



Who this is for:

- 1. Scraping companies
- 2. Proxy companies
- 3. Techies that like true crime stories

What you will learn



How we built a proxy company



How to avoid bans (from a proxy perspective)



Legal issues in today's proxy industry



Actionable takeaways



Competition: a rising tide lifts all boats



My Story

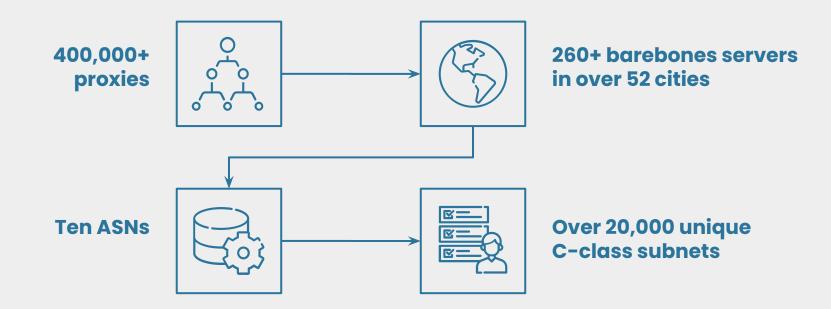








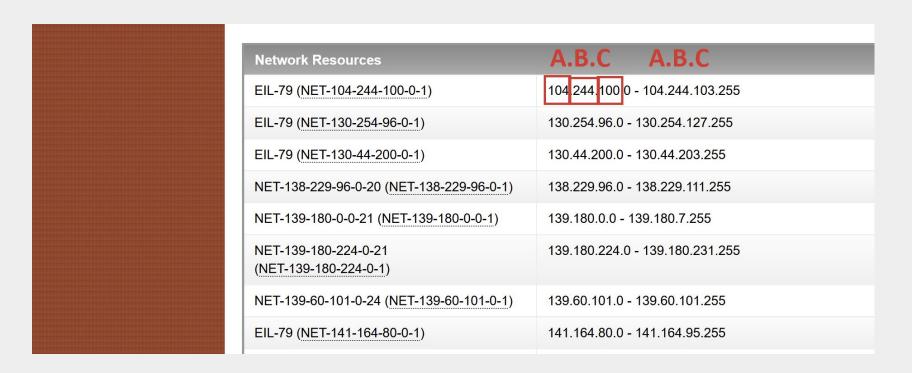
Our infrastructure: by the numbers



Buying IPs Vs Leasing IPs

+ We can select the best, most authoritative IPs	+ Cheaper
+ We can put IPs on a clean ASN	+ Easier to manage
+ One-time payment	+ Setup is quicker
- Harder to set up and manage	- Less control
- More expensive	- Prices Fluctuate
- Harder to liquidate	

Diversity is key





Control

VS

Diversity

Example: using 256 IP addresses to scrape Google SERP



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Google will ban your subnet after 200 requests per hour!

The Control Option: Buy One Class C Subnet

11.111.222.0

11.111.222.1

11.111.222.2

11.111.222.3

11.111.222.4

11.111.222.5

11.111.222.6

11.111.222.7

11.111.222.8

•••

11.111.222.255

Result: Banned by Google after 200 requests in an hour!

The Diversity Option: Buy 1 IP From 256 Subnets

12.111.201.1

11.101.222.1

21.11.212.1

11.100.2.1

22.121.201.1

11.211.222.1

12.102.111.1

11.1.211.1

21.22.110.1

•••

22.121.211.1

Theoretical result: Banned by Google after 51,200* requests in an hour!

The Diversity Option: Buy 1 IP From 256 Subnets



The "Noisy Neighbor" Problem

12.111.201.**1**

12.111.201.**2**

11.101.222.1

21.11.212.1

11.100.2.1

22.121.201.1

11.211.222.1

12.102.111.1

11.1.211.1

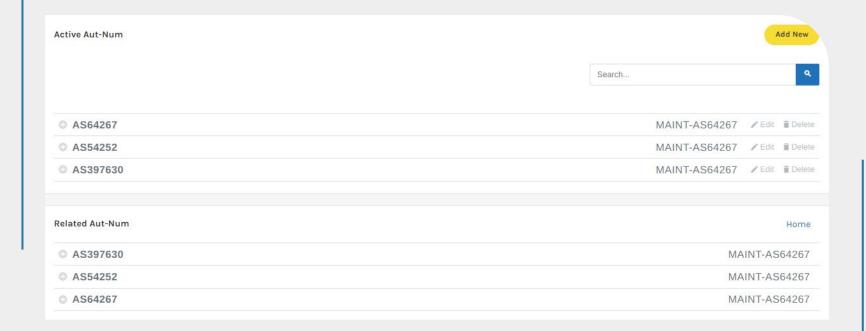
21.22.110.1

•••

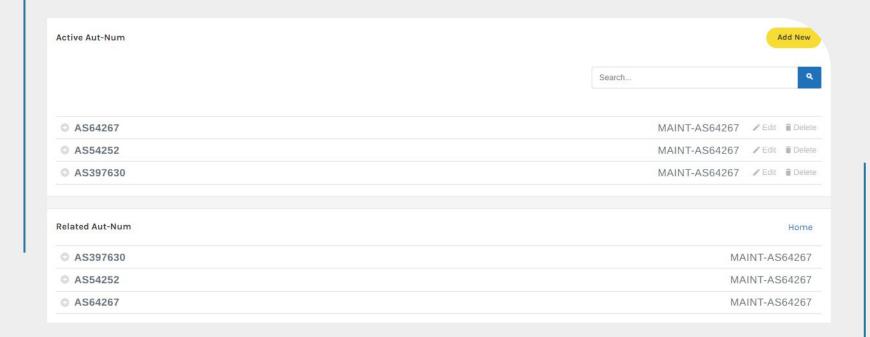
22.121.211.1

Result: Banned by Google before you even get to make a request!

ASNs - Autonomous System Numbers



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Diversity factors: Quantity + Quality

ASN Quality



AFRINIC Ban Speed: Already Gone!



Verizon/Comcast Ban Speed: 2000 requests per hour



Average data center ban speed: 200 requests per hour





The industry at large



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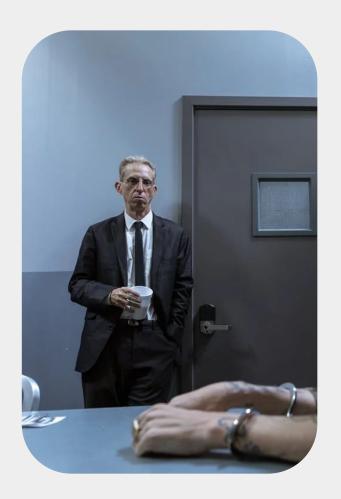
2019: the "Great African IP Heist" - 4,100,000 addresses stolen

2021: AFRINIC CEO allegedly involved in heist

2022: Mauritania prepares to arrest AFRINIC members



My FBI Story



Subpoenas Are Part of the Job





Keep these in mind when sourcing proxies:



Any questions?

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