

## UI, UX, and the Registry/Registrar Landscape

None of these things are like the others

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As a large multinational corporation, Salesforce generally does 6-10 acquisitions per year. Most acquired companies have their own DNS assets that need to be transferred into Salesforce's ownership and operations.





The external DNS team at Salesforce is around 10 people strong, and when looking for people to work these transfers, well I blinked when everyone else stepped back. I wanted to use an animated gif from the Jungle Book of a line of elephants doing that, and label a couple of those figures "Shumon" and "Pallavi, but wasn't sure if the animation would work so Community it is. From experience, others had already discovered that there were myriad issues that made both registration and operations transfers a bit annoying.





Tim Wicinski said this to me in Discord recently when he saw that I'd be giving this talk, as he had previously had the responsibility. This is the space that I work in, facilitating the needful for the corporate M&A people who do not have the expertise in this area. Ideally they, or staff from the acquired company, would handle at least the registration par if not operationst, but we've found that even that is best handled by the DNS team. I'd say he's only half-right about the level of technicality.





You'd expect it to be a relatively straight forward process. Get a list of domain names, update the registrations to point to Salesforce, consolidate into our standard registrar, and move operations to our standard providers. Maybe a couple hours of work for a few dozen names, right?





Of course not. Okay, okay, it usually doesn't rise to level of dumpster fire, but it can be surprising the number of times some attempts go back and forth until everything gets sorted out.





Before I get into it, I want to point out that though most of the anecdotes here will be a bit critical, my point is not to name and shame. While I'll be using screenshots that some of you might recognize -- perhaps from your own sites -- and I also show real domain names that could pretty easily be sleuthed, I've mostly not included any direct references to the providers involved.





Some of this is because I have a great deal of empathy for many of the people who have had to implement these interfaces. Between priorities, timelines, bugs, et cetera, things can exist in a less-than-desirable state for a while. Some of you may recall that I've taken a few of my own shots for the long time for a former employer failing to

roll out fixes to a demonstrable DNS protocol problem as quickly as anyone -- especially me -- would have liked. I'm not here to launch shots at anyone else.





Also, while I'm pretty confident that a lot of what I encounter are not deliberately dark patterns, I'm also pretty confident that some of them are, but that it likely wasn't the fault of whoever implemented them yet rather a requirement pushed down from above. The registrar business is notoriously low margin, and I'm not surprised that registrars are disinclined to reduce the friction of bulk moves away from their platforms.



Finally, as mentioned earlier, this talk is largely anecdotes not research. If you're looking for some hard data, sadly you'll not find it here.



Registrant Name: Domain Adminstrator Registrant Organization: Salesforce.com, Inc. Registrant Street: Salesforce Tower, 415 Mission Street, 3rd Floor Registrant City: San Francisco Registrant State/Province: CA Registrant Postal Code: 94105 Registrant Country: US Registrant Phone: +1.8006676389 Registrant Phone Ext: Registrant Fax: +1.4159017040 Registrant Fax Ext: Registrant Email: registrar-updates@salesforce.com

Let's start with the basic issue of wanting the registration to publically reflect Salesforce's ownership. One of the very first issues we run into is the matter of ICANN's 60-day Change of Registrant lock. By default registrars can block a transfer away for 60 days following any update to the registrant name, organization, or email address.





While ICANN allows for registrars to offer an opt-out, it isn't required to be implemented. Good handling at least warns of the potential issue before the change is committed, independent of whether the registrar can offer an opt-out. Even better handling of it will provide a timer somewhere that shows how long it is before you can do the transfer. The worst handling of it is no warning at all that the lock will be imposed and yet still make it appear that a transfer is available, including by dispensing transfer codes that will inevitably be rejected when used.



	Registrant Contact	Admin Contact	Tech Contact
Contact 🛈 Type	Company	Company *	Company
First Name			
Last Name			
Organization 🛈			
Email			
Phone	+ 1 . 3115550188	+ 1 · 3115550188	+ 1 · 3115550188
Address 1	Enter country calling code and phone number	Enter country calling code and phone number	Enter country calling code and phone number
	Street address, P.O. box	Street address, P.O. box	Street address, P.O. box
Address 2	Optional	Optional	Optional
	Apt, suite, unit, building, floor, etc.	Apt, suite, unit, building, floor, etc.	Apt, suite, unit, building, floor, etc.
Country	United States  *	United States 💌	United States *
State	California	California	California
City			
Postal/Zip Code			

Even when you're willing to take the potential 60-day lock hit, just updating ownership information at the registrar can be fraught. Many do not offer any sort of bulk update operation, with one of the most frustrating being for well over 200 domains that were held at a major provider which also required that the data for all three contact types be set independently.

