

IACA 2023 Monday, May 22, 2023

Monday, May 22		
7:00 AM - 8:30 AM	Breakfast	Market Table/iMOCA Gallery
8:00 AM - 4:30 PM	Registration	Ballroom Foyer
8:30 AM - 9:15 AM	Opening Ceremony	Alexander Ballroom
	United States & Canadian Anthems: Ken Knowles	
	Welcome Address from Secretary Diego Morales	
	Announcements	
9:15 AM - 10:15 AM	Roll Call of Jurisdictions	Alexander Ballroom
10:15 AM - 10:30 AM	Break	Nourishment Hub
10:30 AM- 12:15 PM	Roll Call of Jurisdictions/Roll Call of Partners	Alexander Ballroom
12:15 PM - 1:30 PM	Lunch	Market Table/iMOCA Gallery

Roll Call of Jurisdictions

- Moderated by Shannon Delgado from California.
 - Biggest accomplishments
 - Most significant challenges
 - Top priority for the coming year

Arizona-

- Tanya Gibson, Director. Corporation and LLCs are with her organization called the Arizona Corporations Commission. The Secretary of State's office is separate and handles work for partnerships, trademarks, and UCCs.
- Challenge: staffing. The state does not pay as well, and they were short staffed.
- Success: cross training. Because they were short staffed, they cross trained. There are four other areas that could support the call center.
- They did get their budget ask for a new system and look forward to that effort.

Australia

- Andrew Marshall, Acting Director.
- Accomplishment- Merit Award at the IACA conference regarding the use of data.
- Challenge- going through significant changes and reorganization.
- Top priority- three: 1) to raise awareness for vulnerable users 2) create efficiency and make compliance easy 3) to address misuse of the system and act when identified. Would like to hear about how others address fraudulent filings.

Belize

- Alma Galeano from Belize
- Achievements: they successfully launched online business registry and it is 6 months in. It used to take 5 days or more and now it is 24 hours. Entrepreneurship is one of the drivers. Now they can register within hours. This is the first of its kind in Belize. They want to integrate.

- Staffing- very dynamic staff. They must cross train and they must train the public, who has been reluctant to change. They are doing education and public outreach. They are doing an educational campaign.
- Future- they want to better the services for their country and provide quality to their user.

British Columbia

- Kaine Sparks
- Accomplishments:
 - Building the systems for 2 years and rebuilding the systems and platforms. They went to open-source code. They use a log-in method for authentication.
 - Built a business name check that gives you feedback using AI learning.
 - Beneficial Ownership: They completed enhanced search. They are required to use the system so that they can determine the data is real.
 - Access controls: they are in the design process. It feels more like Amazon or Netflix.
 - They have a PC wallet that has all your business information- this is a pilot.
- Challenge: fraud
- Top priorities:
 - Modernize systems in an agile way and they have many old systems. At the end of the year there will be one system but, in some cases, they must use up to three.
 - Retention: there is over 120 staff. They try to automate and ramp up the onboarding process.

California

- Shannon Delgado, Assistant Chief
- Accomplishment- made it though a full year of the new system. They went live on April 7, 2022. Processed 3M filings and 9% of those were completed online. But, their Notary system is 30 years old and they are in the process of upgrading it.
- Challenges:
 - hiring. The basic level positions are entry level. There are few applicants, and they are not the best.
 - Fee waivers in 2022 that could make business filings for free.
 - There was an increase in registrations and fraud. They do not collect a lot of information on the registrations, so they recently added a mandatory \$5 copy fee that has helped. This ends on June 30.
- Future: Customer education campaign and they are having a workshop.

Canada

- Isabelle Foley
- Challenges:
 - One challenge is also the top priority: beneficial ownership this will look for those with significant control. This will help identify tax evasion. It is a multi-year project.
 - Bringing the staff back in the office 2 days a week has been a challenge.

- Next Year: they are validating using the Canada post office and showing the users driver's license.

