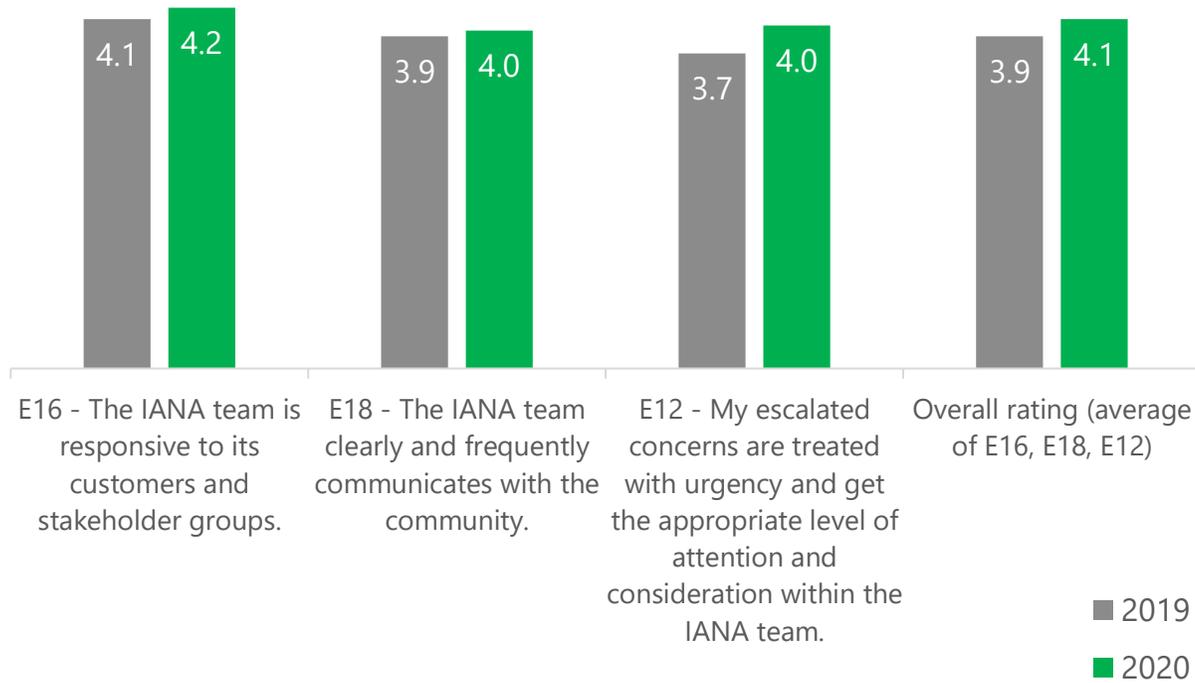


Average ratings on 5-point scale [2020]	E1	E6	E2	Overall Rating
S1: Customer Standing Committee	4.5	4.3	4.3	4.4
S2: ccTLD Operators	4.1	3.8	4.0	4.0
S3: ccNSO Council	4.4	4.0	4.3	4.2
S4: gTLD Operators	4.0	3.8	3.8	3.9
S5: gNSO Council + RySG chair	4.0	3.5	4.0	3.8
S6: Trusted Community Representatives	4.2	4.6	4.3	4.4
S8: Root Server Operators	4.2	4.0	4.2	4.1
S9: Internet Numbers Resources Leadership and Oversight	4.5	4.2	4.0	4.2
S10: IETF Leadership	4.7	4.8	4.8	4.8
S11: IETF Community	4.3	4.2	4.3	4.3

SECTION 1 – COMMUNICATION & RESPONSIVENESS

All groups commend IANA for their communication and responsiveness, with IETF Leadership particularly happy with the service provided

