

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

Thank You

First and foremost, we, 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 Alan 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.
- Other organizations including FIDO Alliance, InCommon, and IAPP have begun to think about ways that they can work with IDPro. This opens up new avenues for both member acquisition, but also 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.
- 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 2106 when the Pledge was first debuted and the organization has come a long way. 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 world on its first birthday. We have been moving towards the idea of accepting founding memberships around mid-June as that strong statement. But in discussing how to do so, the discussions have lead to larger conversations about the future relationship of IDPro and Kantara, and rightly so. What follows is a response to the aforementioned "Draft proposal for ID Pro future to the Board" and continuation of the conversation on 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:

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

The following are suggestions for each item of the agreement.

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 and ask for their consent.

Terms of Repayment

IDPro is committed to a repayment model that settles any debt thus far incurred with Kantara. 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 organisation, consideration should be given to a staged repayment schedule.

Brand Relationship

We suggest that Kantara will receive Founding Membership status 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 makes things simpler for everybody. Neither Kantara, nor Virtual, nor IDPro want to find themselves in situation where bookkeeping becomes a drag on organizational success. Furthermore, I 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 are different enough 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 the worst prevent some organizations from joining.

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 estimates this work at approximately \$5000 and are willing to accept deferred payment from IDpro on this 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 monthly payment 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

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. As the services and events that IDPro will facilitate are as yet unknown, it is difficult to predict what that work might look like. However, it is clear that the two organizations should maintain close ties.

Conclusion

IDPro is a very 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.

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