	Registrant Contact	Admin Contact	Tech Contact
Contact	Company	Company	Company
Туре	No results match "Salesforce.com, Inc"		Demois
First Name			Domain
Last Name	Administrator		
Organization	Salesforce.com, Inc	Salesforce.com, Inc	Salesforce.com, Inc
Email	registrar-updates@salesforce.com	registrar-updates@salesforce.com	registrar-updates@salesforce.com
Phone	+ 1 . 3115550188	+ 1 . 3115550188	+ 1 . 3115550188
	Enter country calling code and phone number	Enter country calling code and phone number	Enter country calling code and phone number
Address 1	415 Mission St	3rd Floor	
	Street address, P.O. box	Street address, P.O. box	Street address, P.O. box
Address 2	Optional	Optional	Optional
	Apt, suite, unit, building, floor, etc.	Apt, suite, unit, building, floor, etc.	Apt, suite, unit, building, floor, etc.
Country	United States	United States	United States
State	California	California	California
City	San Francisco	San Francisco	San Francisco
Postal/Zip Code	94105		

Even auto-fill was only a marginal help on the form, as in Chrome it took five separate box selections to get the patchwork fill shown here. Tab doesn't work great either, though it's been improved since the last time I tried to do updates at this site. Now at least tab will consistently move down the column of each contact, whereas previously it was an erratic walk across the form. Down the columns is less helpful than across the rows though; you can't as easily fill a field then copy and paste it into the adjoining columns with primarily keyboard input.

	sales/orce
When you change Contact Type, First Name, Last Name, Organization for the registrant contact, you change the owner of the docernal the current and new registrant contacts to get approval. There is no charge for this change. If you want to change the owner of the domain, click Continue when you're finished changing the contact information. To revert the contact that caused the change in ownership, click Revert Ownership Changes.	main. ICANN requires that we ne changes to the registrant Revert Ownership Changes
The button, it does nothing!	-

To add a further subversion of expectations, when making this example I went into one our existing domains and the instant I cleared out a box that would have triggered the 60-day ICANN lock, it did pop up a warning message, though without describing the lock issue. The subversion was that the box included a button to revert changes, a button which appeared to have no more function than to make the warning box go away without actually resetting the fields. Fortunately there was an always-present Cancel button at the bottom of the form, making the Revert button superfluous.





You may have noticed that I called this out as at a "major provider" earlier, and thought something like, "surely they have an API that you can just iterate over!". Yes, yes they do. At the time that I was trying to get these nearly dozen score domains updated, though the API provided a mechanism for making contact updates it turned out that it couldn't actually make the desired updates thanks to an undocumented constraint (apparently still undocumented, but maybe no longer a constraint) on changing the ICANN-triggering data.





Eventually this brought up yet one more issue. We were able to engage customer support and eventually convince them to push through the changes in bulk on their backend, and also to supposedly file some change requests to improved the process, but that seems largely unchanged over a couple of years now. When they did the bulk update on a Friday it triggered a flurry of email messages that needed a positive acknowledgement with 48 hours to allow the change. On a Friday. ON A FRIDAY.





I've also encountered issues where ownership updates are rejected by the registry in ways that are confusing at the registrar, and I'll cover that a little more later when I shift focus to registries. Suffice to say that all of these different issues eventually led to a procedure update where my normally preferred path is to just go straight to trying to get transfer codes and letting the experts at our registrar deal with the vagaries of the relevant data updates. While it unfortunately slows down the ownership change (for reasons to be covered later) it also avoids the ICANN locks and lowers my blood pressure ... a little. It's not like getting codes is really that easy, either.

(i) Want to manage your domains through our API? You'll find it at : • • • • • • • • • •	×	
Report name *		salesfor
Export options		
Display columns         Image: Columns in view         All columns		
File format ● CSV ○ XML		
File Compression                • None GZ GZ               ZIP		
Include domain authorization codes?		
In order to ensure your contact info is being transferred to the new registrar we will have to turn off your Privacy Settings and replace our  A proxy/private contact with yours. By proceeding with this transfer request you consent to us turning off privacy. This could cause your con  info to be available in the public WHOIS.	tact	
		Y

So, getting transfer codes. I'll start with a pretty good way to handle it: bulk download of codes for multiple domains, with a couple of different format options even. While I have some minor quibbles with the UI for how this provider does it, the most notable is that getting the codes doesn't automatically turn off transfer locks, so there's an extra step there but that can be done in bulk too. (I'll come back to that bit at the top about the API later.)



