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### **Electronic Contracts Review**

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### **Discussion Paper – Removing barriers to electronic land contracts**

Adobe would like to applaud Minister Dominello's commitment to paperless conveyancing and are grateful for the opportunity to respond to the 'removing barriers to electronic land contracts' discussion paper. I recognise that the questions called out in the discussion paper seek to uncover legal impediments under current law and are best answered by those involved in the conveyancing transaction. However, as an e-signature service provider we are uniquely positioned to provide insight from a technology perspective.

As a software vendor Adobe has taken a number of measures to comply with industry standards (including PCI DSS, SOC 2 Type 2, and ISO 27001) and to help shape public policy in the EU and US. Adobe can provide guidance around how the technology can be used within the existing, well-established framework. The technology may be ahead of the obstacles, therefore reducing requirement to change legislation.

Some examples and references worth considering:

Mobile-first workflows reduce "friction" and provide an improved experience.

Adobe's work with the EU to meet their eIDAS legal framework and our support of India's Aadhar Digital Identity Platform, both which help accelerate Digital transactions such as the issues highlighted in the discussion paper.

References:

[EU eIDAS framework](#)

[India's Digital Identity Platform](#)

Acceptance of cloud solutions is often linked to the hosting location; the vast majority of Australian businesses prefer for hosting locations to be in Australia. In response to this, Adobe has invested in a new local data centre based in Sydney.

There are huge benefits to paperless contracting and this is called out in the paper however, we can help take this critical point further by helping define the business costs and therefore the potential benefits available.

I would welcome an informal discussion with the Office of the Registrar General on how you can take advantage of the technology to achieve the goal of greater efficiencies, fewer errors, more transparency, and fewer delays.

I hope this response is of interest and look forward to supporting this important initiative.

Sincerely,

**Mark Strain**

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