Colorado

- Mike Hardin, Director
- Challenges:
 - Currently they have business filings that are easy and cheap, so they are susceptible to fraud. They are working to identify and combat it. They worked with the AGs office if they want to take over a business, they work with them to get a complaint and pass on to the AG office. It takes about 2 months and then it is marked as a fraudulent filing.
 - Deceptive solicitation was another one. There is a flyer that tells them to register that is fraudulent. They require that the flyer indicates it is not a government entity. That should help combat that activity.
 - Trevor Timmons has left the Division.
- Upcoming: they have electronic OATHS in their system to go online with authentications. Business re-write of the system is about 75% through the volume of the higher volume filing. Notary- they had a sunset notary bill. They allow translators and allow an increase in fees.

Connecticut

- Nancy Nicolescu, Assistant Director
- Achievements: worked on promoting online filings. They have 98.6% filed online. This is a direct result of online filing and outreach. They send annual report reminders with links to the reports. This generated 99.6% filed online. They elevated a document reviewer to the position of business analysis, and they work directly with the vendor to work through system issues. This has been a good approach to getting IT help. This helped to move forward with Salesforce.
- Challenge- completing a back-scanning for documents to 1994. They made several million documents available online to increase transparency.
- Secretary of State launched a program called CEO to help promote registration and help users to get out to vote and reminders of upcoming elections. Many of the businesses are very active in community. They get recognized on the website.

Delaware

- April Wright, Administrator
- Challenge: staffing challenges were the most significant challenge. They hired eight temporary legal staff to supplement workforce and was successful and helped reduce the backlog. They use job fairs and Facebook links and created an insert and worked with HR to develop more successful postings and to hire multiple and leave postings running.
- Top priority: Legislative initiatives and a new notary system is coming soon.

District of Columbia

- Rebecca Janovich, Interim Director

- Challenge was also accomplishment- the division split into two different agencies. Internally change is hard. They are working to determine the new identity of the recently split division and the director has left. That has been challenging for the staff.
- Top priority: Looking to update the corporate registration system very soon.

Estonia

- Kersti Rätsep
- Accomplishment: the change we went through to make data available free of charge. This made the data free and convenient so that users could download the data.
- Top priority: Legislative changes will be causing significant changes and they are working to improve the UI/UX on the portal.

Georgia: two offices

- Anika Walker, Director
- Accomplishment: staffing. It has been great, and they have not lost anyone in the past year. They have a staff of about twenty. They have over 1.4 million active entities. They have a group that are in the office and work from home. It is about 10% paper filings. The ones working from home work on the online filings. There are a few days at home and a few at the office. The transition back into the office caused a brief adjustment.
- Challenge: fraudsters and bad actors. They want to see how they can tackle that and find ways that will help them. The forms provide minimal information, so it is easy for it to be fraudulent. They work with investigations and try to work through that to try to stop it. That is the biggest struggle for them.
- Mike Smith, Director
- No new legislative items. They did roll out a new system to help combat fraud. They do a comparison on names and look for a match. It came out in January, and they have about 9K that have used it. He will lead a conversation regarding Notary at the IACA conference.
- UCC forms will be ready on July 1st.
- Goal is to be here next year.

Germany

- Celia Johnston.
- Accomplishment: keeping the deadlines for the digitization and mobility directive into their current system and working toward their new system. They integrated into the technology stack. They are preparing for the launch of the system next month. They are setting a new standard for the IT landscape not only the business register, but they also developed shared services to help with other court proceedings. They made data and documents free of charge.
- Challenge: keeping up with legislative changes while updating two systems and being short staffed. One challenge is the migration of the documents in the system. There is a lot of data to migrate to the new system.
- Upcoming- launch of the new system and with those that use a different technology stack.

Ghana

- Fred Asiamah-Koranteng, Director
- Deals with secure transactions. He joined IACA in 2011.
- Achievement: he started a program about 30 years ago. He has learned a lot from IACA to help further his program. Seventeen different countries visited them to learn from Ghana's experience.
- Achievement: to provide easy access to credit. Online system works fairly well. What is left is to step up the registrations.

Hawaii

- Krystine Tanaka, Director
- Working on modernization of the system and have been meeting for hours on Teams each day and then catch up on the daily tasks. They plan to race to the finish early next year. They are presently all working in the office. They are trying to fill the vacant positions and they interview several times a year.

