



February 28, 2023

The Honorable Troy Singleton
Chair, Senate Community and Urban Affairs
125 West State Street
P.O. Box 099
Trenton, NJ 08625

Dear Chair Singleton:

On behalf of BSA | The Software Alliance, I am writing in support of S3551. BSA | the Software Alliance is the leading advocate for the global software industry. Our members are enterprise software and technology companies that create business-to-business products and services to help their customers innovate and grow¹. For example, BSA members provide cloud storage services, customer relationship management software, human resource management programs, identity management services, and collaboration software. Businesses entrust some of their most sensitive information with BSA members, and our companies work hard to keep that trust.

We strongly encourage policymakers to take every opportunity to modernize all kinds of infrastructure through cloud solutions and technology solutions. These tools can ease processes for citizens, shorten timelines for design and construction projects, and secure the state's data.

Specifically, remotely signing documents with electronic signatures is essential for moving the economy forward and modernizing state government services. It is used for everything from deeds, affidavits, powers of attorney, living trusts, and advance health care directives, among others. When allowed by state law, electronic signatures facilitate commercial transactions and streamline legal processes, especially between parties in different parts of the world that need access to trustworthy and verifiable digital processes to do business with one another in real-time. These outcomes are a significant step forward for the digital economy.

¹ *BSA's members include: Adobe, Alteryx, Atlassian, Autodesk, Bentley Systems, Box, Cisco, CNC/Mastercam, Databricks, DocuSign, Dropbox, Graphisoft, IBM, Informatica, Juniper Networks, Kyndryl, MathWorks, Microsoft, Okta, Oracle, Prokon, PTC, Salesforce, SAP, ServiceNow, Shopify Inc., Siemens Industry Software Inc., Splunk, Trend Micro, Trimble Solutions Corporation, TriNet, Twilio, Unity Technologies, Inc., Workday, Zendesk, and Zoom Video Communications, Inc.*

Thank you for the opportunity to share our views on S3551 and we look forward to working with you.

Sincerely,

A handwritten signature in black ink that reads "Matthew Lenz". The signature is written in a cursive style with a horizontal line crossing through the middle of the name.

Matthew Lenz
Senior Director, State Advocacy

CC: Senator Joseph Lagana, members of the Senate Community and Urban Affairs Committee