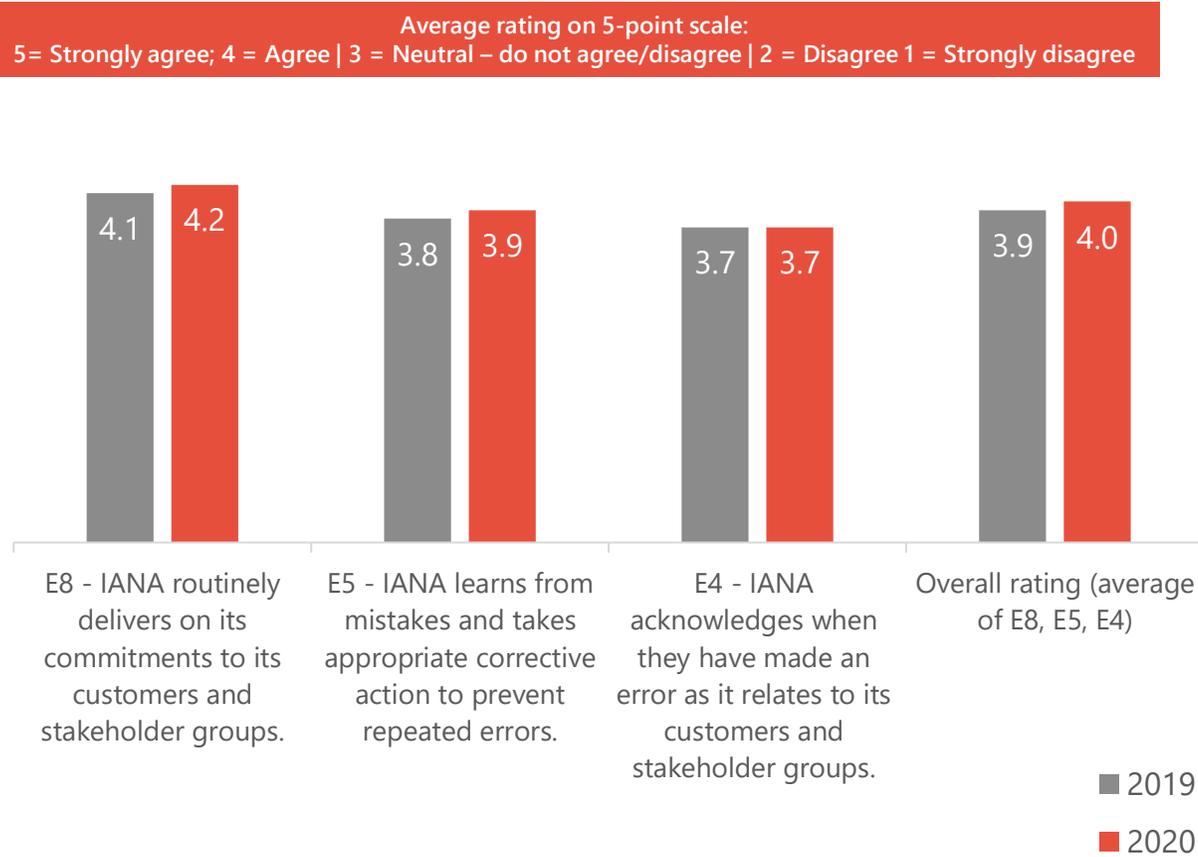
Average rating on 5-point scale:
5 = Strongly agree; 4 = Agree | 3 = Neutral – do not agree/disagree | 2 = Disagree 1 = Strongly disagree



Average ratings on 5-point scale [2020]	E16	E18	E12	Overall Rating
S1: Customer Standing Committee	4.3	4.0	4.0	4.1
S2: ccTLD Operators	4.2	4.0	3.9	4.0
S3: ccNSO Council	4.3	4.0	3.8	4.0
S4: gTLD Operators	4.0	3.9	4.0	4.0
S5: gNSO Council + RySG chair	4.5	3.5	3.0	3.7
S6: Trusted Community Representatives	4.0	4.4	4.6	4.3
S8: Root Server Operators	4.0	4.2	4.5	4.2
S9: Internet Numbers Resources Leadership and Oversight	4.5	3.8	4.0	4.1
S10: IETF Leadership	4.8	4.3	4.8	4.7
S11: IETF Community	4.3	3.9	3.9	4.1