Illinois

- Kari Beyers, Filings Manager
- Accomplishment: welcomed a new Secretary of state
- Developing a system to allow to bring paper processing online.
- Looking forward to bringing everything online

Indiana

- Rebecca Longfellow, Director of Business Services
- Accomplishment: the INBiz roadmap they put together. IN has a one stop show through INBiz where other agencies are hosted on the website. They can file with us with Department of Revenue and others throughout the state. They took the information and put it into one view that is a page focused on the steps to register a business, how to file a business entity report and all the basics. They went through other IACA members and saw what others did to share the information. In addition, they put information on avoiding business frauds and identity theft. They created a single focus point. They updated the business entity report information to help them refer to it.
- Challenge: like most, fraud is the issue. There has been an uptick. They use a software that helps to flag and block people from using the system. The staff helps identify issues during a weekly meeting. If they believe it is fraud, they send interrogatories. Working very hard on Notary complaints. They are seeing an uptick in sovereign citizen.
- For next year: the Secretary is very interested in the data. Will look at how to make the data better. IN has an amazing data center, and they want to focus on IN economy through data.

Iowa,

- Carl Dietz, Director
- Achievements: Added several filing types to the online filing tool. In addition, they renewed the legacy filing to make it more seamless for those not on the fast track. They brought on a business

services outreach specialist. There is an awareness they are working on regarding trafficking and other anti-trafficking measures that they are working on to prevent human trafficking. Over the last year over six hundred businesses have joined the effort.

- Challenges:
 - Sovereign citizen activity.
 - Iowa updated legislation
- Next couple weeks: they will decide on call center vendor and will go live in the next few months. This should help staffing and consumers.

Jersey

- Julian Lamb
- Achievement: had to complete a task force questionnaire on how effective they are for several international initiatives. This includes the registrations with legal arrangements. All jurisdictions use a registry. They want to determine how effective you are as a registry in your jurisdiction for money laundering, financing weapons of mass destruction and financing terrorism.
- Challenge: make sure your data is accurate and timely. There is no choice to not discuss AI but instead try to use it.

Kansas

- Jameson Beckner, Director
- Biggest accomplishment: they went online with Notary. They have a search component to look for a notary.
- Challenge: staffing is an issue. Instead of hiring, they came together as a team. They stayed current through the filing season. Thirty percent of filings on paper. They stayed current due to their team.
- Challenge: online filing system for the business. Their current system is AS 400 green screens. They are transitioning to the new system.
- Goal: to make that transition in January 2024. They are looking at streamlining and fee reviews. They have asked a lot of “why” questions. They will push legislation to help with that. There was a franchise tax that impacted the system. It should be a much more user-friendly system going forward.

Louisiana

- Angie Gill, Commercial Manager
- Accomplishment: improving website to allow more online filing. They worked with finance for refunds with the goal of automating the process.
- Challenges: issues trying to hire people, getting them to apply and getting them to stay.
- Priority: to make more filings automated. With the increase in workload and decrease in staff it will help.

Maine

- Cathy Beaudoin, Director

- Challenges: the development of corporate system. They have had staffing challenges. Hope to roll out system by early fall. Dealing with a backlog of filings due to staffing issues and high volume of corporate filings. They had a 60-day backlog and got help from the elections division. One resource went to BMV, and they were able to get her back. They got a few temporary workers and are now 10-12 days behind. That was an issue for the past couple of years. They upgraded the positions and are now fully staffed.
- Top Priority: Gearing up with the adoption of an act on July 1. Administrative rules were recently published.

Maryland

- Michael Higgs, Director
- Achievements: They handle real estate, personal assessments, and tax assessments. Their focus is on customer service with a great deal of training to help serve the customers better. They rolled out a call center in the past year. That is producing results. They are relocating to a downtown Baltimore location, and they will be on the ground floor of the business district.
- Challenges: Security challenges are an issue due to antiquated systems. They are working to move into the cloud.

Massachusetts

- Marissa Soto-Ortiz, Director
- Accomplishments: been able to hire a lot of staff; 3 FT filing and 2 FT certificate filers. The certificate requests increased in volume. Launching new forms for the 20-year-old system. The forms will be an upgrade and will work for the visually impaired.
- Challenge: modernization and digitization of the system. Most of the work is done by paper currently. This will be a several year project.
- Top priority: they are hopeful that all goes well in next month's launch.

