

## KEN MOYLE

Ken.moyle@K6Partners.com

linkedin.com/in/kenmoyle

@moyleken

+1 (860) 980-0056

### SUMMARY

---

- Business-focused legal executive specializing in electronic signatures and SaaS services
- Internationally respected digital transactions legal expert and thought leader
- Frequent speaker/lecturer on electronic signature and Digital Transaction Management (DTM) legality
- Record of success in leading companies with disruptive products across "the chasm", into viral adoption and revenue growth
- Driver of advances in policies, laws and attitudes toward disruptive technological change

### EXPERIENCE

---

#### **K6 Partners LLC / K6 Legal PLLC**

*02 / 2016 – Present*

##### **Founder & Managing Member**

Founded a family of entities offering legal and consulting services to medium- and large-sized businesses in support of their "digital transformation" efforts. Developed a three-tiered methodology for delivering assessments, project management, and training services, all focused on helping clients achieve maximum, measurable results. Set up a network of talented contributors to furnish clients with appropriate levels of subject matter expertise and project delivery. <[www.k6partners.com](http://www.k6partners.com)> <[www.k6legal.com](http://www.k6legal.com)>

#### **DOCUSIGN, INC.**

*07 / 2006 – 02 / 2016*

##### **Chief Policy Officer**

Spearhead company's efforts to remove barriers to adoption of DTM worldwide. Developed company's innovative public policy program, the first of its kind in the industry. Built coalitions with state and federal government and business stakeholders – including competitors – to successfully educate and persuade decision makers to enact changes in policy and legislation to support adoption of digital transactions. Established National E-SIGN Day by concurrent resolutions in U.S. House and Senate. Proposed and obtained pilot project for e-signature on IRS for 4506-T, resulting in significant changes in IRS policy. Recruited by Congressional staff to advise on and ultimately draft the Small Business Loan Simplification Act of 2014. Sole U.S. envoy to European Commission private sector summit on e-identity.

##### **Chief Legal Officer**

Built and led the DocuSign's legal, corporate, regulatory compliance, privacy, cybersecurity, and risk management programs. Led efforts to change state and federal laws, regulations and agency guidance to support use and adoption of electronic signatures and records. Established first DocuSign advisory council (the GC Summit). Hosted over 1,000 meetings and calls with customers, prospects and their counsel to address legal questions regarding electronic signatures and digital transactions. Recruited, trained and retained an award-winning team of lawyers and paralegals to support business growing at 80% YoY. Created legal framework to support a SaaS business model with multiple revenue channels. Managed litigation matters to successful outcomes, under budget. Grew IP portfolio by 10x. Designed, staffed and managed company's original Human Resources, Product Support, Professional Services and Security departments. Pioneered early efforts to introduce Digital Transaction Management into European markets. Established Service Level Agreements for internal clients. Set standard for internal and external excellence in delivering legal services, with emphasis on being easy to work with. Reported to CEO.

#### **ELECTRONIC SIGNATURE & RECORDS ASSOCIATION**

*07 / 2006 - Present*

##### **Board Member & Former Chairman**

Board member and Former chairman of a Washington, D.C.-based industry trade organization devoted to removing barriers to adoption of digital transactions. Helped build education and outreach programs for ESRA's members and the public. Led earliest efforts to identify and address the legal, regulatory and operational issues related to the use of electronic signatures and electronic records.

##### **Chairman, Public Policy Committee**

Established ESRA's Public Policy Committee, focused on addressing legislative and regulatory issues affecting adoption of electronic signatures and records. Authored and implemented ESRA's public policy strategic playbook. Managed a growing team of volunteers from disparate and competitive industries. Regularly engaged with Congress, federal agencies, state regulators and

legislators, the European Commission, and standards organizations such as NIST, ETSI, and CEN. Key driver for electronic signature policy changes at U.S. Treasury, Small Business Administration and Federal Housing Administration. <[www.esignrecords.org](http://www.esignrecords.org)>

**NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY (NIST)**

*09 / 2012 - Present*

***Identity Ecosystem Steering Group***

Original member of the Steering Group formed by a White House initiative to develop a national e-identity ecosystem. An independent, non-profit organization dedicated to creating the future of trusted digital identities, the IDESG issued version 1 of its Identity Ecosystem Framework in October 2015.

**UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE**

*10 / 2014 – 12/ 2015*

***U.S. Delegate to UN Centre for Trade Facilitation and Electronic Business***

UN/CEFACT Serves as the focal point for trade facilitation recommendations and electronic business standards, covering both commercial and government business processes that can foster growth in international trade and related services. Contributed subject matter expertise to projects tasked with revising Recommendation 14 – Authentication of Trade Documents (2014) and Recommendation 1 – UN Layout Key for Trade Documents (2015).