The transfer locks issue bears a little mention because it does come up where I can get a code and request a transfer but then get poor feedback about why the transfer failed. Sometimes it is obvious that the issue is a lock that didn't get turned off, but other times there's no effective error message even though it was indeed a transfer lock, or an enhanced lock service, that was the cause.





Other providers can be much, much worse about getting codes, deliberately increasing the friction to keep you from leaving. Here's one of the more notable ones. Let's count up the interface steps needed to finally get a code here. Note that this cannot be done in bulk at this provider, so though I might be inclined to give needing to click on the domain name a pass since obviously you've got to start somewhere, that I've got to do it for every single domain means it counts.





One, to select the domain. Yes there's a bulk select interface, but it does no good toward enabling transfers. In later steps I'll be overlaying each new interface element; the actual process variously involves overlays or full page transitions.





Two and Three, You normally have to scroll down on domain page to get to these buttons even with a large display area, then click. The only reason that this isn't also four and five right here is that they kindly automatically turn off the transfer lock when you request the auth code. The first time I saw this I thought I'd be able to see the Auth Code just by clicking the button – I know of at least one registrar that does that! – and I had no idea what was really in store.



Uncategorized			<u> </u>	Renew 1 Sele	cted 👻
<b>bigkiteconsulting.com</b> Configuration: DNS Info	< 60 days	Expires: 8 Nov 2022 Renewal: <u>Auto</u>	~	+ Select All — Deselect All	_
Obtain	Domain Autho	orization Code A	nd U	Inlock	
ransferring this domain to another	Registrar involves two s	teps:			
1. Obtaining the Transfer Authori 2. Unlocking the domain, making	zation Code it available for transfer				
you wish to transfer this domain to nlock the domain.	o another Registrar, begi	n by clicking on <b>Continue</b>	to obtai	in your transfer co	ode and to
you wish to transfer this domain t	o another Registrar, begi	n by clicking on <b>Continue</b>	to obtai	in your transfer co	ode and to
you wish to transfer this domain to nlock the domain.	o another Registrar, begi	n by clicking on <b>Continue</b>	to obtai	in your transfer of	ode and to

Four. While the information is useful to the novice, it could also have been included in the function of the following panel.



1	Domain Transfer Authorization Code and Unlock	
	Domain name: dev-tractionondemand.com	
	Before we supply you with an authorization code to transfer your domain to another provider, please take a moment to let us know why you are transferring your domain.	
	Please note that if you choose to transfer this domain to another registrar, any Webnames-provided webhosting, email, or DNS services will continue to function and renew unless explicitly cancelled.	
<	Reason:	l
	Select 👻	l
	Comments:	l
		ł
		l
		ľ
-		ľ
	CANCEL	

What? NO! I don't owe you any explanations, certainly not for each of dozens of domains I'm trying to process. Yet here are interface interactions five and six (activate the Reason box and make a selection), seven (activate the Comments box, because it is required), eight (to enter a comment, which I'll limit only to only counting as 8 because I discovered that entering a single character was sufficient to satisfy the requirement for a comment), then finally nine to click Continue.

## Domain Transfer Authorization Code and Unlock Domain Transfer Authorization Code and Unlock

Domain name: dev-tractionondemand.com

## We're sorry to hear you're considering another provider.

Here are three quick reasons to move your domains to

- Reason 1: We're **water** through and through, and we're here to stay. 20+ years in business, no foreign ownership or control. We use **water** datacenters, secured by robust data protections under **water** and **w**. Know who you're dealing with and where your data and services are with
- Reason 2: We pride ourselves in the quality of our **Care at the** customer support. You can count on our experienced support staff to help you troubleshoot issues and derive value from your services with **Care at the Care at the Care**
- Reason 3: Marking the service of t

For a full list of available pricing options, please visit our Pricing page.

Consolidate your domains with Webnames and save big on all your registrations, transfers and renewals. Need more info? Give us a quick call, or we can call you.

PLEASE CONTACT ME ABOUT PRICING OPTIONS	PROCEED TO A	UTHORIZATION
	CANCEL	CONTINUE

Ugh. Just ugh. Ten.

