

2021 DIRECTOR NOMINATION APPLICATION OF SCOTT JAMIESON

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

Vancouver Internet Exchange attracts and facilitates the interconnection of networks by providing value, reliability, and performance for our participants. The growth and success of the exchange influences how many consumer and business services are available to our community, their immediacy, and their costs.

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

A Director provides good governance by applying experience and consideration to matters that affect the immediate effectiveness or future direction of the organization.

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 have been on the Board since incorporation, with particular focus on data centre relationships and connectivity to date. My background is entirely related to telecommunications infrastructure planning, design, permitting, construction, and operations. My 26 years' worth of industry knowledge and connections will continue to support the growth of the organization over the next two years.

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?

Price. We must seek to be as competitive with pricing as possible, while maintaining a viable organization. This means we need to keep our costs down, and increase traffic, and thus value, for existing and prospective participants. Our direct sales efforts must be redoubled. We should consider channel partner sales relationships, or even referral compensation. We should reach out to nascent networks in the enterprise sector.

Reach. I am excited to extend our reach to as many data centres as possible – even those in other parts of our Province. This will take some serious effort on the part of the Board, and a fair bit of goodwill from current and future industry partners.

Innovation. Ultimately, our proximity to Seattle Internet Exchange poses a challenge for our 'cost-per-bit' value proposition. Therefore, we should add as many innovative services as practical into our overall service offerings. At a minimum, we should seek to provide best-in-class services in respect of our market competition. To this end, we should both poll our clients, as well as prompt them, for ways to improve the value they derive from participation.

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?

Truthfully, this is challenging. I will always prioritize my family and juggle the remaining time across my other community commitments. Having said this, both the work of the Board and the operations of the company have become much more efficient and effective over time.

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.