



ERIN H. ABRAMS

Executive Profile. An innovative legal and risk expert with proven track record as a C-Suite executive at a high-growth, high tech company. A highly commercial leader and trusted board advisor with key competencies in corporate strategy and governance, international M&A, post-acquisition integration, risk management, global expansion, compliance, public policy, ESG, high-stakes litigation, enterprise SaaS sales and licensing, and intellectual property.

Career Highlights. As Chief Legal Officer at Via for almost 10 years and one of the company's early employees, Erin has leveraged her experience as a securities litigator and financial services compliance officer to build a world-class legal team at Via and enable the company's growth from Series A startup to pre-IPO world leader in Transit Tech.

PROFESSIONAL EXPERIENCE

VIA TRANSPORTATION, INC.

New York, NY

*Chief Legal Officer and Corporate Secretary to the board of directors
(VP, Head of Legal from September 2014 – July 2017, General Counsel from July 2017 – November 2022)*

September 2014-present

Proven Leader. Head of legal, regulatory, compliance, insurance, and risk management functions at a high-growth venture-backed enterprise/B2B SaaS company in the on-demand transit software space. Board member of Via subsidiaries in the U.S., U.K., Japan, France, Bulgaria, Israel, India, and Singapore. Joined company as 6th U.S. employee and first lawyer when product was in beta launch in New York City. As a core member of the executive team, grew company to 1200+ employees, managed 21-person legal team, and launched service in 600+ markets around the world, including Europe, Asia, Latin America, and the Middle East. Led business through strategic transformation from consumer ridesharing to B2B SaaS to become global market leader in TransitTech. Led IPO preparation and readiness process to near-completion in Q1 2022 as Co-Head of IPO Task Force; Head of Environment, Sustainability and Governance (ESG) Task Force. Champion of diversity and inclusion at Via.

Technology and Growth Expert. Built high-volume B2B SaaS contracting process for Sales and BD teams. Negotiated two joint ventures and IP collaboration agreements with OEMs. Developed business and legal "go to market" strategy for new product lines in school buses, paratransit, corporate shuttles, and logistics. Expertise in software licensing, SaaS, venture financing, vehicle supply, strategic partnerships in electric and autonomous vehicles and public transit, joint venture formation, complex commercial contracts, global M&A, government contracting and procurement, and high-stakes litigation. Manage patent portfolio and oversee global IP strategy.

Trusted Advisor. Advise CEO, CFO, and board of directors on strategic decisions and regulatory risk. Manage relationships with outside counsel and government regulators. Expertise in board governance and compliance, drafting minutes and preparing board materials. Closed 5 acquisitions since 2020. Manage data privacy and cybersecurity program. Led six rounds of equity financing (Series B through February 2023 \$110mm Series G-1 at \$3.5B valuation), tender offer, convertible note issuances, structured preferred and secured debt financing.

CITIGROUP GLOBAL MARKETS, INC.

New York, NY

Senior Vice President and Senior Compliance Officer

February 2013 – September 2014

Control Group. Managed Institutional Clients Group's key control function to prevent and detect financial crimes, focused on insider trading risk in investment banking and capital markets, corporate finance, structured products, equities, and distressed debt trading. Conducted trainings on confidential and material non-public information. Oversaw trade surveillance team. Analyzed new products to identify key areas of risk and implement controls.

FRIED, FRANK, HARRIS, SHRIVER & JACOBSON LLP

New York, NY

Senior Associate (admitted to the bar in New York and S.D.N.Y.)

Summer 2005; 2006 - February 2013

Litigation. Represented clients in white-collar criminal, securities fraud, insider trading, bankruptcy, and complex civil litigation. Led \$80 million recovery in bankruptcy, forfeiture, insurance, and litigation in major fraud case.

Investigations. Represented clients in financial crimes investigations and M&A due diligence, focusing on anti-corruption (FCPA/U.K. Bribery Act), trade sanctions (OFAC), anti-money laundering (AML), and data privacy. Led 2-year FCPA investigation, compliance audit and remediation plan at multinational pipe and valve

manufacturer. Advised clients involved in civil and criminal investigations. Prepared submissions to SEC, DOJ, and FINRA.

Pro Bono Service. Handled over 50 contested divorces and 10 trials as Pro Bono Fellow for HerJustice.