**INSIGHTFUL CORPORATION**

*04 / 2001 - 07 / 2006*

***General Counsel & Secretary***

Used post-IPO experience to rapidly bring the company into compliance with SEC requirements. Implemented initial SOX compliance programs. Responsible for SEC reporting, investor relations and all communications with regulatory and self-regulatory organizations. Managed delisting crisis by timely engaging appropriate internal and external resources and by establishing relationships with regulatory agencies, averting more serious consequences. Created worldwide distributor and reseller program. Audited product code base for open source and third-party code to ensure compliance with licenses. Created strategy for leveraging open source software under a commercial licensing model, and later lectured on this topic in an international legal education series. Successfully closed and integrated four acquisitions, including three international subsidiaries. Established all of company's international subsidiaries, including establishing and maintaining processes for global HR compliance and benefits parity. Negotiated purchase of core IP, saving the company millions in royalties. Reported to CEO.

**ASKME CORPORATION**

*2000 - 2001*

***Corporate Counsel***

As the company's sole legal officer, advised executive team on all general legal matters, including founder stock transfers, employment actions, and creation and restructuring of major deals. Managed outsourced legal services, reducing company's monthly legal expenditures by 80%. Reported to CFO.

**ONYX SOFTWARE**

*1995 - 2000*

***Assoc. Gen. Counsel***

Consulted to startup during law school years and joined full time as attorney. Pre- and post-IPO, managed day-to-day legal activities of Onyx, including worldwide management of outside counsel.

**OTHER EXPERIENCE**

---

Sales and Sales Management positions at Gallo Sales, Digital Systems International (MOSAIX), ATM Systems.	<i>1988 - 95</i>
Military Policeman, United States Army, Stuttgart, Germany.	<i>1982-84</i>
Mortgage Industry Standards Maintenance Organization (MISMO) Legal Issues Working Group.	<i>2007-08</i>
Observer, Uniform Law Commission drafting committee, Revised Uniform Law of Notarial Acts.	<i>2009-10</i>
SME, International Telecommunications Union (ITU).	<i>2011-12</i>
Member, Senior Steering Committee, Insured Retirement Institute (Ops & Tech).	<i>2015-2016</i>
Member, American Bar Association Federated Identity Management Taskforce.	<i>2010-present</i>
Observer, Uniform Law Commission Study Committee on Identity Management in Electronic Commerce	<i>2017-present</i>

**EDUCATION**

---

**UNIVERSITY OF WASHINGTON SCHOOL OF LAW**

*J.D.*

Winner of Client Counseling competition, finalist in Mock Trial competition, member of Moot Court Honor Board, elected to Editorial Staff of Pacific Rim Law & Policy Journal, named Executive Officer of Business Law Group.

#### **Oregon State University**

##### ***B.A. Business Administration***

##### ***B.S. Political Science***

Rowed crew, pursued two degrees and led the Counsel of Independent Students to its highest membership participation in school history. Graduated in four years.

#### **北海道大学 (Hokkaido University)**

##### ***Japanese Language & Culture***

Summer session in Sapporo, Japan. Placed with non-English speaking host families.

### **HONORS**

---

- Finalist, Corporate Counsel of the Year, Puget Sound Business Journal, April 2012
- Finalist, Corporate Counsel of the Year, Puget Sound Business Journal, April 2011
- Admitted to bar of U.S. Supreme Court on first electronically signed and filed bar application, Oct. 4, 2010.
- Army Achievement Medal, 1983.

### **PUBLICATIONS**

---

#### ***Books:***

Buckley, Jeremiah S., John P. Kromer, Margo H.K. Tank, and R. David Whitaker. *The Law of Electronic Signatures and Records*. 2015 ed. (Chapter 21) Little Falls, NJ: Glasser LegalWorks, 2004.

#### ***Articles & Blogs:***

"The New York Wage Theft Prevention Act: Take Action by February 1st." *DocuSign Blog*. 23 Jan. 2012.

"Freddie Mac Now Accepts Electronic Signatures." *DocuSign Blog*. 16 May 2012.

"Celebrating National E-SIGN Day." *DocuSign Blog*. 29 June 2012.

"Fannie Mae Streamlines Offer Process on HomePath Properties | JD Supra." *JD Supra*. 23 Oct. 2012.

"Successful Pilot of DocuSign by the IRS." *DocuSign Blog*. 16 Nov. 2012.

"Pagan Rituals--Or, Why Spring Cleaning Should Include Your Corporate Policies." *DocuSign Blog*. 28 Mar. 2013.

"National E-SIGN Day 2013: This Sunday." *DocuSign Blog*. 27 June 2013.

"FHA Changes the Game for Real Estate Professionals and Mortgage Lenders." *DocuSign Blog*. 31 Jan. 2014.

"A Secure Signature." *DocuSign Blog*. 27 Feb. 2014.

