

# What does the future of hold for IDPro and Kantara? A Proposal

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Draft by Ian Glazer on behalf of the IDPro SC

## Thank You

First and foremost, we the IDPro leadership, on behalf of the entire IDPro community, want to thank Kantara for its generosity and its willingness to believe in this effort. If it wasn't for a conversation with Robin and Allan in DC in 2015, we all would not be here. With every presentation, with every corporate visit, the excitement and willingness for IDPro to be and to be successful grows. Without Kantara, that simply would not be the case. Thank you.

## Momentum Updates

- The response to IDPro, as summarized by the “Draft proposal for ID Pro future to the Board” report, has been very good. We have seen an uptick in membership interest not only from vendors, such as Salesforce, but also from enterprises, such as Deutsche Bank.
- Letters of Intent have been sent to prospective founding corporate members including: Microsoft, Deutsche Bank, Ping, and Salesforce.
- Other organizations including FIDO Alliance, InCommon, and IAPP have begun to think about ways in which they can work with IDPro. This opens up new avenues for member acquisition, as well as opportunities for future body of knowledge, certification, and events work.
- Major Identity conferences, including EIC and CIS, have begun exploring ways to collaborate with IDPro. This opens up opportunities provide immediate value to the IDPro community, and to accelerate community creation.
- The new idpro.org website has been deployed along with a redirector from idpros.org. The new website includes mission and values statements for the org, which were agreed by the Discussion Group.
- The @idpro\_org twitter handle is now the “official” handle of IDPro
- Speaking season has begun and members of the SC and DG will be presenting IDPro at:
  - Internet2 Global Summit - keynote
  - IIW - session
  - EIC - keynote
  - KnowIdentity - keynote
  - CIS - sessions and keynote

# Approaching IDPro's "1st" birthday

We are fast approaching IDPro's first birthday. It was in May of 2016 when the Pledge was debuted, and the organization has come a long way since then. The contributions by the DG have been invaluable. As have those from Kantara leadership as well as those from Virtual. We all share the feeling that IDPro needs to make a strong statement to the world on its first birthday. We have been moving towards the idea of accepting founding memberships around mid-June as that strong statement. But the discussion of how to achieve this goal has lead - rightly - to a larger conversation about the future relationship between IDPro and Kantara. What follows is a response to the aforementioned "Draft proposal for ID Pro future to the Board", and a continuation of the conversation about our relationship.

## An Agreement

The separation process between IDPro and Kantara absolutely must be memorialized in some form of an Agreement. This Agreement should include as key topics:

- Membership data
- Terms of repayment from IDPro to Kantara
- Brand relationship
- Leadership relationship

The following are suggestions for each of these areas.

### Membership data

Kantara will give IDPro the contact information of everyone who signed the pledge, when they signed the pledge, and whether they then joined the DG. IDPro recommends that Kantara notify pledge members before such a transfer, asks for their consent, and offer them 6 months of free membership.

### Terms of Repayment

IDPro is committed to a repayment model that settles any debt thus far incurred by IDPro while its activities were being incubated by Kantara. The Agreement should specify the total amount of this debt. IDPro will have limited cash flow in its early months: a single upfront payment would hinder its ability to establish itself. Given our shared interest in creating a successful IDPro organization, consideration should be given to a staged repayment schedule.

### Brand Relationship

We suggest that Kantara will receive Founding Membership status at IDPro in perpetuity. Kantara will receive the highest level of corporate membership with IDPro gratis for three years.

This will include all of the benefits accruing at this level, including individual memberships, a seat on the Nominating Committee, and ability to publish a co-curated article in the member newsletter.

Also, IDPro will continue to use the “Incubated by Kantara” tagline until such time as it has repaid Kantara.

## Leadership Relationship

In addition to its seat on the Nominating Committee, Kantara should receive a seat on IDPro’s first Board of Directors.

## Legal and Financial Separation

Legal and financial separation ought to be achieved as soon as possible. There are multiple reasons for this.