SECTION 1 – REPORTING & QUALITY

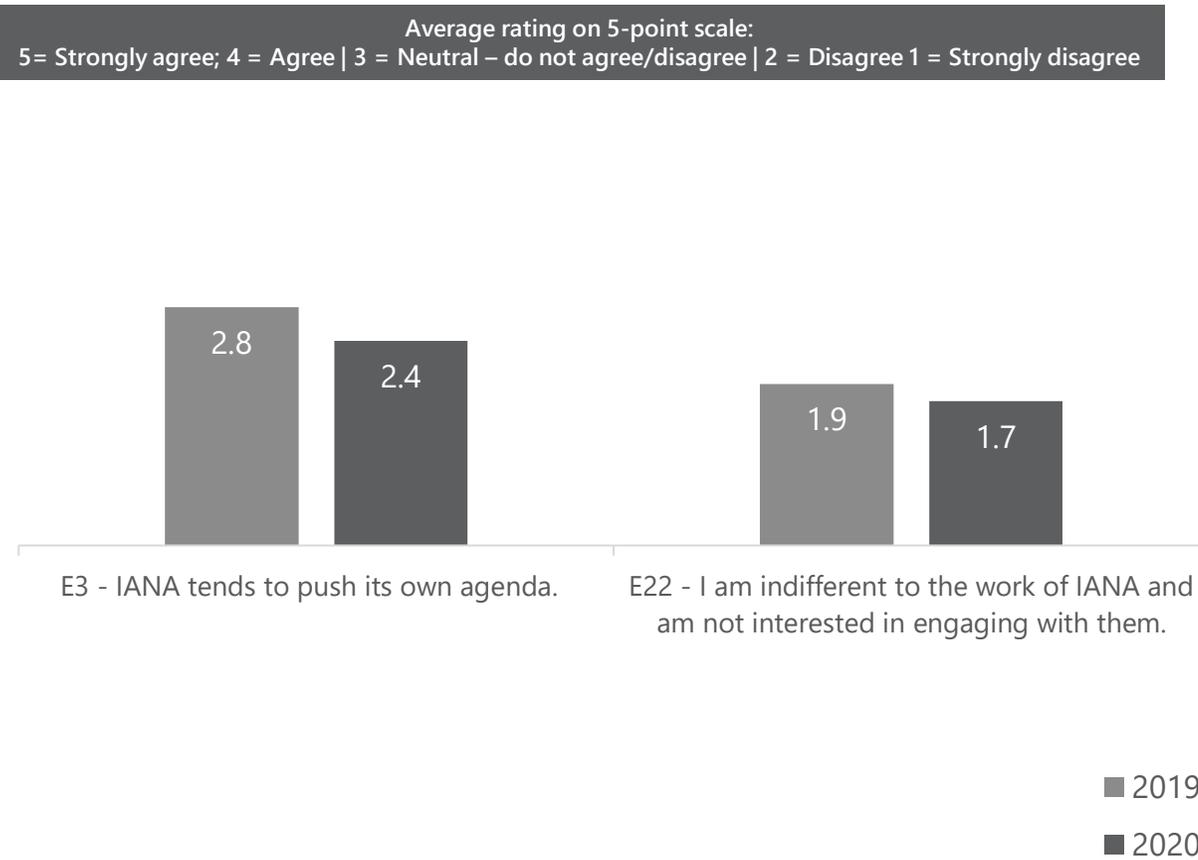
While IANA scores well for all statements and shows improvement in many, acknowledgement of errors remains at 3.7



Average ratings on 5-point scale [2020]	E8	E5	E4	Overall Rating
S1: Customer Standing Committee	4.5	4.0	3.7	4.1
S2: ccTLD Operators	4.1	3.9	3.6	3.9
S3: ccNSO Council	4.3	3.9	3.9	4.0
S4: gTLD Operators	4.1	3.6	3.2	3.6
S5: gNSO Council + RySG chair	4.0	4.0	3.0	3.7
S6: Trusted Community Representatives	4.2	4.4	4.2	4.3
S8: Root Server Operators	4.2	4.0	4.0	4.1
S9: Internet Numbers Resources Leadership and Oversight	4.3	4.0	3.7	4.0
S10: IETF Leadership	4.7	4.4	4.6	4.6
S11: IETF Community	4.3	4.2	4.2	4.2

SECTION 1 – PERCEPTIONS OF IANA

More stakeholders now feel that IANA does not tend to push its own agenda



Average ratings on 5-point scale [2020 results]	E3	E22
S1: Customer Standing Committee	3.0	2.0
S2: ccTLD Operators	2.7	1.8
S3: ccNSO Council	2.7	1.8
S4: gTLD Operators	2.7	1.9
S5: gNSO Council + RySG chair	2.0	2.0
S6: Trusted Community Representatives	2.4	1.2
S8: Root Server Operators	1.7	1.4
S9: Internet Numbers Resources Leadership and Oversight	2.2	1.3
S10: IETF Leadership	1.3	1.2
S11: IETF Community	2.0	1.4

04

Questions for specific groups (sections 2-5)