"IRS Expands Electronic Signature Form Acceptance." *DocuSign Blog*. 14 Mar. 2014.

"Is It Time to Sign along the Digital Dotted Line?" *Property Industry Eye*. 28 Mar. 2014.

"Comment: E-Signatures, the Future, Legality and Security | Legal IT Insider." *Legal IT Insider*. 4 Apr. 2014.

"Don't Risk Your Health (Data) with Paper." *DocuSign Blog*. 25 July 2014.

"Clarifying Mortgagee Letter 2014-03." *Progress in Lending*. 12 Nov. 2014.

"Of Safe Harbor and SpyGate." *LinkedIn Pulse*. 26 Mar. 2015.

"Are We Stuck in E-Adolescence?" *LinkedIn Pulse*. May 30, 2015.

"E-Identity: Will US, EU Meet in the Middle?" *LinkedIn Pulse*. 4 June 2015.

"National E-SIGN Day Past, Present & Future." *LinkedIn Pulse*. 30 June 2015.

"What Does the EU E-signature Directive Mean for the Private Sector?" *Lawyer Issue*. 17 Nov. 2015.

### **SPEAKING**

---

#### ***Speaking events:***

"Electronic Signatures and Private Education Loans." 2007 NCHelp Fall Training Conference. Atlanta. 14 Nov. 2007.

"So You Want to Implement Electronic Processing?" Association of Insurance Compliance Professionals Annual Meeting. Atlanta. Oct. 2008.

Host, "International Compliance Roundtable." ESRA annual membership meeting. Washington, D.C. Sept. 2009.

"Legality of Electronic Signatures in Real Estate." California Association of Realtors® Expo. Las Vegas. Oct. 2009.

Keynote, National Association of REALTORS® Green Designee Award and Networking Reception. New Orleans. 5 Nov. 2010.

“Privacy for you, me, everyone” with Darity Wesley, National Association of Realtors®, NARDigras, New Orleans, 6 Nov. 2010.

“Real Estate Security Panel.” National Association of Realtors® Annual Conference. 6 Nov. 2010

“Legal and Regulatory Update.” The DocuSign Summit. Burlingame, California. May 2011.

“‘Minimalist’ e-Signature Regimes: What’s Working and What Isn’t?” European Forum on Electronic Signature. **Międzyzdroje, Poland.** June 2011. <[https://efpe.eu/archiwum/?page\\_id=530](https://efpe.eu/archiwum/?page_id=530)>

“‘Minimalist’ Authentication Regimes for e- Signatures: What’s working and what isn’t?” EEMA's 24th Annual Conference on European e-Identity Management. **Tallinn, Estonia.** June 2011. [http://www.revolution1.plus.com/eema/speaker\\_biogs.sess.htm](http://www.revolution1.plus.com/eema/speaker_biogs.sess.htm)

“Separating eID from eSignature in Support of the Broader Adoption of Both.” PKI Forum Russia. **St. Petersburg, Russia.** Sept. 2011.

“Advanced Electronic Signature under the EC Directive.” DocuSign UK Open House. **London.** Sept. 2011.

“United States e-Signature market trends.” ETSI EU-US Electronic Signature Workshop. Washington, D.C. 9 Feb. 2012.

“Electronic Signatures in the Public Sector.” Presentation to Internal Revenue Service. Washington, D.C. May 2012.

“Sounds Great...but is it Legal?” DocuSign MOMENTUM Conference. San Francisco. May 2012.

“Gadget Dawgs – Electronic signatures in NY Real Estate.” New York State Association of REALTORS® Fall Business Meeting. Verona, New York. Oct. 2012.

Keynote. DocuSign MOMENTUM EMEA. **London.** Oct. 2012.

“How to Add E-Signatures in Your Firm.” LaserApp 2013 Conference. San Diego, California. Aug. 2013. <<https://www.youtube.com/watch?v=cS-qhE8MgOk>>

“Tackling E-App / E-Signature Compliance Complexities.” 2013 Medicare Supplement Insurance Summit. Scottsdale, Arizona. Sept. 2013. <<http://youtu.be/cS-qhE8MgOk>>

“Leading the corporation's response to regulatory risks.” LegalWeek Global Corporate Counsel Forum. New York. Sept. 2013.

“But Can I TRUST it’s Legal?” DocuSign Signature City Tour. Chicago, New York, Boston, **London.** Sept.-Oct. 2013.

Moderator, “Going Global: International e-Signature Frameworks.” E-Signatures 2013 Conference. New York. Nov. 2013

“Data Security Risk & Fraud Detection.” MarketCounsel Summit 2013. Las Vegas. Dec. 2013.

Invited speaker, National Association of REALTORS® E-Signature Summit. Arlington, VA. 28 Jan. 2014.

