File No.: CT 2005-006 Registry Document No.:

COMPETITION TRIBUNAL

IN THE MATTER OF the Competition Act, R.S.C. 1985, c. C-34, as amended;

IN THE MATTER OF an application by B-Filer Inc., B-Filer Inc. doing business as GPAY GuaranteedPayment and Npay Inc. for an order pursuant to section 103.1 granting leave to make application under sections 75 and 77 of the *Competition Act*;

AND IN THE MATTER OF an application by B-Filer Inc., B-Filer Inc. doing business as GPAY GuaranteedPayment and Npay Inc. for an interim order pursuant to section 104 of the *Competition Act*.

BETWEEN:

B-FILER INC., B-FILER INC. doing business as GPAY GUARANTEEDPAYMENT and NPAY INC.

Applicants

COMPETITION TRIBUNAL
TRIBUNAL DE LA CONCURRENCE

FILED / PRODUIT
Sept. 6, 2005
CT-2005-006

Chantal Fortin for / pour
REGISTRAR / REGISTRAIRE

OTTAWA, ONT. #0016

THE BANK OF NOVA SCOTIA

Respondent

Affirmed August 29, 2005

I, JOSEPH IUSO, of the City of Concord in the Province of Ontario AFFIRM AND SAY AS FOLLOWS:

- 1. That I am the President of UseMyBank Services Inc. (UMB) and as such have a personal knowledge of the matters hereinafter deposed to save where stated to be by way of information or belief.
- 2. That UMB and GuaranteedPayment (GPAY), a division of B-Filer Inc. entered into a joint venture agreement in or about late November 2002 by which customers can make purchases of merchants' goods and services over the internet in a secure fashion by appointing GPAY as their agent to enter their bank account and effect payment to the merchant by either direct debit of

the funds from their bank account or by email money transfer (EMT) of the funds from their bank account to GPAY's bank account.

- 3. That the service provided by UMB and the Plaintiffs to its merchants and customers is a secure information service such that the Plaintiffs verify the customer's name, address, telephone number and IP address as listed by their Bank to that same information the customer has provided us. If the information matches, then we can be almost certain there has been no breach of security into the customer's account. In addition, the Plaintiffs telephone first time customers to double check it is that customer who has appointed the Plaintiffs as his agent to effect the transaction. The Plaintiffs also contact the customer if there seems to be a deviation in his pattern of purchase. Finally, the Plaintiffs do NOT store the customer's password or bank card number in their files and when that information is relayed at the time of effecting the transfer of the money, it is relayed in 128 bit SSL encrypted browser session such that nobody from the Plaintiffs' side and no hacker can break into the Plaintiffs' session by the default nature of the secure session. The merchant relies on UMB to inform it, virtually instantaneously, that the customer has made the payment and the funds are good.
- 4. That UMB and GPAY are not eligible to be members of the Canadian Payments Association (CPA) although we are able to attend many of their meetings without a specific invitation, which I do on a regular basis in order to keep abreast of the current issues, maintain my personal relationship with the various banks and other members and attendees.
- 5. That I was invited to make a presentation to the CPA members at a luncheon meeting to describe the business of UMB and GPAY.
- 6. That I made such a presentation on or about October 20, 2003 and attached hereto and marked Exhibit A is a copy of my Power Point slide presentation all of which were presented to those present.
- 7. That attached hereto and marked <u>Exhibit B</u> is a list of the people who attended my presentation. This list was provided to me by the CPA organizer Doug Kreviazuk. That <u>Exhibit A</u> proves I very definitely disclosed to the attendees the precise manner of operation of UMB and GPAY, including specifically asking the customer for their authorization to act as their agent, upon the Plaintiffs' terms and conditions and only after appointing us as their agent, do we ask

for their bank card number and personal online banking password. Note that this information is provided within the security described in paragraph 3 above. Again acting as the duly authorized agent for the customer, the Plaintiffs' instruct the bank to make an Internet banking payment to GPAY. The agency is limited to the length of the browser session. I have also spoken openly of this process at other various other unspecified times to representatives of the major banks, including representatives of The Bank of Nova Scotia prior to May of 2005.

- 8. That the internet debit service, Interac Online, planned by major Canadian banks, including The Bank of Nova Scotia, through Interac will allow customers to pay for goods and services they purchase from merchants over the internet by direct debit from the customer's bank account which is virtually identical to the business carried on by UMB and the Plaintiffs. We are the only business that operates in this manner and Interac Online is in direct competition with us.
- 9. To the best of my knowledge, from the perspective of the individual Canadian bank account holder who wishes to make a payment to a merchant, using UMB and GPAY service versus Interac Online service, there is virtually no discernible difference. The two services are virtually identical and interchangeable except that the Plaintiffs' service is superior because it offers the customer the ability to make an Email Money Transfer (EMT) in addition to an online bill payment.
- 10. Based on my knowledge of the online payments business in Canada, I believe Interac Online is intended as a competitor and substitute for UMB and GPAY and this is the real motivation and concern of the Defendant bank.
- 11. That, to the best of my knowledge, the pricing established by UMB and GPAY has been matched by Interac Online.
- 12. That I believe attempts for anyone other than a major Canadian bank to signup for Interac Online, have been met with difficulty. I am advised by Blair Gagnon, President of CU-Connect (which is a member of Interac) that CU-Connect has applied to become an authorized acquirer under the Interac Online brand but to date, his application has been either delayed or postponed.