S1: Customer Standing Committee

S3: ccNSO Council

S5: gNSO Council + RySG chair

S6: Trusted Community Representatives

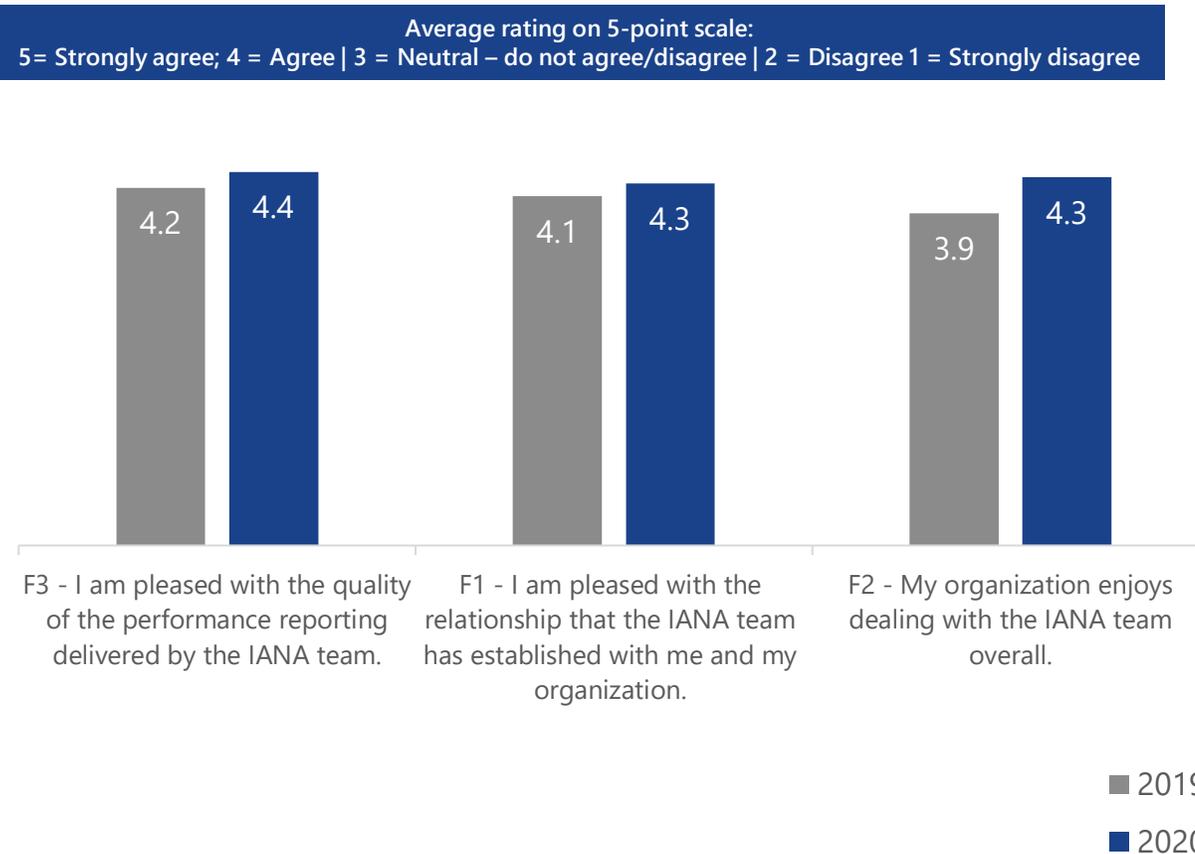
S9: Internet Numbers Resources Leadership and Oversight

S10: IETF Leadership

S11: IETF Community

SECTION 2 – COMMUNITY LEADERSHIP GROUPS’ SATISFACTION

Community leadership groups score IANA highly in its quality reporting. Enjoyment in dealing with the IANA team sees a marked increase since 2019

