



RICHARDS
LAW FIRM
PLLC

www.richardslaw-dc.com

Capability Statement | Managing Principal Biography

The Richards Law Firm PLLC concentrates its practice on the law of electronic transactions and signatures, transactional matters related to information technology procurement and licensing, and a broad range of associated electronic commerce, consulting, outsourcing, development and hosting relationships and issues. The Firm also offers outsourced general counsel services to companies of all sizes.

The Firm's managing principal is John A. Richards. Prior to starting the Firm, John worked in-house as associate general counsel with a Washington D.C.-based Fortune 100 financial services company for over sixteen years, during which time his practice focused on a range of intellectual property, technology licensing, electronic commerce and related transactional and policy matters. He served as the company's lead counsel in the area of state and federal electronic transactions and signature laws, and had been integrally involved in a variety of related legislative matters, including negotiations leading to passage of the federal Electronic Signatures in Global and National Commerce Act and associated measures across the United States.

John has lectured extensively on electronic commerce and electronic signature matters before various groups in the U.S. mortgage finance and related industries, as well as at the World Bank and various government- and development bank-sponsored conferences throughout the United States and in the Caribbean. He has authored a number of articles and papers in this subject area, including *It's the Message, Not the Medium! Electronic Record and Electronic Signature Rules Preserve Existing Focus of the Law on Content, Not Medium of Recorded Land Title Instruments* (with D. Ewan and M. Tank) 60 The Business Lawyer 1487 (Aug. 2005).

John is a member of the District of Columbia Bar, including its Computer and Telecommunications Law, Intellectual Property Law, and Real Estate, Housing and Land Use Sections, as well as the American Bar Association, including its Business Law, Real Property, Trust & Estate Law and Science & Technology Sections; he also sits on the Business Law Section's Cyberspace Law Committee, where he has participated in that committee's Working Group on Transferability of Electronic Financial Assets.

He is a past member of the boards of directors of the Electronic Financial Services Council and the Property Records Industry Association, and has participated as a voting member on a Drafting Committee tasked with developing Standards and Procedures for electronic Records and Signatures (SPeRS); John also was involved in the Mortgage Bankers Association (MBA) eNote Registry Task Force, and the Legal Core Subgroup of the eMortgage Working Group of the MBA's Mortgage Industry Standards Maintenance Organization, as well as the eMortgage Adoption Task Force of the MBA's Residential Technology Steering Committee.

A 1992 graduate of the Georgetown University Law Center, John received his B.A., *cum laude*, in Economics and International Business from Baruch College of the City University of New York in 1988, and remains active in alumni affairs, currently participating in the Georgetown Club of Metropolitan D.C., and serving as immediate past president of the National Capital Area Chapter of the Baruch College Alumni Association.