- 13. That in my last conversation with Blair Gagnon, he informed me Interac had still no "solution" for inclusion of "Connection Service Providers" to Interac Online.
- 14. That I make this affidavit to give information on the prior knowledge of the Bank of Nova Scotia as to the Plaintiffs' manner of operation, together with further information comparing Interac Online to UMB and the Plaintiffs' business.

AFFIRMED BEFORE ME

at the City of Concord in the Province of Ontario on this 29th day of August 2005

Commissioner for Taking Affid

Name: Michael S. Lewis

This is the Exhibit "<u>A</u>" referred to in the affidavit of "<u>Joseph Iuso</u>"

Sworn before me this 29th of August, 2005

Mulace Louis

This is the Exhibit "A" referred to in the affidavit of "_Joseph Iuso__"

Sworn before me this 29th of August, 2005

Presentation to

Canadian Payments Association
Association canadienne des paiements





One-Time Payment Invitation October 20, 2003

11:15am-12:30pm

Conadism Poymonte Association Association canadismo des palements

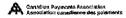
UseMyBook (J219)

Agenda

- Introduction (5 minutes)
- Objective (5 minutes)
- Overview (5 minutes)
- Demo (15 minutes)
- One-Time Payment 12 Points (15 minutes)
- 8 Pre-Question (5 minutes)
- Q & A (15 minutes)
- Further information

October 20, 2003

2



Oscion (121)



Introduction

- Round table Joseph Iuso - Founder UseMyBank Services, Inc.
 - UseMyBank History (in the works since 1999, live since Dec. 2002)
- Raymond Grace Founder Guaranteed Payment, Inc. (Since 1999)
 - 3+ years of history and track record (Started in 1999)
- Board of Advisory (CEO, CIO, Industry Participants)

October 20, 2003

UseMyBank GP 3



Objective

- Share with the CPA and its members on how UseMyBank/GPAY relate to the 12 points to the benefit of all participants, especially the Financial **Institutions**
- Define how, by working together to create the One-Time Payment Rule, UseMyBank in Canada, can set the standard to be followed and potentially used in all other countries
- Implement what is necessary based on current rules as set by the CPA

October 20, 2003

WaaMutank (42)

