



8of9

## Mary Kopczynski, J.D./Ph.D.

CEO & Founder, 8of9, a RegTech Solutions Company  
RegTech, Financial Services, Regulatory Change Management,  
Technology, Automated Compliance, GRC

### Executive Summary

- One of the early founders of the RegTech space
- Thought leader in compliance automation and regulatory change management
- Founder of 8of9, a RegTech company listed as Top Five by Planet Compliance
- Listed as a *Woman to Watch* on FinTech lists including Blythe Masters and Sallie Krawcheck

### Relevant Experience

- 8of9 May 2009 - Present  
*CEO and Founder*
- Credit Suisse Securities (USA) LLC June 2007 - June 2008  
*Project Solutions*
- Fragomen, Del Rey, Bernsen & Loewy December 2006 - April 2007  
*Intern*
- NJ Office of Administrative Law June 2006 - December 2006  
*Intern*
- Central International Law Firm Summer 2005  
*Intern*
- World Vision USA January 2000 - May 2004  
*Manager*

### Regulatory Expertise

- RegTech Products* - Designed a number of proprietary RegTech products: Regalytics™ US Alerts™, RegMaps™, FineTracker™, FATCA Calculator
- Margining Projects* - Industry leader in both TMPG and FINRA 4210 changes to the TBA market. Well-versed in IOSCO and other BCBS rules
- Resolution and Recovery Planning (RRP)* - Multiple iterations and spin off projects related to RRP, including Financial Market Utilities (FMU) Analysis and Regulatory Response (including SRP)
- Contract Lifecycle Management* - Expert in multiple industry-tested CLM tools, including their use to face RRP-requirements such as cross-default analysis, ISDA Resolution Stay Protocol (IRSP), Universal Resolution Stay Protocol (URSP), Qualified Financial Contracts (QFC) and BRRD Article 55
- Basel Capital Requirements* - Multiple projects connecting financial exposure records to operation engines for netting, collateral enforceability, RWA reduction and other-related regulatory requirements, includes CCAR, DFAST, MREL and TLAC analysis
- SPE Collateral Enforceability Project* - Coordinating legal review of complex structured deals; assisting with technology remediation so that financial flows would properly feed and report downstream
- FATCA Analysis Project* - Assessing legal and economic risk associated with the Foreign Account Tax Compliance Act; devising strategy for registration of complex legal entities, full investment bank training and Control Framework design

### Publications

- [The Blockchain Regulatory Environment](#). 12 credit-college course offered through Montclair State University and The Blockchain Academy.
- [Blockchain for Lawyers](#). Continuing Legal Education Credit hosted through the American Bar Association and The Blockchain Academy.
- Living Will: Roadmap for a Better Future* - [Forbes.com](#) - November 4, 2014
- Philanthropy and Impact Investing: Stormy Seas, Rocky Shores* - [Stanford Social Innovation Review](#) - September 17, 2014
- Don't Just Lean In, Speak Up* - [Forbes.com](#) - August 29, 2013
- iThink, Therefore iCan* - [Forbes.com](#) - October 11, 2013
- Robin Hood Versus The Bullies: Software Piracy and Developing Countries* - [Rutgers Computer & Technology Law Journal](#) Vol. 33 Nbr. 2, June 2007



8 of 9

- ① *The Haves Coming Out Behind: Galanter's Theory Tested on the WTO Dispute Settlement System* - 8 ASPER REV. OF INTL. BUS. & TRADE LAW 25 (2008)

### **Skills**

- ① Leadership
- ① Regulatory Tech Strategy
- ① Project Management
- ① Corporate Training
- ① Legal and Technical Writing (Policies, Procedures, Notices, BRDs)
- ① QFC Documentation and Negotiation (ISDA, GMRA, GMSLA, MSFTA and more)
- ① Full MS Suite (Word, PPT, Excel, Visio, Access)
- ① Design (Photoshop), Video Production (Premier)

### **Education**

- ① Ph.D. in Global Affairs, The State University of New Jersey-Newark, 2009
- ① J.D., Rutgers University School of Law, 2008
- ① B.A., Santa Clara University, 2000