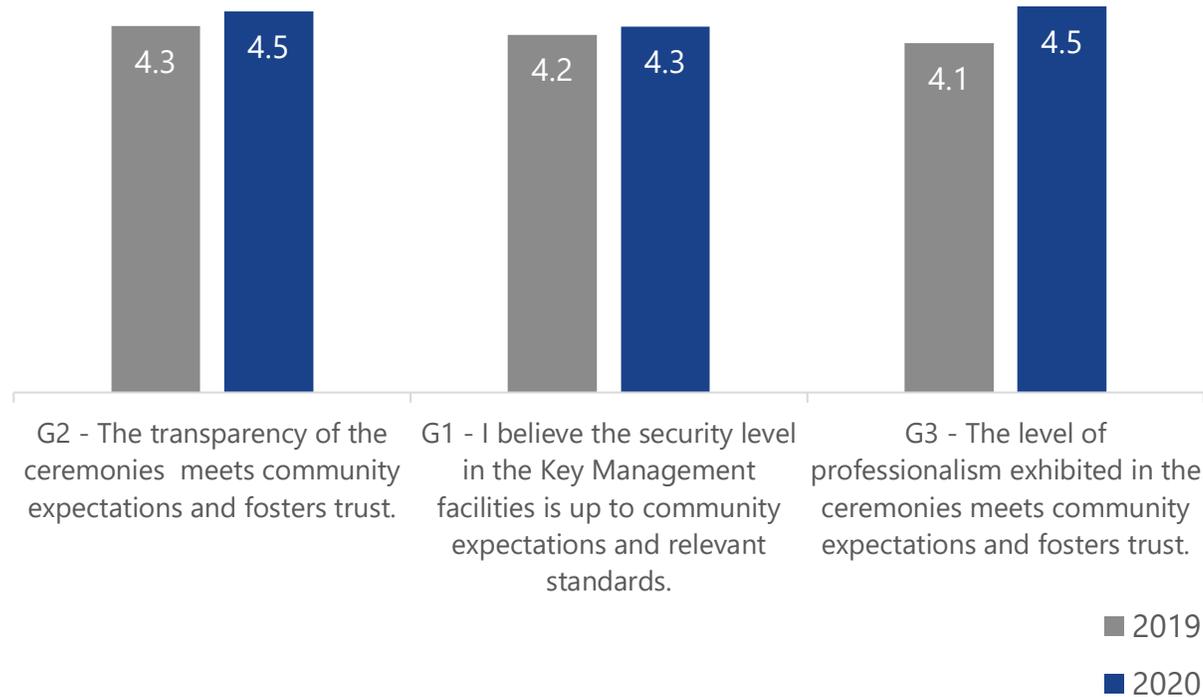


Average ratings on 5-point scale [2020 results]	F3	F1	F2
S1: Customer Standing Committee	4.3	4.8	4.3
S3: ccNSO Council	4.5	4.3	4.2
S5: gNSO Council + RySG chair	4.0	3.5	3.5
S6: Trusted Community Representatives	4.0	4.2	4.2
S9: Internet Numbers Resources Leadership and Oversight	4.5	4.2	4.5
S10: IETF Leadership	4.7	4.7	4.8

SECTION 3 – KEY CEREMONY EXPECTATIONS

There is a clear increase in ratings for the level of professionalism exhibited at ceremonies among community members and the root DNSSEC community

Average rating on 5-point scale:
5 = Strongly agree; 4 = Agree | 3 = Neutral – do not agree/disagree | 2 = Disagree 1 = Strongly disagree



Average ratings on 5-point scale [2020 results]	G2	G1	G3
S6: Trusted Community Representatives	4.8	4.6	4.8
S7: Root DNSSEC Community	4.3	4.2	4.4

SECTION 3 – KEY CEREMONY EXPECTATIONS (2)