Domain Transfer Authorization Code and Unlock	
Domain Transfer Authorization Code and Unlock	
Demain name: dout traction and among a com	
Domain name. dev-tractionondernand.com	
\A/-I	-1
Domain Transfer Authorization Code and Unlock	
Domain name: dev-tractionondemand.com	
Domain: dev-tractionondemand.com	
<ul> <li>Transfer Authorization Code: wn2022U\$\$3j5pkaw</li> <li>Status: Unlocked</li> </ul>	
	RE-LOCK
Consolidate your domains with Webnames and save hig on all your registrations, transfers and renewals. Need	more info? Give us a quick call, or we can
call you. I call set a set and set	
PLEASE CONTACT ME ABOUT PRICING OPTIONS	PROCEED TO AUTHORIZATION
	CANCEL CONTINUE

Hooray, we're there! But, you know, ... 11 and 12 because you've got to copy and paste it somewhere useful. And you know what really gets me? RE-LOCK. Are you kidding me? After all that? Why would you even put that button there after my perseverance has clearly indicated my intentions. It's like those marketing list unsubscribe pages. "Click here if you accidentally confirmed your intention to unsubscribe." Yeah, right. Who does that?!



Another thing that provider did to make my life better is provided the code right on the web page. Others insist on mailing the code to the registered contact address, which is a perfectly understandable approach yet still cumbersome for this kind of work. The problem arises in that since we're avoiding changing the contact address, the existing one generally goes to an addressat the acquired company, and that can often be to an address that doesn't have anyone actively monitoring it or is even being diverted to null. (Atypical, but still encountered.) In the worst case it might be a mailbox no one even has access to anymore. We have one domain that's been in that

state for a while now, but is fortunately just parked anyway so we've not yet gone through the necessary extra effort to sort it out.



```
; ls Transfer* | wc -l
10
; grep -h Authorization-Code: Transfer* | wc -l
10
; grep -h Authorization-Code: Transfer*
br>=0A<br>=0AAuthorization-Code: 9xx*eTW3+vR-*6P9<br>=0A<br>=0Aauthorization-Code: 9xx*eTW3+vR-*6P9<br>=0A<br>=0Aauthorization-Code: UNIT-25GJ-ZQLC-CM9Y<br>=0A<br>=0Aauthorization-Code: UNIT-25GJ-ZQLC-CM9Y<br>=0A<br>=0A<br>=0A<br>=0A<br>=0Aauthorization-Code: (-9F*/usk2PkRV/7<br>=0A<br>=0A<br>=0Aauthorization-Code: 2.PVF8%Ty2pn!3%q
Authorization-Code: 2.PVF8%Ty2pn!3%q<br>
r>=0A<br>=0Aauthorization-Code: Bc/4qqA6H/-6+Q3i<br>=0Aabr>=0Aauthorization-Code: 2.PVF8%Ty2pn!3%q<br>
r>=0A<br>=0Aauthorization-Code: UNIT-2QQ5-ZZQE-LGJE<br>=0Aabr>=0Aauthorization-Code: Bc/4qqA6H/-6+Q3i<br>=0Aauthorization-Code: =20=
2<br>=0AK=C3=BCndigungsgrund: Transfer<br>=0A<br>=0Aauthorization-Code:=20=
```

Separate messages for the code for each domain can be difficult in a few different ways. One is just coming up with an efficient way to grab the codes out of the messages. You'd think this would be some pretty easy grepping for any given provider, but I've encountered at least one where the format of the message apparently depends in part on which TLD the domain is in. In this small capture of a subset of messages I got recently from that provider, it looks promising that a simple grep would be able to grab the right data, but a closer inspection shows that a couple of the lines don't even include a code, one of the the lines is actually two hits in the same file (though only one would hit if the full capture looked for a final <br/>br>), thus one file is missing (because it used German "Autorisierungscode" instead). That this could be done with a beefier script really isn't the point ... or maybe it is.



As you saw in the prior shot, you basically need a full, proper email parser to handle encoding issues and making sure your filter can sort out things like base64, quoted-printable, and HTML entity encoding. Then I've also experienced issues with a helpful input method editor somewhere along the line changing a regular ASCII quote to a smart quote. Argh.





Another issue with mail is it slows down the process of having a code to be able to hand off to the gaining registrar, and codes typically don't come with any indication of their validity period. I've gotten a code one day and had it rejected as expired the very next, nevermind the usual multiday delays that can be introduced.





So how am I getting these codes? One thing that several providers enable is multiple management accounts for a master account, sometimes called "Delegate Access". This is an area where I mostly give providers a thumbs up, but for the variable permissions a delegate can have in general and for getting transfer codes in particular. It extends to other areas though, like that provider that I showed promoting its API on the bulk transfer code export dialogue. It doesn't allow delegate access to the API.



Dang, look at the time. Here I am already at slide 33 of a 20 minute talk and haven't even touched yet on registries or operations while there's still plenty more to say about registrars. To segue to operations, let's first do a quick revisit of the comment, "slows down the ownership change (for reasons to be covered later)".





