

2021 DIRECTOR NOMINATION APPLICATION OF CHRIS LAFFIN

1. Explain from your perspective what VANIX does and why it matters.

VANIX is an internet exchange that facilitates a cost effective and convenient way for local networks to directly interconnect with each other. This matters because it reduces the risk of a total monopoly by the big cable companies or telco companies. This encourages more competition, better quality local network connectivity and better prices for users. Local network interconnection facilitated by VANIX increases performance because the alternative often is networks exchanging traffic in different cities adding more latency and bandwidth bottlenecks.

2. Please describe your understanding of the role of a Director on the VANIX Board.

A VANIX Director is an elected representative of the VANIX participants. A Director will attend meetings at a regular interval to discuss the policies and operations of VANIX and help provide guidance for the future. A Director will participate in the work necessary to help keep VANIX running sustainably.

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.

I want to be on the VANIX board of directors to help make our local part of the internet better. I am a Network Engineer with over 10 years of experience working for companies with global networks that actively participate in peering all around the world. I currently operate a network that is a member of 39 internet exchanges. I'd like to bring forward my experience as a Participant of a wide range of IX's to offer unique perspectives on operations, policies, availability and pricing.

I'd like to bring forward my skills as a network operator to help efficiently design the network and systems that power VANIX. I am currently a member of the VANIX operations team and have participated in the route server replacements/enhancements, the Arista EVPN network implementation and migrations.

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?

- a. Growth is the number one challenge/opportunity. Almost everyone has at least one device that has network connectivity. Smart devices and cloud services are continuing to gain momentum. As time goes on the internet is going to play bigger roles in people's lives, and this relies on good, easy to obtain connectivity. This is going to result in more participants needing the network connectivity and increased bandwidth. VANIX needs to stay ahead of the curve with sustainable network design and network capacity thinking a few years into the future.
- b. Availability for participants to connect. VANIX needs to monitor the local colocation and datacenter market developments. When new datacenters are constructed, company mergers and acquisitions, or datacenters going out of business, the VANIX plan needs to adapt. This could be as simple as adding new switch locations as new datacenters are built or enabling ways for potential

participants to easily connect back to VANIX locations as the local datacenter market expands.

- c. Costs and sustainability. With lots of already high costs for networks, VANIX must maintain a sustainable low cost infrastructure. As VANIX may grow into new locations and get new hardware, VANIX must try to maintain the same cost structure for these purchases and colocation deals. There are a couple risks to increasing participant costs. It could be hard for all of the participants to justify the costs and could result in less members. The need for an IX will still exist, so this may end up with other IX's trying to take over the Vancouver market. Enabling this condition to allow multiple IX's makes network internet connectivity harder for networks having to connect to multiple IX's to reach the networks they want. As an operator, it is pretty frustrating to colocate in a city that has multiple major IXs and trying to figure out who peers where and justifying the extra costs for multiple IX connections.

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