

**APPLICATION OF TOM SAMPLONIUS FOR ELECTION AS DIRECTOR OF
VANCOUVER INTERNET EXCHANGE (2020)**

Name: Tom Samplonius

Answers to Nomination Process Questions

- 1. Explain from your perspective what VANIX does and why it matters.**
VANIX facilitates the growth and development of Internet connectivity in the Greater Vancouver region.
- 2. Please describe your understanding of the role of a Director on the VANIX Board.**
When acting as a director, directors must consider the needs of VANIX above their other professional and personal obligations. Directors must be strategic planners able to foresee what VANIX needs to do in the present to achieve its goals in the future.
- 3. Why do you want to be on VANIX's Board of Directors? In responding, please indicate the specific skills and experience you have that makes you a qualified candidate.**
To increase the traffic running through VANIX. Traffic is value, both to members and to Greater Vancouver region, and the surrounding communities. I have 20 year of experience in telecom, plus specific experience in peering and interconnection.
- 4. What do you think are the top 3 challenges and opportunities facing VANIX in the next 3 to 5 years? What approach would you take to addressing these issues?**
The biggest challenge is the need to grow traffic. 2020 has been a challenging year, and has left painful bruises on many Internet based business in the region. Out of this comes the need to connect more organizations to improve reliability, improve performance, and improve resiliency for people living in the Greater Vancouver region.
- 5. 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
- 6. 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
- 7. Do you agree to abide by the VANIX process for candidate nominations for the election of Directors that has been described to you?**
Yes