Michigan: two offices

- Alexis Lupo, Director
- Achievement: RFP for new system last year. They awarded it to Tecuity. That is what they will be working on. Current online filing is 74%. Processed 1.1M filings in the past year. They allow businesses to opt-in for electronic notifications. They still mail some things for now.
- They waived \$100K in fees for veterans. They restarted some of the educational outreach. They work with SCORE. They are working to amend trademarks from the current classification that was last amended in the 1980s. They want to use the USPTO classification system.
- Challenges: fraudulent activities and fraud, navigating hybrid work schedule, and their current system.
- Rayne Sherman, International Programs Specialist (UCC)
- Accomplishment: got to full staff of four employees. They put out RFP for new system and are working through that process.
- Challenge: putting together a new system

Minnesota

- Adam Hansen, Director
- Accomplishments: UCC bogus filer bill enacted. They began translating business documents. They are doing this by topic to make sure the verbiage is correct. They have eleven different languages. They began translating the forms.
- Streamlined IT and added a new CIO.
- Challenges: promoting him to director. Dealing with fraud. They hope to steal Colorado bills.

Mississippi

- Not present for roll call

Missouri

- Paula Jacobson, Director
- Challenge: brought staff back after COVID and it was a challenge. They were 6 weeks behind due to dissolution. They brought on a new phone system, and it was a challenge. There are vendors to help with streamlining.

Nevada

- Paul Diflo, Business Portal Administrator
- Challenge: Legislature that meets every 2 years. Thirty-eight percent vacancy rate that has improved.
- Achievement: to elevate customer experience: product, process, and people. They streamlined processes and try to delight the customer with every transaction.
- Two things for future: improve business portal. The second is voter registration: 30M project to have top-down system. Each of the seventeen counties have different systems.

New Hampshire

- Tom Connolly, Director
- Achievements: business system they bought the code from the vendor. This year they will bring the application to the cloud. They are changing the password policy for single factor authentication.
- 100K annual reports processed as of April 2023. Ninety-four percent for online filings. This was a 7% increase over last year.
- Housekeeping bill in the legislation that will assist with registered agents.
- Challenge: they are going through physical renovations, and they will be present through the renovations. Looking forward to launching the ability to reinstate online. Working on the legislative initiatives to help with cryptocurrency & DAOs.

New Mexico

- Cristina Chavez, Director

- Challenge: is the employee turnover. They have done cross training to help pivot where needed. They are almost fully paper filing and that impacts the processes.
- Accomplishment and challenge: they are moving to a new system with Tecuity. End of June for Notary is the go live. That will decrease the paper filing.
- Challenge: amendment that goes into place at the same time as the conversion.

Nigeria

- Bulus Musa
- Ghana has been tremendous with registry. Since 2016 the registry was established. Created a path and was approved for 50M.
- Challenges: team came on board 7 months ago. They are trying to sensitize the public on the value of secure transactions. So far, they are integrating to help with registration.

North Carolina

- Dan Crabbe, Assistant Director
- Challenge: North Carolina has about a 7-10 day turn around due to increased volume.
- Implemented Rural Rise to help businesses create a business plan and have legal assistance.
- Working to implement online reinstatements this year.
- Challenge: fraudulent filings. They use Iovation. Many times, fraudulent filers will try to expedite, or they will have emails with strange characters. Example: someone tried to submit a filing for Mack Truck instead of the valid business of Mack Trucks. People assault postal employees to get at checks to commit fraud.
- Upcoming: they are going through modernization to be more user friendly. They want to allow more things to be submitted online.

North Dakota

- Beth Herzog, Administrator
- Accomplishment: structural and physical reorganization. They went live in 2019 and they learned a lot. They combined two business services units into one. They integrated and cross-trained the staff. They streamlined the staff. They updated the staff positions and salaries.
- Challenge: how to have customers have access to their records. They have made some process improvements. They are working on the best balance for the security for the records.
- Success: after 30 years they had a new secretary of state start and they are now looking forward to getting through the legislative session.
- Top priority: redesign of website to make it informational and accessible for the filers so that they can do more filing online. They want to reduce corrections and phone calls. They want to replace the elections system.

