**September 3, 2015 OpenID Executive Committee Call Minutes**

**Present:**

Don Thibeau, Executive Director

Nat Sakimura

John Bradley

George Fletcher

Mike Jones

Adam Dawes

**Visitors:**

John Ehrig, Global Inventures

Tom Smedinghoff, Locke Lord LLP

Mike Leszcz, Open Identity Exchange (OIX)

1. **Self-Certification Pricing**

Don circulated proposed certification pricing and accompanying resolutions to the EC on August 24th. These were discussed by the EC on the mailing list. John communicated that Eric Sachs would eventually like to have enterprise SAAS providers be certified before federating, and at that point we may need additional pricing classes. There may be trust frameworks associated with that use case.

Adam would like to see every major regional IdP certified – for instance, web.de, yandex.ru, nic.cz, etc. Mike pointed out that we may need multiple target certification pricing classes. For instance, someone deploying an already certified product might get a price break. But we can go to market with the current proposed pricing and continue refining our offering over time. Adam said that we do need to be mindful of how to incentivize broad participation, including among parties who are just deploying software written by others.

Certification will be more widely adopted as it’s perceived as being valuable to the certifier. For instance, if certification is required for some integrations, it will be perceived as being more valuable, and more parties will seek certification.

George pointed out that our goal of incentivizing membership does have pricing consequences. If some opt out for that reason, we may still need to create new pricing points under different conditions. George said that he might have difficulty getting $15K to get his consumer implementation certified.

Adam said that he backs the current pricing for now, but that we should be clear to the board that this is provisional pricing and is probably most attractive to software and service solution providers. We should be clear that in the future we can offer a lower price point to deployments of already certified software. Mike asked about Yandex as a hypothetical example, which may have created its own implementation from scratch. Adam pointed that a differentiation between a Google or Microsoft and Yandex is that Google and Microsoft deploy their IdP services across many domains and Yandex or web.de are only deploying on their own.

We have a sense of the executive committee to recommend action by the board at our upcoming meeting.

Adam began a motion that was simplified by Mike and seconded by Adam that we recommend to the board that we go to market with the proposed pricing structure, being aware that we will likely want to offer additional pricing points for additional market segments. The resolution was unanimously adopted.

1. **Upcoming Workshops**

We briefly discussed the upcoming workshop before IIW and the Tokyo workshop after IETF 94. Don is coordinating the agenda and speakers for the pre-IIW workshop. Nat will work with Don to arrange meetings with key Japanese companies as a recruiting and PR effort. We will promote the Tokyo workshop via an openid.net blog post.