

Mr. Tom Samplonius

1. Provide a statement of up to 1,000 words in length indicating why you should be elected as a Vanix Director and include relevant biographical information.

I have been involved with providing Internet services in Canada for over 20 years, in a number of different hands-on and management roles. I have worked in the hosting industry in the US and Canada, which included management of peering at 7 different public exchanges in the US, plus a number of private peers. I'm currently working for Urban Communications Inc, a facilities based carrier, specializing in providing gigabit Internet services to residential and business customers. Urban is currently the only provider, advertising and providing gigabit residential in BC.

2. Why do you want to be on the Vanix Board of Directors?

I think it is important to have someone on the board with broad industry experience, not just technical, but operations and facilities as well. I also have experience with utilizing Indefeasible Rights of Use (IRU) to ensure perpetual access to facilities.

3. What specific skills or experiences do you have that make you the best candidate for the Vanix Board?

My unique combination of both carrier/ISP experience, plus facilities experience, including outside plant (OSP) and IRUs is unique on the board currently.

Not exactly a skill, but one thing I would like to state, is that I will never accept money from VANIX for any services in excess of being on the board (board members are unpaid). Being on the VANIX board is not an avenue to build my personal consulting business.

4. What do you feel are the top three challenges and opportunities facing Vanix during the next three to five years?

1. Rights-of-way and leases for all of the VANIX colo spaces and optical fibres. Right now, too many of these agreements are verbal, or in the names of individuals. If those individuals leave their respective organizations, it may pose problems for us of the space.
2. VANIX needs to add more ports for more participants. But these ports need to be added in such a way that network availability is improved.
3. VANIX needs some of the larger networks to join. While the major incumbents tends to avoid public peering, if enough content networks join VANIX, I believe at least one of the major incumbents may participate officially in VANIX.

Government agency participation has been limited so far. I will work through my participant organization, Urban Communications, to provide subsidized transport to any government agency that is on-net with Urban, both as a public benefit to the people served by those agencies, but to VANIX as well.

5. What specific actions do you propose to address one or more of these challenges and opportunities?

The right of ways issue is really the most urgent. It is time for a small committee of board members to meet with Cologix, and Harbour Centre Management. At minimum, letter of understanding (LOU) on space, power, and fibre optic access should be created. The LOUs should be replaced by IRUs whenever possible, but IRUs take longer to negotiate.

6. Please describe your understanding of the role of a Director on the Vanix Board.

Board members are to act in the best interests of the VANIX organization. Board members need to set aside their personal goals as well as goals of their participant organizations, and make decisions that are best for VANIX. The board

7. If elected as a Director, can you make the required time commitment to contribute significantly to Vanix in accordance with what is generally expected of Directors?

Yes

8. If elected as a Director, are you prepared to abide by the Vanix Articles of Incorporation, By-laws, Board Resolutions and Policies as amended from-time-to-time?

Yes

9. Do you agree to abide by the Vanix process for candidate nominations for the election of Directors that has been described to you?

Yes

10. Do you wish to be considered for a two-year or one-year term?

Two year