North Macedonia

- Marija Boshkovska Jankovski
- They have ambitious plans to work further on digitization. They want to upgrade distribution services. They are working on registry. They are working on the bank account so that the customer will not have to maintain relationship with the banks.

- Their next project: establishment of registry of secure transactions. Marija presented regarding a regional registry on Wednesday at IACA.

Ohio

- Allison DeSantis, Assistant Secretary of State & Director
- Challenge: fraud is a big topic trying to address. Introduced legislation to tackle issues that they have seen. They have a complaint process to help the victims of fraudulent filings. It will address reinstatements. There were some fraudulent actors that reinstated old businesses and collected unclaimed funds. They use Iovation to check for fraudulent devices. They implemented postal agent verification.
- Working on other challenges regarding people stealing checks and opening businesses with similar name. There is a new UCC website to check for your name.
- Challenge: they are physically moving at the end of the summer. They will need to move and still assist customers.

Oregon

- Eloisa Miller, Director
- Accomplishment: enhancing Oregon business registry certificate of existence. They added updates to Notary. Their small business assistance team has traveled to assist users.
- Challenge: the staff banded together to help
- Top Priority: working on the form to update toward cloud.

Pennsylvania

- Nick Caputo Tellez, Director
- Accomplishment: instituted new corporate filing system in late 2022. They erased a 30K filing backlog. They were able to get to 3 days filings and about 1500 filings for backlog.
- Challenge: working to finish the system to get it to where it needs to be.
- Top priority: finishing the system and instituting a charities system. In January 2025, they will start the annual registrations/reports.

Quebec

- Louis Larochelle-Pregent, Yves Pepin
- Last year, they wanted to improve transparency. This act brought important improvements related to corporate transparency and protection of the public. The first major phase of the act was to collect information on beneficial owners. This went live March 2023. Their organization verified the information from the registration. This achievement is to help prevent money laundering and helps give more information to other government agencies.
- They learned before and after the first implementation and shared with others.
- The second phase allows the public to search the registration using the name of the natural person including officers and beneficial owners. This will be in place March 2024.
- They are working to ensure the authenticity of the information and work to improve the protection of the public.

Rhode Island

- Kristen Cordeiro, Deputy Director
- Accomplishment: welcoming a brand-new administration this year. They launched a chatbot on the website that is navigational. It is an AI chatbot using the answers they provided. They are hoping it will cut down on calls and emails. Implemented two partnership bills: one for LLP and LPs to modernize. They started a project to enhance inter-agency cooperation. There are agencies that work with business services and their customers. They are working to send people to the correct agency. They started a quarterly meeting to talk with them and it has been helpful and has reduced the calls and redirects. They started an initiative with the tax division. They found that the customers they deal with also must navigate the tax issues. The tax division has been helpful, and they started educational efforts.
- Challenges: they have a different staffing challenge which is the professional development of the staff. They ask for use of new and different tools. They offer virtual hour program so that the staff can help with this process.

Slovenia

- Mojca Kunšek
- IPES is the main registry body and the main base of business information. They provide transparency for business entities through the website and high standard of personal data protection.
- Challenge: internalized IT staff and strengthened that function
- Top Priority: After years of waiting for guidelines for business register renewal they will modernize their system in the following years.

South Carolina

- Allison Dempsey, Deputy IT Director
- Accomplishments: they have only thirty-two people in the office. They developed a mobile app that allows the users to see nonprofits that are registered. Back in November, they launched a program developed internally so that citizens can register for in person electronic notarization.
- Their UCC has a 75% online adoption rate.
- Top priority: They are working to add business forms for notary and new application for trademark division.

South Dakota

- Tom Deadrick, Deputy Secretary of State
- Biggest challenge: took over for the Secretary.
- Challenge: the business services needed some leadership and direction. To help address the challenge, they are implementing a new business platform.

Tennessee

- Tom Riley, Director
- They took over charities when the director retired and that is a challenge to integrate.