Many of the domains we need to move have both their registration and their operations with the same provider, and it isn't usually all that clear whether the operations is dependent on the registration. Conservatively, we have to assume that there is a dependency and that the zone will become unavailable as soon as the registration is transferred, because the worst case is that we DoS a production zone. We have to get zones that need continuing DNS service to be set up before asking for the transfers.





Of course this means getting the zone data from the existing operator, which in the best case is a straightforward master file format export of a domain that uses no special features and in the worst case means screen scraping some portal page of possibly dozens or even hundreds of records.





The vast middle ground between best and worst cases involves a number of pitfalls. One is that some operators export something that purports to be masterfile format but has some notable problems, for example by writing lines that have TXT record rdata subfields that exceed 255 octets, or by starting the file with a byte order mark that importers pretty much always choke on. Some providers include records that are really only relevant for hosting at their service. Then there is the matter of non-standardized extensions, such as CNAME-at-apex functionality, URL forwarding, or special address rrset handling like load balancing. I personally prefer when at least indications of these features are written into the file in some way – I've seen comments, special TXT records, or non-standard mnemonics – because otherwise it can be easy to overlook that the special configuration exists at the provider.





Ingestion then often has its own quirks. For example, one provider delivers its notification of successful or failed import asynchronously via a notification dropdown that is not in any obvious sorted order (certainly not by time) and which can be polluted by dozens or even hundreds of uncleared prior notifications about totally unrelated things. I'll be honest in that right now I don't even remember where the derpiness came from for the errors in this screenshot, but that it took me several tries to figure out was a UX failure.



		salesforce
E	rror	Х
∎ F€	Request Failed on PUT /v1/import/zonefile/salesforcedemo.com?async=false Unable t one file eel free to report this error to support@******	o load
col	MPATIBLE ZONE FILE.	

A different provider at least tries the import synchronously, but can deliver completely obtuse error messages about why an import failed. A recent example error is shown, with the undescribed underlying reason being because the import file didn't have apex NS records even though it would be discarding the underlying NS records anyway — and, thanks to an apparent bug, also not honoring the NS record configuration I'd asked for as part of zone configuration. Oh, and I did report the error as requested and encountered yet another flummoxing feature of modern computing: my report was sent to spam because the attachment of the master file did not have a ".txt" extension on the filename. You know, cuz, like, … sigh.



There's more to say about operations too, but as time runs short I wanted to cover a couple of quick things about registries. A lot of the registry stuff is hidden behind the registrars, but some of the requirements are unavoidably exposed and not always in a way that clearly gets communicated back and can even leave the registrar scratching their heads as to what the underlying problem is. For example, it took pulling in two world-class DNS peers at the registry and registrar where I was having trouble getting a nameserver update through to eventually determine that the error return was because the SOA TTL being returned from the new nameserver was less than the registry requirement, but that wasn't in any error message and was hard to find documentation about. The same registry was also rejecting an address update for inscrutable reasons. Yes, it did require a specific locale, but that locale was being used and the address format fit the relevant national format. I don't recall how we finally got that one worked out, but am sure that the error message was not enlightening. Keeping track of the multitude of registry requirements, both technical and administrative … well I'm glad our registrar is pretty on top of it. Even so, there are still surprises.





There is one name I'll call out, though I really don't mean to shame them. I get that there policies are what they are as they presumably desire them to be. Yet I feel like I'm living in a dystopian Terry Gilliam bureaucratic nightmare. Yes, that's right, Brazil. No transfer codes; at first it looked easy, just set the registrar to the desired value via the registry account of the acquired company. But wow, the paperwork that has to be pushed by our registrar. Our registrar has a specialist that deals with it. The number of times we've been back and forth on this just astounds me for what should be a simple task. I'm just thankful that the individual named in the acquired company's articles of incorporation is still available to sign–I have no idea just how much more painful it is going to be to sort out a different .br name that we own but which is associated with the name of someone no longer with the company.





Ok, so that's the DNS. Now let's talk RIRs. Nah, just kidding, we didn't even have time to cover all the issues in the DNS! I will say briefly that many of the same issues apply. Right now I'm liaising between our legal team and one of the RIRs on the matter of a dissolved entity from an acquisition who still had some assigned number resources under that name. It has not gone smoothly.





In summary, this is just a taste of the vast smorgasbord of the many different companies providing DNS services. As a whole the heterogeneity of many different providers is good for the health of the ecosystem, but man do I sometimes wish that all of them just did things the way I wanted them to.





## Thanks!

Bye!

Will gladly provide further input to orgs who want to cause me less pain.