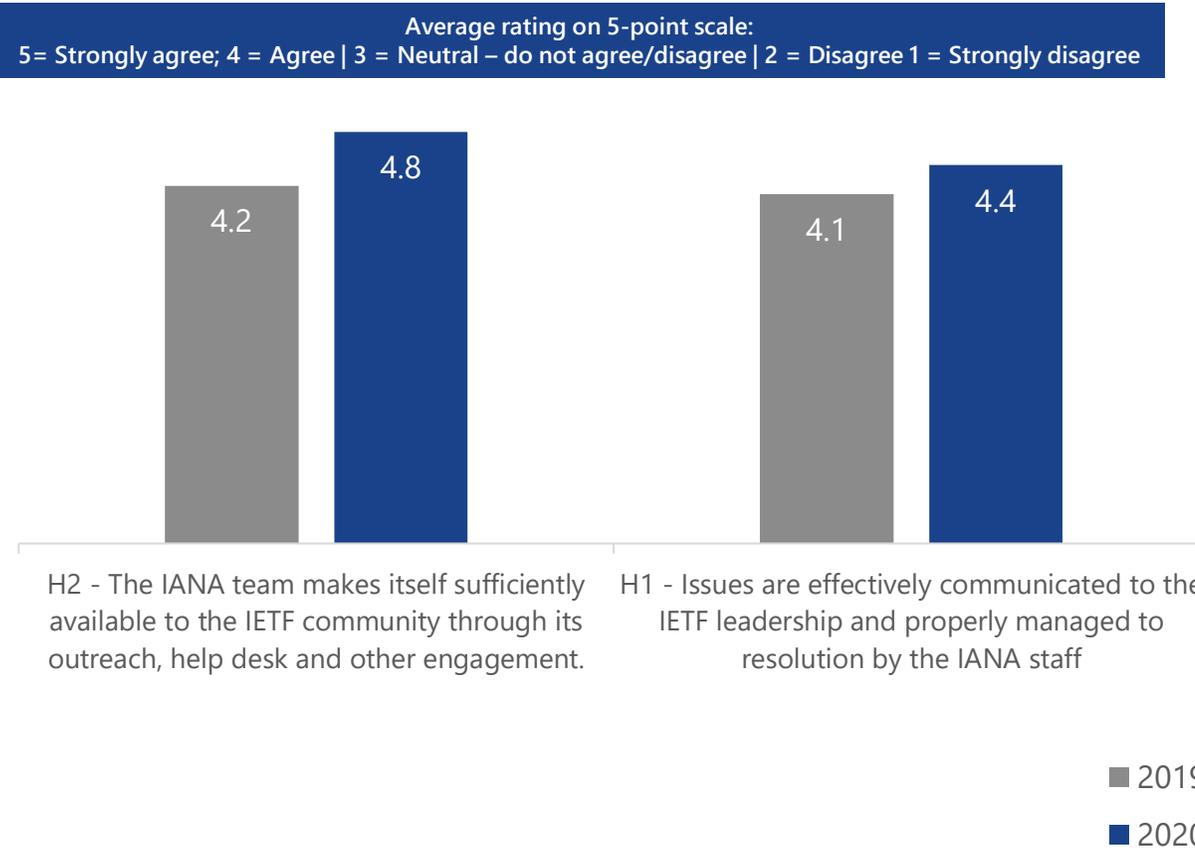
PROJECTS/TASKS TO BE PRIORITIZED

- ✓ Ensuring that the code is well audited
- ✓ I think the KSKs have been reasonably transparent pre-COVID and see no real need to change them moving forward
- ✓ Backup individuals if someone is unable to attend or in an emergency
- ✓ Accessibility and more diversity
- ✓ Accomplishment of next and future KSK rollover plan
- ✓ Rotation of Trusted Community Representatives; Exercise RKSH operations; Emergency evacuation of key facilities during a ceremony
- ✓ To solve centralisation issue
- ✓ In the long-run eliminate the dependency on a single GEO location (US), but for now with the current pandemic, find a way to perform the task without travel
- ✓ Retirement of RSA keys
- ✓ COVID contingency

Note – due to small base size, all comments are shown

SECTION 4-5 – COMMUNICATION WITH THE IETF COMMUNITY

IANA receives a near-perfect score for availability among IETF leaders



Average ratings on 5-point scale [2020 results]	H2	H1
S10: IETF Leadership	4.8	4.8
S11: IETF Community	n/a	4.4

05

PARTICIPATION

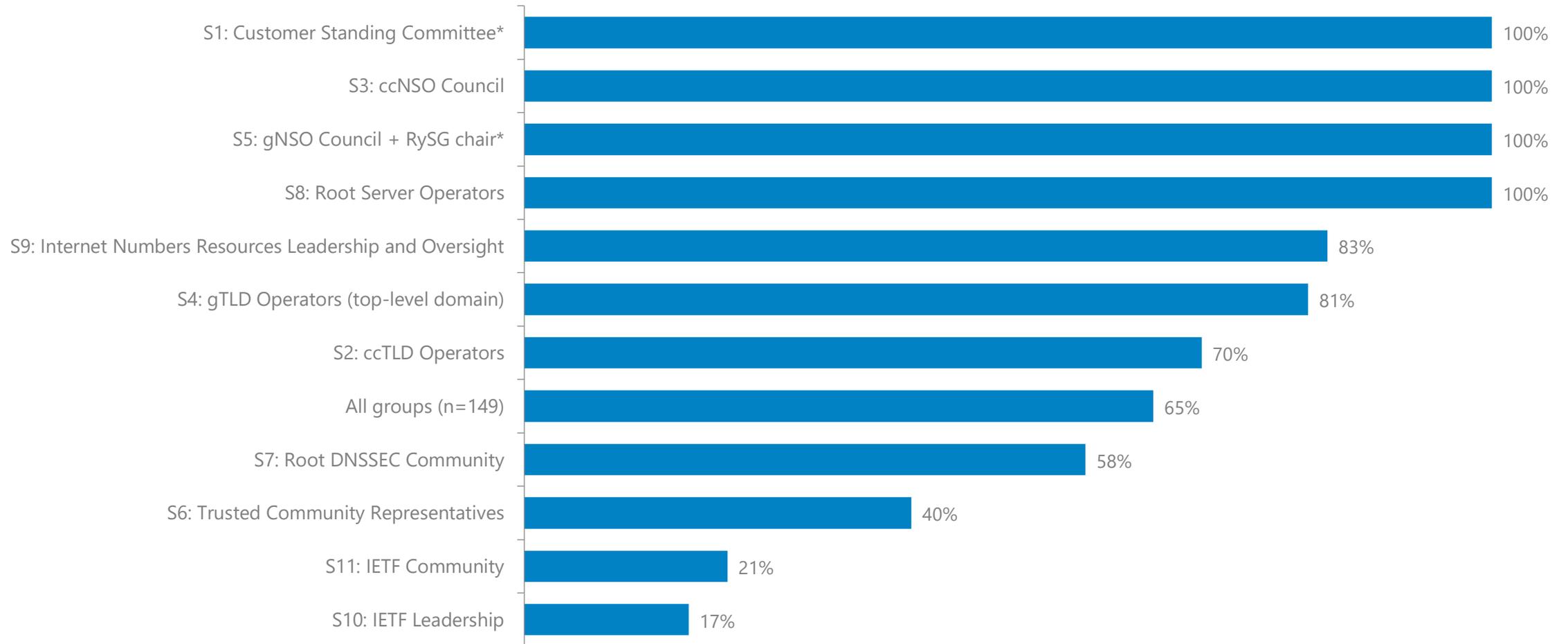
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PARTICIPATION IN ICANN MEETINGS