- Accomplishment: replacing 13-year-old filing system. The charity side went first about 8 months ago and it used to just be a paper process. Now the Charity staff is keeping up.
- Challenge going forward: is the rest of the software for the rest of the division and it may be done by the end of the year. They do a variety of things that will be integrated.
- Another accomplishment is the legislation removed the worker compensation and they removed it from their division. There was no IT to accept it and it took about 8 months longer than planned to send it to them.
- They did Fantasy Sports with Charities. There is a state agency that does sport gambling, and they are taking that over on July 1st.
- Challenge: new phone system going in 5/24/23.
- Challenge: problem with fraud. The filers that are fraudulent are problematic. There was an email to the businesses. They bought the list of users, and it looks like it is coming from a legitimate Secretary of State. They will discuss legislation to combat this.

Texas

- Chase Howell, Managing Attorney
- Accomplishments: in the middle of modernization. They put out trademark portal last month. They intend to expand UCC and other filings. They worked to get over the backlog after COVID and the employee turnover. Now they are at about 3-5 business days.
- Next year: will work on modernization. They will work with their users to assist.
- In 2022 there was an increase in business filings. It looks like about an 18% increase this year and a 61% increase since 2020!
- Staff retention: the legislation is in session, and they hope to have some salary increases to have staff stay longer.

Turks and Caicos

- Franklyn Williams
- Registry of limited partnerships, trademarks
- Accomplishment: the consistent tool and job duties. Provided direct access to completed registrations. Thanks to innovation in database, it is improved.
- This year: want to do a data implementation of a paper-based process. This was also a main challenge, due to all the paperwork last year.

Utah:

- Riley Wheeler, Manager
- There is not a Secretary of State, so it is shared between a couple of agencies.
- Accomplishments: new state flag. Recently they were ranked as best state to start a business and they want to contribute to that. RFP for new business registration site and they partnered with Civix for 2024 go live.
- Challenge: first is the retention and attraction of talent. They are trying to expand work from home, and they are trying to improve benefits. The governor helped put in place a pay for performance program.

- Challenge: improving the customer experience. Seventy-three percent people can successfully do what they want on the website. They want to improve that. They want to get customer service rating up too.
- Priorities: legislature passed bill for new DAO and that goes into place in January 2024. They want to bring in a staff member for this. The other is to improve innovation in the state agencies to improve the work they do.

Virginia

- Tom Edicola, Deputy Chief
- Challenge: they must compete with the private sector for the talent. It is the attraction and the retention to keep the staff that is an issue. They increased training tools, recognition plan, and they worked with salary structure. They hired new positions. They are hiring others including IT and customer liaison.
- They were able to take over the code from a previous engagement and onboarded a new vendor to help with this in the past 4 months. They are stabilizing and improving the system.
- Areas of interest: they had legislation on DAO, and it is a one year study for this upcoming year. They are in the process of implementing prepaid LLC this year.
- State receiving inquiries for RA changes or the private information from the registration or the use of a PO box.

Washington

- Constance Parbon, Public Affairs Administrator
- Challenge: taking nonprofits from filing online. New legislation required change. This caused paper backlog and not enough staff to manage the workload.
- Success: in January it went back online. The customers were happy but there was still a backlog. EIN was required and that was difficult. Working on backlog. Challenge of retention and staffing. They are looking at salaries for competitive wage. The historical knowledge and getting the staff knowledgeable of the complex filing is a challenge.
- Next year: going to the Cloud and eliminating the servers.
- Satellite offices will be in eastern Washington that will focus on Apostille.

Wisconsin

- Jennifer Dohm, Deputy Administrator
- Accomplishment and challenge: 142-page bill put into law, and it updated the business registration statutes. This made hundreds of changes for fees, document types. It required email addresses and authorized the department to send emails. They plan to end postage in 2024.
- New notary system in 2022
- New website in March 2023 and look forward to better customer experience.

Wyoming

- Jordyn Gray, Deputy Director
- Challenge: staffing. There was a significant number of staff that left last year. The state is in a hiring freeze, but it ends in a few months.

- Accomplishments: maintained 15-day turnaround in filing. Many filings are available online, but some items still require mail.
- This year the legislators passed a digital asset act that they will be implementing.