“Cyber Security Briefing.” Trans-Tasman Business Circle. **Melbourne, Australia.** 29 Mar. 2014.

“Legality of E-Signature (Australia/NZ).” Salesforce1 World Tour. **Melbourne, Australia.** 30 Mar. 2014.

“Revolutionising (sic) the \$5+ trillion asset class” (with Graeme Mirabito, CEO RP Data). Mortgage Innovation Forum Asia-Pacific Banking & Finance. **Sydney, Australia.** 2 Apr. 2014

“Strategies for Digital Transformation.” DocuSign MOMENTUM EMEA. **London.** 4 June 2014.

“Bridging the Product Gap.” Inman Connect. San Francisco. July 2014

“Going Global with Digital Transaction Management.” DocuSign Signature City Tour. Chicago, New York, Philadelphia, Dallas, Atlanta, Minneapolis. Sept. 2014.

“Compliance Risk Management.” Georgia Bankers Association annual conference. Macon, GA. 24 Sept. 2014.

“Going Global with Digital Transaction Management.” DocuSign Signature City Tour. **Dubai, Johannesburg, Paris, Stockholm, Amsterdam.** Nov. 2014

“Legal guide to E-signatures in South Africa.” DocuSign Tour hosted by AdvanceNet. (**Johannesburg, South Africa.** 16 Apr. 2015.

“The Inevitability of Digital Transactions.” IRI Connections 2015. Las Vegas. Mar. 2015.

“Strategies for E-Signature Acceptance in Insurance.” AppliedNet Conference. Las Vegas. Oct. 2015.

Moderator, “Online Identity: Global Trends & Opportunities.” E-SIGNRECORDS 2015. New York. 17 Nov. 2015.

“E-signatures: Understanding their Enforceability” (expert panel). International Association for Contract & Commercial Management EMEA Conference. **Rome.** 11 May 2016

#### **Lectures:**

“eCommerce 2009: The State of the law of electronic signatures and records.” Washington State Bar Association live video webinar. June 2009.

“Electronic signatures and records.” Washington State Bar Association Corporate Counsel Institute. Seattle. Oct. 2009.

“Electronic Signatures and Records – What’s the Current Law?” telephone CLE with Margo H.K. Tank. Virginia Bar. 26 Jan. 2010.

“The Law of Electronic Signatures – Washington Update.” Wilson Sonsini Goodrich & Rosati LLP CLE. Seattle. Dec. 2011.

“Practical Approaches to Complying with the NY Wage Theft Protection Act.” Webinar CLE. Dec. 2011.

“The Law of Electronic Signatures – California Update.” Wilson Sonsini Goodrich & Rosati LLP CLE. Palo Alto. Jan. 2012.

“Law of Electronic signatures.” ACC Law Department Executive Leadership Session. Palo Alto. 28 June 2012.

“ESIGN 101” (with Margo H.K. Tank and R. David Whitaker, BuckleySandler LLP). Washington, D.C. Nov. 2012. <<http://slideplayer.com/slide/5856058/#>>

"Master Class: Electronic Signatures: Global Legalities and Realities." Corporate Counsel Exchange. **Noordwijk, The Netherlands**. Oct. 2013.

"Electronic Signatures: Global Legalities and Realities 2014." Corporate Counsel & Compliance Exchange. **London**. 9 Apr. 2014.

"The Law of Electronic Signatures & Records, 2014 update." Perkins Coie LLP in-house CLE. Oct. 2014.

"Electronic Signatures and the global impact of the Digital Agenda for Europe." Corporate Counsel & Compliance Exchange. **London**. 21 Apr. 2015.

"Contract Management: What Works and What Doesn't?" with Claire Debney and Gregory Leveau. Association of Corporate Counsel Europe. **Munich, Germany**. 1 June 2015.

"E-Signatures: How the Law of Contracts is Changing" (online CLE). American Bar Association. 19 Aug. 2015.

Faculty, Association of Corporate Counsel Annual Meeting 2015. Boston. October 2015.

"Digital Transformation of the Legal Department." Drafting Business Documents. University of Washington Law School. Seattle. 4 Feb. 2016.

"E-Signatures: How the Law of Contracts is Changing" (online CLE). American Bar Association. 20 Apr. 2016.

"E-Signatures and International Contracting" (online CLE). Strafford. 25 Apr. 2017.

"Contract Law & E-Signatures" (online CLE). Clear Law Institute. 1 May 2017

### ***Testimony***

Before the S. Comm. on the Judiciary, 62d Leg., Reg. Sess. (Wash. 2012). Feb. 2012.

Before the Washington State House Judiciary Committee (in support of S.B. 6069). Sept. 2012.

Before the Washington State Senate Law & Justice Committee: Electronic Signatures in State Commerce. 11 Sept. 2013.