Two-thirds of participants attend ICANN meetings...

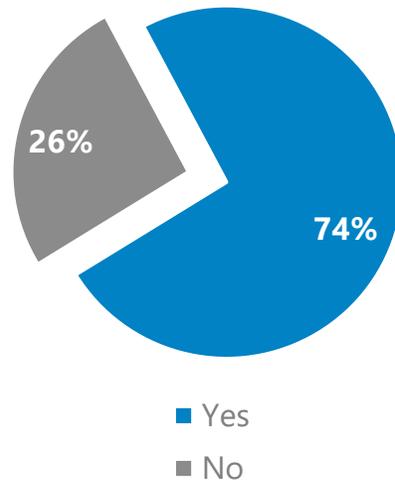
% that attend ICANN meetings



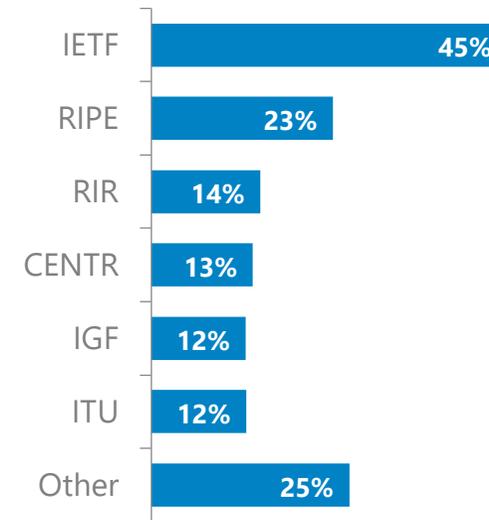
ATTENDANCE OF OTHER INDUSTRY EVENTS

...and three quarters attend another type of industry event

Do you or someone from your organization attend other industry events?



Events attended by customer or someone in their organization



Others include:
APNIC (8%), LACNIC (8%), LACTLTD (7%), APTLD (6%), DNS-OARC (4%)

06

CUSTOMER FEEDBACK

echo



COMMENTS ON IANA'S CURRENT ENGAGEMENT APPROACH

HAPPY WITH THE WAY IT IS

"I have only engaged with IANA in terms of setting up registries and found the IANA folks I worked with helpful and motivated to ensure everything was accomplished expediently and properly."
IETF Community

"IANA is visible, engaging is easy, they are responsive, etc."
IETF Community

"I find it collaborative and efficient."
gTLD Operator

"Excellent - very communicative!"
IETF Community

COMMUNICATION COULD IMPROVE

"I'm not sure what the current engagement approach is, but regardless I don't feel like it's reaching me in any meaningful way."
IETF Community

"It's great and accessible, but not always well advertised."
IETF Community

"I believe that PTI need to be more communicative now when the key ceremonies are out of its usual schedule, to make sure that everything works as expected, and what the plan ahead looks like. It is far too quiet in my opinion."
Root DNSSEC Community

"I work in a technical role so do not often interact with IANA. You ask about things like IANA's agenda and IANA's admitting they made a mistake. Simply outside my scope. This may be true of other technical people as well."
Root Server Operator

THE IMPACT OF COVID-19

"Good at meetings, harder in COVID-19."
ccNSO Council

"Normally perfect currently as good as it can be under COVID-19 restrictions"
IETF Community

"With the lack of F2F meetings, I think it continues to work, but then again, I have personal relationships with IANA staff that other ccTLD Managers do not."
ccNSO Council