ECCMA:

- Haylee Thompson
- An international nonprofit that works on improving supply chain data. At the request of the membership, they helped cleanup supplier data. They have an ISO identifier that makes them universally unique. They make sure the company is active.
- They verify the business and can do a large number of them at once.
- This formatting is relevant to jurisdictions and the partners.
- They are working on APIs that relate to business data.
- Because the data is important, they are completing a report on the availability of the data. Some may receive an individual report of the jurisdiction. The aim of the report is to show what is going on worldwide. It provides an evidence-based document to promote changes.
- Some of the problems are a lack of resources, there may be quick changes that could be made that would not be too much of a stress on staffing.
- Challenge: not receiving feedback from the stakeholders: jurisdictions and partners

GLEIF, Rico Dunn

- Global Legal Entity Identifier Foundation. Legal identifier- a globally identifier. There is a steady growth in LEI. Legal Entity Identifier.
- The growth is based on legislation.
- There is a project where a business register may use an LEI on the registry.
- There is a digital version of the LEI with credentials behind it.
- New cooperation with open corporates with many entities around the world.

Roll Call of Partners

Appian

- Vishal Hanjan
- UCC, Notary, Trademarks, and other filings.
- Low code development platform where things come together visually.

Capitol Services

- Lucynda Wood
- Service provider for registered agent
- Major initiative is the CTA. They want to understand it so that they can help others comply with the law.

Civix

- Karen Gee
- Cloud first, business services solution

Cogency Global

- Pia Angelikis
- A registered agent. They provide corporate and UCC services.

CSC

- Eric Geringswald
- A registered agent and UCC provider.
- Acquired InterTrust.

CT Corporation

- Mike Powell
- They do the life of the filing. Business licenses.
- Supported IACA for 46 years.
- They support all fifty states and District of Columbia
- Challenge: OFAC and the Russians

Dun & Bradstreet

- Andrew La Marca
- Leading global provider of data analytics
- Accomplishment: went to a new modern platform and reduce latency
- Accomplishment: many participate in business risk consortium- allows for collaboration on fraud. This will be rebranded as the Fraud Risk Network.

ERS

- Susan Bowman
- They are in Dublin.
- Projects: three UCC projects, one land project, two corporate registrations and many others.
- Ahead: multi-year investment in their product. Began in January. Want to make it low-code, configuration rather than code based to allow for flexibility.

First Corporate Solutions

- Samuel Hon
- Looking forward to continued partnership

Foster Moore

- Justin Hygate
- Partners of IACA for over 14 years
- Global software company and offers registry platform.
- Occupational licensing

iLAB

- Kevin Copple
- Past 25 years iLAB provides quality assurance services.
- They also provide consultant services.

InCorp Services

- Karla Vazquez
- Premier registered agent
- Preparing for CTA and what is upcoming.

ISC

- Bryan Burnett
- Stop by their booth.

Kompany- a Moody's Analytics company

- Peter Bainbridge-Clayton
- He will help test APIs.

KPMG

- Not present at roll call

Legal Zoom

- Doug Stang
- Online company over 25 years to help with business formation and compliance.

Northwest Registered Agent

- David Scholl
- Provide registered agent and business formation services.

NPRRA

- Jennifer Swantek
- National Association of about 130 companies that provides registered agent and other services

NRD Companies

- Ieva Tarailiene, Jurate Venskeviute – Buciene
- Accomplishment: expansion to other countries, award from ITU which recognized their customer Belize for the registry agent system, recognized on media as registration matter experts, interview with Bloomberg, investors approached the company because it is a business in good standing.
- Accomplishment is that their clients became their friends. They go beyond being consultants. They help them navigate the challenges of the digital world.

ReFrame Solutions

- Anand Balasubramanian
- Focused on customer success: yours and your customers.
- Offer services and support and they unveiled a new solution for business services.

Skadden, Arps, Slate, Meagher & Flom LLP

- Lisa Brown
- When they revised Article 9, everyone worked together through it.

Tecuity, Inc.

- Nick Eskelson
- Look forward to interacting.

TransUnion

- Jay Johns
- They provide identity proofing.

Ubicure

- Steve Roylance
- It is an identity management company, a digital identity specialist.
- Accredited LEI issuer
- Rapid LEI