Firm Leadership. Associates Committee Co-Chair (2009-2012); Tech Committee Co-Chair (2010-2012).

U.S. ATTORNEY'S OFFICE – E.D.N.Y., CRIMINAL DIVISION	Brooklyn, NY
<i>Summer Clerk</i> – worked on civil rights, organized crime, and human trafficking cases	Summer 2004
TRIANGLE INSTITUTE FOR SECURITY STUDIES	Durham, NC
<i>Research Analyst, Civil-Military Affairs and Anti-Terrorism Policy</i>	2002-2003
SAVE THE CHILDREN U.S., Himalayan Field Office	Kathmandu, Nepal
<i>Program Assistant, Prevention of Human Trafficking Program</i>	2001-2002

EDUCATION

HARVARD LAW SCHOOL, J.D., cum laude, 2006

Journals: *International Law Journal*, Senior Editor; *Harvard Journal of Law & Gender*, Executive Editor

Honors: Williston Contract Drafting and Negotiation Competition (1st place)

Research: *Assistant*, Professors Philip Heymann (national security law) and Mark Sidel (human trafficking)

Clinical: Office of the Prosecutor, Sexual Offences and Community Affairs Unit, Pretoria, South Africa (2005)

DUKE UNIVERSITY, B.A., magna cum laude, Political Science and Comparative Area Studies, 2001

Honors: Harry S Truman Scholarship for Public Service, Hart Fellowship for Humanitarian Work in Nepal

International Study: University of Maastricht, Netherlands (focus on E.U. Economics and Politics), 2001

BOARD EXPERIENCE and PHILANTHROPIC LEADERSHIP

- Urban Pathways (one of the largest non-profits providing housing and health services to homeless New Yorkers); *Vice President* (2017-present), *Member of the board of directors*; *Compliance Committee Chair* (2013-present); *Member of Diversity and Inclusion Committee* (2020 – present).
- DirectWomen – Class of 2023 (board readiness program to place women lawyers on boards)
- TechGC (network for General Counsels of technology companies), founding member
- TechNYC (public policy and lobbying collective for technology companies), founding member

SELECT SPEAKING ENGAGEMENTS

- American Bar Association, International Division. “Sellers Beware! International M&A Transactions,” May 2023
- WIPL, “Speaking Your CFO’s Language as a GC” Oct. 18, 2022, Washington, D.C.
- TechGC, IPO Summit 2022, “Choosing Issuer’s Counsel,” September 22, 2022, San Francisco, CA
- TechGC M&A Conference, “State of the Unions Address,” March 18, 2022, NYC
- TechGC Global Summit, “A GC’s Checklist for the First 90 Days,” November 4, 2021, NYC
- Tribeca Cybersecurity Summit, NYLS, “Cyber-Preparedness and the Role of Counsel,” October 29, 2021, NYC
- GCC East, “Mastering the Art of Strategic Leadership,” September 23, 2021, NYC
- IAPP Privacy Symposium, “Ethical AI By Design: How responsible AI yields a brighter tomorrow,” June 2, 2021
- Lloyd’s of London Symposium, “Future of Risk in the Sharing Economy,” March 29, 2021
- TechGC and Orrick LLP, “Return to Work Legal Considerations in the COVID Era.” Webinar, May 2020
- Women, Influence & Power in Law Conference, “The CFO and Legal: Driving Revenue.” Oct. 2019, D.C.
- Harvard Law School, “VC-GC Symposium, Tech Company GC Panel.” Sept. 2019, Cambridge, MA
- TechGC training and webinar, “Venture Financing Term Sheet Review Workshop.” Oct. 2019, NYC
- Harvard Law School Women’s Alliance and Skadden Arps, keynote speaker at Summer Social, “Some Good Advice and Some Bad Advice from a Tech GC.” July 2019, NYC
- Bloomberg Law Leadership Forum, “Post-Close: The GC’s Role.” May 2019, NYC
- Ropes & Gray, Women’s Forum Lunch featuring Erin Abrams, GC of Via, Feb. 2019, NYC
- DLA Piper – WIN Israel, “Confidence is Key: Becoming a Stronger In-House Leader.” Nov. 2018, Tel Aviv

INTERESTS

Reading fiction and non-fiction, advising startups, adventure travel, camping and hiking, skiing