First, keeping the financial records separate from the onset of IDPro collecting money will make things simpler for all parties involved, and removes the downstream complexities of transferring moneys and assets between the organizations. Neither Kantara, nor Virtual, nor IDPro wants to find themselves in a situation where bookkeeping becomes a drag on organizational success. Furthermore, we foresee challenges in explaining to corporate members why their first year’s dues are going to Kantara instead of IDpro.

Second, the membership models of the two organizations differ sufficiently that commingling the two requires unnecessary complications for Kantara. Furthermore, without separation, new IDPro members would be signing Kantara membership agreements which in the best case is mildly confusing and at worst will prevent some organizations from joining. There is also the reality that even if they are already members of Kantara, member organizations seeking to participate in IDPro would have to pay more dues - to Kantara, and that certainly would be confusing.

Third, standing in the way of IDPro’s financial independence is its lack of legal identity. Virtual has offered to facilitate IDPro’s incorporation, establishment of a bank and merchant account, and consultation with legal counsel to facilitate incorporation without upfront payment. Virtual is willing to accept deferred payment from IDpro for this set of work.

So as to open the doors to founding members in mid-June and thus make a strong statement to the world, I recommend that Virtual begin work on legal and financial separation as soon as possible. Once incorporated and accepting members, I suggest that the IDPro DG be shut down. The SC should remain until the first IDPro Board is seated. At the time the DG is shut down, Kantara will provide IDPro with the total amount of money spent and will work with IDPro to establish a scheduled repayment process.

Obviously, neither the IDPro or Kantara Board want to see IDPro fall on its face in its early days. One suggestion to allay these fears is to collect Letters of Intent from corporate and vendor members. These LOIs can act as a form of letter of credit and further proof on the potential ongoing success of IDPro.

As a function of the separation process, an IPR review needs to be conducted. The area that will require the most amount of analysis is the Body of Knowledge; it is of significant value to both Kantara and IDPro. It's future is also intertwined in the ongoing relationship between Kantara and IDPro.

## Ongoing Relationship

The overlap in membership and mission of Kantara and IDPro is substantial. It makes sense for the organizations to work together on an ongoing basis. Because the services and events that IDPro will facilitate, and its needs for external service providers are as yet unknown, it is difficult to predict what that joint work might look like. However, it is clear that the two organizations should maintain close ties. Having a Kantara representative on the initial IDPro Board will provide built-in opportunities for the two organizations jointly to recognize and purpose collaboration opportunities. Such opportunities might include:

- Co-branded webinars regarding Kantara's standards work
- IDPro funding, at members' request, of specific standards development or research to be executed by Kantara
- Kantara providing certification services for IDPro

## Recommendations

The leadership of the IDPro SC offers the following recommendations to the Kantara Board:

- The Board should accept and approve this response in its upcoming Board meeting in May
- The Board should provide comments to assist the IDPro SC in managing the separation processes
- The Board should provide actions that it wishes to see in executed as part of the separation process in addition to those actions described in Exhibit A

## Conclusion

IDPro is a unique opportunity for our industry. By incubating IDPro, Kantara has made this opportunity real, and has begun to create a repeatable process for incubating other great identity ideas. Hopefully, IDPro is not the last incubation project Kantara takes up. In that way, IDPro is glad to have been the first.

Confidential

**Exhibit A**  
**Preliminary Separation Checklist**

Before IDPro can fully separate from Kantara, the following items need to be addressed and acted upon:

- Separation agreement written and executed: The Agreement as described above must cover repayment terms, brand, leadership, and membership relationship sections.
- Pledge and DG member list transfer with the consent of both: The simplest way forward is to push a SurveyMonkey survey to each list asking for their positive consent for their contact information to be given to IDPro.
- IPR analysis on the Body of Knowledge with clarity for all parties how IDPro can use the output of the BoK group. One potential outcomes is that the BoK continues to live with Kantara and IDPro licenses for training and certification purposes.
- IPR analysis on the other bodies of work including Member Services and Code of Practice