"Works fine. Miss the [face-to-face] stuff"
IETF Community

SUGGESTIONS FOR IANA'S COMMUNICATIONS APPROACH

HOLD WEBINARS/SEMINARS	VIRTUAL MEETINGS	WORKS WELL AS IT IS
<p><i>"One or two webinar talking about operation, budget and strategy"</i> ccTLD Operator</p>	<p><i>"Physical meetings shouldn't be required. Find a video conferencing and chat platform that is user friendly and welcoming."</i> IETF Community</p>	<p><i>"I think that IANA is effectively meeting the needs of the IETF community despite the new virtual arrangement."</i> IETF Leadership</p>
<p><i>"Remote seminar with different interest groups once or twice a year treating specific topics would help many people to understand better IANA functions and address critical issues."</i> ccTLD Operator</p>	<p><i>"You could do a Zoom like IANA office hour during the virtual IETFs."</i> IETF Community</p>	<p><i>"What IANA is doing serves the purpose"</i> ccNSO Council</p>
<p><i>"Holding periodic Webinar in addition to ICANN meeting"</i> Root DNSSEC Community</p>	<p><i>"Hang around in the virtual corridor at future IETFs"</i> IETF Community</p>	<p><i>"Email has worked for a very long time. Anyone or groups that want can use internet conferencing tools. All is well."</i> IETF Community</p>
	<p><i>"Online/Virtual engagements using available technologies like Zoom, MS Teams, Skype and the like instead of regular face-to-face meetings"</i> Trusted Community Representative</p>	

CONSIDERATIONS FOR IANA'S STRATEGIC DIRECTION

IPv6	SUSTAINABILITY	NEW IDENTIFIERS
<p><i>"IPv6 promotion."</i> IETF Community</p>	<p><i>"Yes, always think about the promotion of a responsible use of it, thinking of the foot-print Internet is having and will have"</i> IETF Community</p>	<p><i>"Possible future evolution of internet identifiers and its impact on the current model"</i> ccNSO Council</p>
<p><i>"Consider more support on IPv6"</i> Internet Numbers Resources Leadership and Oversight</p>	<p><i>"Sustainability and carbon impact of operations and infrastructure should be explicitly addressed."</i> gTLD Operator</p>	<p><i>"Taking note of new identifiers like the payment identifiers (RFC 8905), not just IP and domain identifiers."</i> gTLD Operator</p>
<p><i>"Adoption of IPv6 Security for online services and activities"</i> Trusted Community Representative</p>		
<p><i>"Security. Initiatives to boost IPv6 deployment."</i> Internet Numbers Resources Leadership and Oversight</p>		

CONSIDERATIONS FOR IANA'S STRATEGIC DIRECTION

ROOT ZONE MANAGEMENT	ADDITIONAL COMMENTS
<p><i>"KSK algorithm rollover needs to be part of the strategic direction"</i> Root DNSSEC Community</p>	<p><i>"Yes. Fighting against increasing government intervention, e.g. in the EU in regard to the NIC directive. Governments do see the Internet more and more as an opponent and seem to be afraid of it. Governments dislike the freedom of the borderless internet and tend to include every aspect of it in their jurisdiction, even though "it" doesn't belong there. Please put more focus on this."</i> ccTLD Operator</p>
<p><i>"A long desired change is to have a more fine-grained, intuitive GUI to the root zone operations."</i> ccTLD Operator, gTLD Operator</p>	<p><i>"Make any communication user-friendly, especially for non-native UK speakers."</i> ccNSO Council</p>

ABOUT ECHO



About Echo Research

Global leaders in actionable insights into reputation and brand to drive strategic outcomes

Independent Expert Witnesses in image and reputation

Full range of research capabilities, all languages, all markets, including **Auditing** existing evidence and building integrated scorecards and frameworks

Responsible for **Britain's Most Admired Companies** study - the longest running corporate reputation survey celebrating excellence in leadership

Winners of industry **awards for excellence** in communications research

Award **judges** and recognized for **outstanding achievement** in reputation management

Offices in **London** and **New York**



Our services



Social listening & media analysis

How do we come through in the media and in conversations?
What is sentiment towards us?
How effective are our narrative and efforts?



Influencer mapping

Who are our most influential stakeholders?
Who should we be engaging with?



Reputation / brand audits

How are we perceived by our stakeholders?
How can we improve our stakeholder communications and engagement?



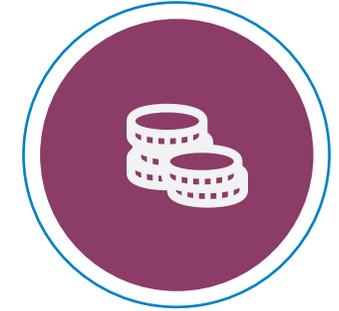
Research for publicity

How can we use great research to promote and position our brand?



Risk & issues monitoring

What issues are emerging that may impact our reputation?



Reputation measurement & valuation

What are the metrics that matter to our senior leadership?
How do we value & measure and value our reputation?

AIM FOR BETTER

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