MEETING MINUTES

SICSA DATACENTER MANAGEMENT TEAM

Opening:

The regular weekly meeting of SICSA DATACENTER MANAGEMENT TEAM was duly called and held on Wednesday 9th November at Gallerie Marassa at 9:00 am

Present were:

Gary Berridge
Alex Paton
John Irish

With the approval of the all present, John Irish acted as facilitator of the meeting and recorded the minutes.

1. Approval of Agenda

The [1]agenda was unanimously approved as distributed.

2. Summary of discussions of Agenda Items

i. ITEM 1 – Status Report on Smartmatic/Deschamps Partnership
   1. Alex submitted written reflections of the Conference Call with Smartmatic. In addition, he reported that his overall impression of Smartmatic's position was that they were more interested in a vendor relationship than a partnership.
   2. After a general discussion there was general consensus that
      a) The RFP for the contract would be issued shortly
      b) In all likelihood Smartmatic would win the bid
      c) Deschamps needed to clarify what it wants from the partnership with Smartmatic
      d) The window for Deschamps to assert influence on the process is closing rapidly
      e) Failure to act immediately could result in Deschamps being in a much less favorable position than they anticipate
   3. It was agreed that a letter should be sent to Peter outlining the foregoing concerns.
   4. Gary indicated that, following discussions he had had the previous night, he was very confident a solution to sourcing government towers on which to hang Proxim's equipment was imminent. He indicated further that those discussions also produced a resolution on this issue of Smartmatic's requirement for two datacenters.
   5. Gary agreed to schedule a meeting for Friday 11th November.

ii. ITEM 2 – Update on discussions with Jon Carmichael
   1. John submitted a written report on his meeting with Jon Carmichael.
   2. He reported that his overall impression about Voila's intention is that they are only interested in outsourcing and virtualization as options for improving management of their corporate network. They are less interested in using the Proxim equipment in their broadband network with their clients as this area has been doing well for the company and had just received considerable infusion of capital for infrastructure

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[1] Included in list of documents distributed for meeting

enhancement. Any partnership with Deschamps in this area for the use of Proxim equipment would be inviting competition in an area of their business poised for strategic growth.

3. It was decided that Gary should send Chris an email indicating that
    a) We remain very interested in working with Voila on their corporate IT restructuring plans
    b) We have the capacity to meet any of their outsourcing, virtualization and/or network management needs
    c) In order to provide the best estimate of costing for any of the above undertakings, it would be necessary to conduct a complete network audit to include
        1) An IT Personnel Audit
        2) A network infrastructure audit
        3) An audit of all applications used in network
    d) We can conduct the audit for a price

iii. ITEM 3 – Status Report on Datacenter Completion

1. Gary reported that the datacenter was near completion. He said that the electrical work was done and that two of the generators had already been powered on and that the third was scheduled to be powered on within minutes.
2. He indicated that the datacenter was scheduled to be "turned over" the day before (11/8/11).
3. A decision was made that the team should visit the datacenter the following day (11/10/11) in order to get a firsthand status update

iv. ITEM 4 – Status Report on BNC Discussions

1. Nothing to report at this time. Gary said he was waiting for the BNC Board to be ratified after which time they would send a draft contract for our review for the work they want performed.

v. ITEM 5 – UDT Statement of Work

1. After having all reviewed the [2]Statement of Work from Smartmatic it was generally agreed that there were several points that needed clarification.
2. Gary undertook to schedule a conference call for later in the day at 4:30

vi. ITEM 6 – Other matters

1. John enquired about any agreements with any vendors to provide service to the datacenter. Gary responded that there were two agreements in place, one with UDT and the other with Syncom and agreed to provide copies to the team so that we can all have a full knowledge of the resources contractually available to the team/datacenter.
2. John enquired about the status of the E-Learning Project and its relationship to our work. Specifically, he wanted to know what the technical requirements for supporting the project were. Gary responded that the E-Learning Project was handled by a different group in-house and that he would contact the project manager for information with respect to the requirements.
3. Alex reported that he had reviewed the security requirements for access to the datacenter and has a few modifications he would like to make to the document if he could get it in electronic format. Gary agreed to scan the document and email it to John who would then convert it to text and then send it back to Alex.
4. John asked about the status of hiring the additional techs for the datacenter. Gary indicated that the ads for the positions will be placed in the papers by the end of the week.
5. John reported that he was being addressed directly and cc'd on communications with respect to the router issue in Deschamps network. He wanted clarification that they were no expectations of any action on our part in that regard. Gary confirmed that the matter was being dealt with elsewhere.

vii. Open Actions

[2] Included in the list of documents distributed for meeting

1. Business Plan for Datacenter
    a) John reported that he had scheduled a series of meetings between Alex and himself to develop the Business Plan for the Datacenter. The dates and draft agendas for the meetings have already been sent to Alex. The first meeting was scheduled for the 11/09/11 (same day) but will have to be rescheduled due to time taken by the current meeting.
    b) Alex and John will consult on new start date and time for the meetings
2. Compare Datacenter specs with Smartmatic requirements
    a) Alex indicated that he had reviewed the requirements from Smartmatic.
    b) He said that he needed about two to three days to compare them with our datacenter specs and would provide a report subsequently.

3. List of service offerings and prices for Datacenter
    a) John indicated that he had already suggested the list of services that should be the initial offerings of the datacenter. However he needed to confer with Gary with respect to the prices.
    b) Gary will inform John of his availability.
4. Proxim alternative to use of towers
    a) Based on the John's meeting with Carmichael it was decided that
        1) It would be better to seek an alternative to Voila as a partner for the use of towers
        2) Continue all efforts to get Voila as a client for virtualization and outsourcing for their corporate network.
5. Gary would continue his efforts to get access to government towers, a prospect about which he is very optimistic

3. Agenda for Next Meeting

i. Progress report on Smartmatic/Deschamps partnership
ii. Progress report on Deschamps/Voila partnership
iii. Progress report on Datacenter completion
iv. Progress report on Business Plan Development
v. Progress report on Marketing Plan Development
vi. Progress report on BNC
vii. Report on technical requirements for E-Learning Project
viii. Progress report on Datacenter Security Access Procedures
ix. Update on Datacenter tech hires
x. Other matters

Adjournment:

Meeting was adjourned at 12:00 pm by John Irish. The next meeting is scheduled for 11/18/11 at 10:00 am. Any additional specific agenda items will be communicated in a subsequent correspondence

Minutes submitted by: John Irish