

## Q&A with Shamsh Hadi, Co-Founder and CEO of ZorroSign, Inc. the first Blockchain Tokenization based eSignature and Digital Transaction Management (DTM) Platform that offers digital document tamper and fraud detection technology



**Shamsh Hadi**  
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“People use ZorroSign because they know that it is safe, it is secure, it is authentic and most importantly, they know that the person that they are transacting with is the real person. We can prove it.”- Shamsh Hadi

**CEOCFO: Mr. Hadi, what is the concept behind ZorroSign, Inc?**

**Mr. Hadi:** ZorroSign was founded to address three major gaps in the solutions in the market. First, to use real electronic signature that are legally acceptable in the court of law without need for third party intervention or verification. Second, to eliminate hard dependency on 3<sup>rd</sup> party digital security certificates that expire frequently rendering legal documents useless. Third, to detect when electronically signed documents have been tampered with or signature forged. With ZorroSign, security of users, data, and transactions comes first. ZorroSign is the first permissions-based private blockchain technology based eSignature and Digital Transaction Management (DTM) platform that is grounded in security.

**CEOCFO: How has that developed over time?**

**Mr. Hadi:** ZorroSign maintains a very aggressive research and development regiment and have an incredible development team. We also have some of the most dedicated, committed, and enthusiastic customers and users ever seen in the enterprise software space. From its official launch in November 2017 till date, the solution is now being used by government agencies, financial services institutions, healthcare services providers and legal service providers. Today ZorroSign is being used to manage simple contracts and approval workflows to cryptocurrency banking transactions with the largest bank in the world.

**CEOCFO: Would you please explain how it works, why it works and how blockchain is applicable here?**

**Mr. Hadi:** First, we use real electronic signature. One of the co-founders of the company is one of the authors of the eSignature patent that was instrumental in passing of the E-Sign Act by then President Bill Clinton in 2000. This means, when you are signing a document using ZorroSign, it uses that real electronic signature technology and not just a copy of or a picture of your signature super-imposed onto a document. An image of a signature on a document does not provide much security or protection or verification. This is one of the reasons why ZorroSign works and that is what our customers have acknowledged and accepted. Our customers use ZorroSign because they know that it is safe, it is secure, it is authentic and most importantly, they know that the person that they are transacting with is the real person. We can prove it. With ZorroSign our customers and all parties that they do business with have the peace of mind that their business transactions are secure, signatures are digitally accurate, and contracts are legally binding without needing any third-party verification and intervention.

When business transactions use wet ink on paper, we use document forensics to detect fraud and tampering. In the digital world with free tools such as Adobe Acrobat Reader and Mac Preview, it's easy to modify PDF documents without any trace especially when a document is printed. Our Blockchain-based document 4n6 (Forensics) Tokenization technology uses document DNA and offers a lot more capabilities than those human-based document forensics services do. We elected to use proprietary permissions-based private Blockchain architecture for ZorroSign. We started using Blockchain for distributed ledger, chain of custody and audit trail even before it was popularized as Blockchain by Cryptocurrency. However, Blockchain technology has incredible potential and can solve tremendous amounts of complex business applications and problems.

**CEOCFO: *Would you tell us about the different products or different solutions available and who might be using what?***

**Mr. Hadi:** ZorroSign is an advanced Digital Transaction Management (DTM) platform which comes with electronic signature, document 4n6 (Forensics Token), Workflow engine, intelligent forms that use artificial intelligence and machine learning, and Document Management System. We help you digitize your business transactions, which today are paper based, and that is how we help you go paperless. ZorroSign is a purpose-built unified platform that helps automate business processes and workflow for any department, for any type of organization in any industry. Users can use ZorroSign anywhere, anytime, and using any device including using native mobile apps on iOS and Android devices. ZorroSign also integrates with many ERP, CRM such as Salesforce.com, and business applications, Cloud file systems such as Google Drive, OneBox, iCloud and others. Using our API, our customers continue to extend their applications by integrating ZorroSign into them.

To meet the needs of our diverse customer base, ZorroSign is available in multiple Cloud configurations such as public Cloud (SaaS) model, hybrid and private POD Cloud as well as on-premise. We are compliant across APAC, EMEA, and North America such as eSign Act, UETA, HIPAA, GDPR and others, and we comply with the data locale requirements of each country we do business in.

Today, is used across many industries including Government, legal, financial services including real estate and insurance, education, healthcare services, high tech, energy, and non-profit.

**CEOCFO: *How are you reaching out to potential customers?***

**Mr. Hadi:** In addition to traditional marketing strategy, our biggest reach is proving out to be word of mouth by our current customers and supporters across networks. ZorroSign is being integrated into many application stacks, 3<sup>rd</sup> party solutions, and market places at a very rapid speed. ZorroSign is headquartered in Silicon Valley/San Francisco and we already have offices and partners in more than 10 cities around the world.

**CEOCFO: *You have got it all covered!***

**Mr. Hadi:** Yes, we do!

**CEOCFO: *Are you seeking partnerships, funding or investments as you continue to grow?***

**Mr. Hadi:** Our primary focus is to partner with many strategic solution providers around the world and we are actively growing our partners roster. ZorroSign is a privately held company and at this point in time ZorroSign is not actively seeking external funding. However, we would be open to discussions for the right opportunity for ZorroSign.

**CEOCFO: *Would you tell us about The Paperless Life, your green initiative and why it is important for ZorroSign?***

**Mr. Hadi:** We are very strong believers in CSR and we take our social and human responsibility very seriously. That is one of the best parts of ZorroSign and who we are! Our green initiative is called Paperless Life and we not only participate in programs that help improve the environment like conserving trees, water, and reducing Carbon footprint; Our Paperless Life also informs our decisions and direction for future product development. Under Paperless Life, we also offer Environmental Savings Calculator where our users can calculate their positive impact on the environment by using ZorroSign instead of printing.

We recently launched a new program called “Save a Tree – Plant a Tree,” under the program every time a ZorroSign customer saves enough paper to save a tree, we plant a tree on their behalf somewhere around the world.

For me, the environment is something very important for us and for our children and for the future generations. It is something that I feel that everyone should do more about.

As I travel around the world meeting partners and potential customers, I see lines of steel file cabinets and rooms stacked with paper storage boxes. I see that as a tremendous opportunity to make a difference on our environment and save time, and also help our customers reduce cost of operations.

ZorroSign leads by example and all our offices are completely paperless! Because of our strong conviction about living a Paperless Life, you will

hardly see any printers or supporting peripherals or supplies in our offices and they hardly get used. Everything can be done on your devices. If we save paper, we save trees, water and we reduce our carbon footprint. Who would not want to do that? I am also a scuba diver, and every time I scuba dive around the world I get so sad to see so much plastic and so much pollution in the waters. Let's all save the world together with ZorroSign.

