

**2019 APPLICATION OF DAN RINK FOR NOMINATION
TO BE ELECTED A DIRECTOR OF VANIX**

- 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 a proven track record of building and growing innovative technology companies, founding over five technology companies over the past 15 years. I have success in building multiple companies in the technology sector, including Canadian Utility Solutions, CareCaller Emergency Call Systems, Lightship Works Inc, Truvian Labs Inc. and iTel Networks Inc. Currently, I lead the operations of iTel Networks, where I have served as the Founder and Chief Executive Officer since 2007. Under my guidance, iTel has grown to be one of the top ten fastest-growing Telecom companies in Canada, with expanding market share in every Canadian province and into the United States.

I am also a tireless advocate for Canadian startups, I co-founded Kamloops Innovation, a BCIC funded technology accelerator in 2013. In my role as a board-member, I advise companies across the country on commercialization and technology strategy. I also currently act as an executive in residence at <http://purppl.com/> - an accelerator specifically targeting and providing mentorship to nonprofit entities looking to expand their services via technological innovation and organizational efficiency.

I believe my experience in founding and growing an ISP with no industry knowledge or mentorship and scaling it to a large national company with rapid growth gives me unique perspective into the challenges faced by small and large Canadian ISPS.

- 2. Why do you want to be on the Vanix Board?**

I believe my experiences, industry knowledge and work assisting other nonprofits can bring value to Vanix. I also constantly strive to increase my knowledge and awareness of the telecom industry in Canada and believe the experience will give me more insight and awareness as the current board has an impressive background and skillset. The best way to get better is to always surround yourself with exceptional people.

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

Having directly founded and grown both technology and nonprofit companies. A unique perspective of having developed a national ISP including its marketing, legal, technical, regulatory and all aspects of the company and growing it to near 100 employees. Having joined nearly every IX in Canada I have perspective into some of the operational and user challenges. My work with Purppl has given me many relevant skills to assisting with both process and operational improvements. Having co-founded a technology accelerator and sitting on its board for over 5 years I'm aware of many challenges a board will face and have experience dealing with sponsors, funders, stakeholders and members.

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

Not having discussed or been part of any prior board meetings, it is hard for me to have a position of current or pending challenges or opportunities, but I can speculate based on my time on other boards and nonprofits.

Challenges:

Securing Sponsorship/Grants and ongoing funding for operations is a challenge for all nonprofits. I have experience with all aspects of fundraising and have personally written over 10 successful grant applications.

Onboarding and attracting the right board/volunteer talent as well as new members to increase the peering ecosystem. IX's are fortunate in that they are like gravity - the more peers and members(mass) they add, the stronger their gravity and ability to attract (peers). Creating an environment that fosters opportunities for growth and engagement of membership.

Opportunities generally directly reflect current challenges:

Depending on current funding there are always opportunities for new grants and staff funding if you know where to look.

I believe there are many creative ways to build more awareness for the IX and thus add additional peers and increase the net benefit to all participants. As an example, I recently purposefully plugged VANIX on a video created by a prolific tech influencer which received 1 million views.

Often the greatest untapped value a nonprofit has is its membership, not its Board.

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

I would be willing to consult and assist directly with many of the above items including a review of current fundraising and sponsorship efforts to date.

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

My understanding is the board is expected to be directly involved and participating / highly engaged in operations including Monthly meetings.

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