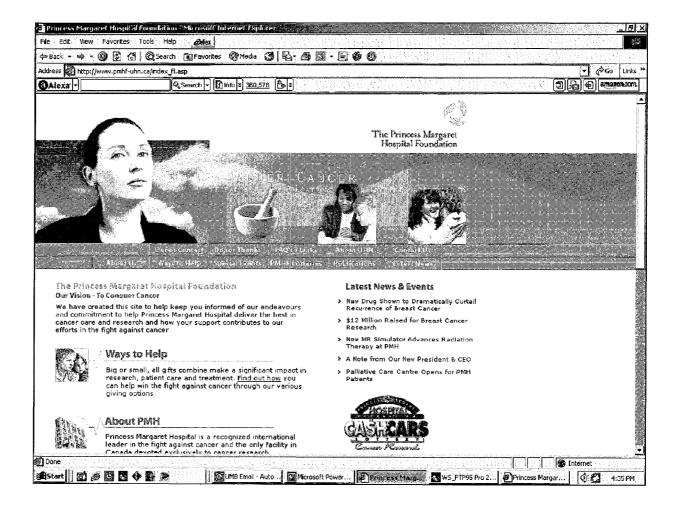


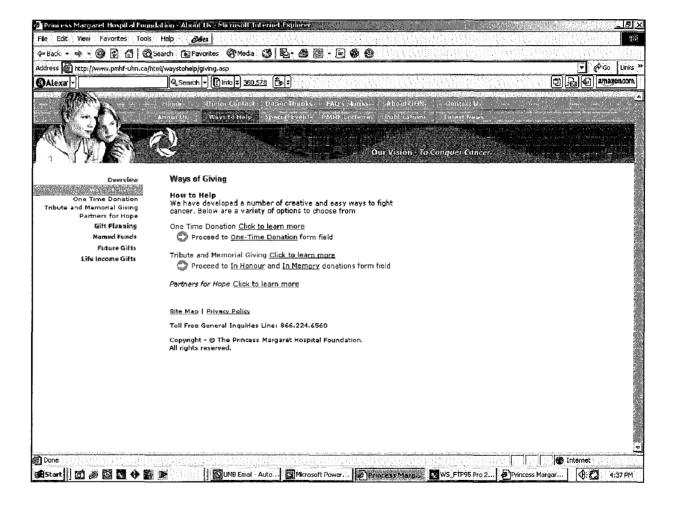
Overview

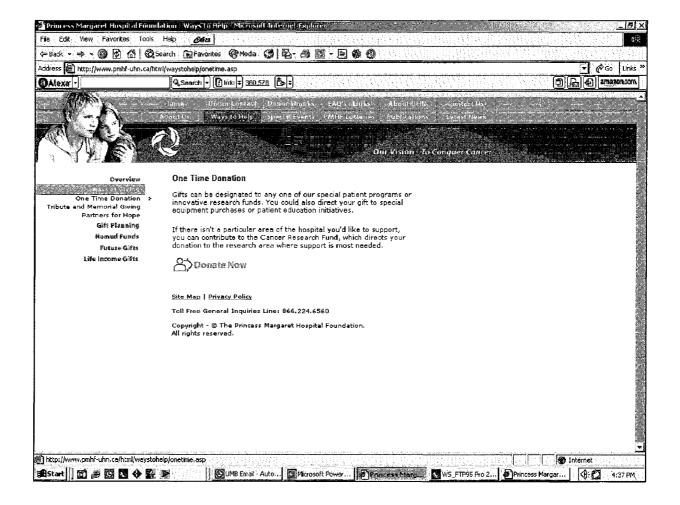
- Leverage existing online banking functionality with payments
- Simple 3 click process
- Critical information is NOT stored (managed) through encrypted session/cookies)
- Like "Aggregation" services (ie. CashEdge, Yodlee, etc.). Better term is "Facilitation" service
- Financial Institutions get an instant Higher return on existing investment (ie. Development cost for Financial Institutions are zero)
- Everyone makes a fee (Financial Institutions included!)

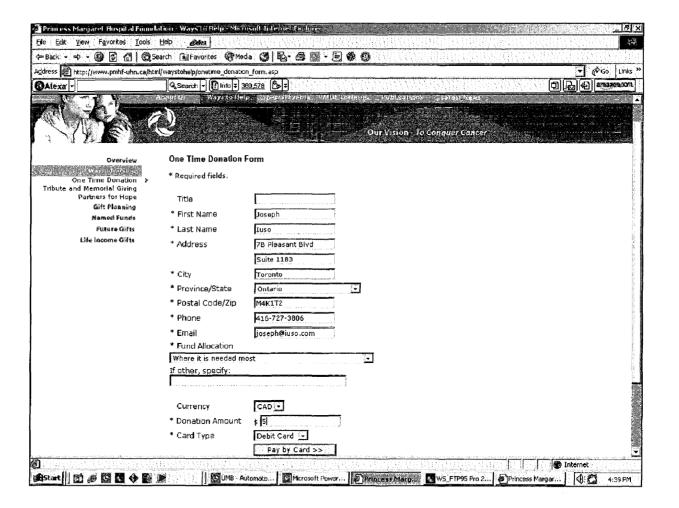
October 20, 2003

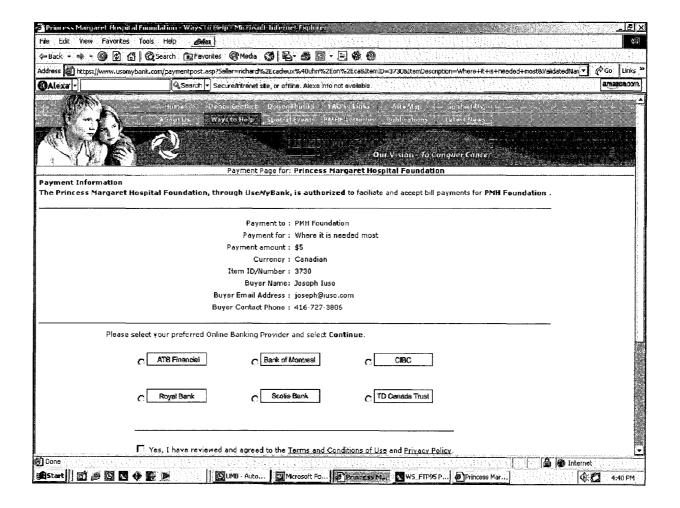
WaaMyBank #25 Demo • Payment steps/process • Email/Online real-time receipts • Backend Reporting/Settlement • Quick Q&A October 20, 2003

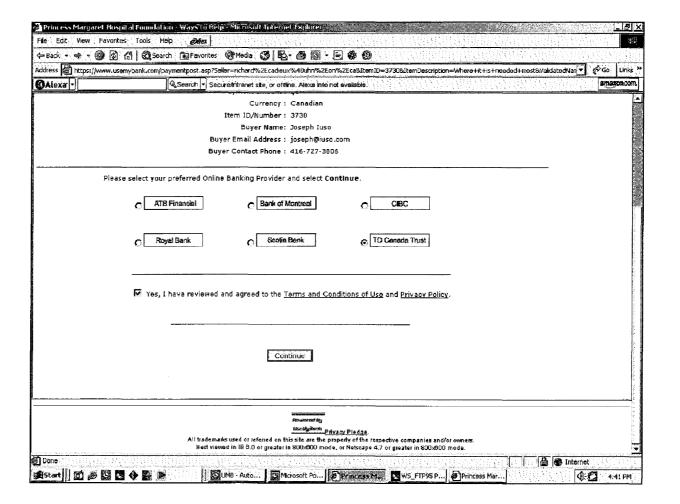


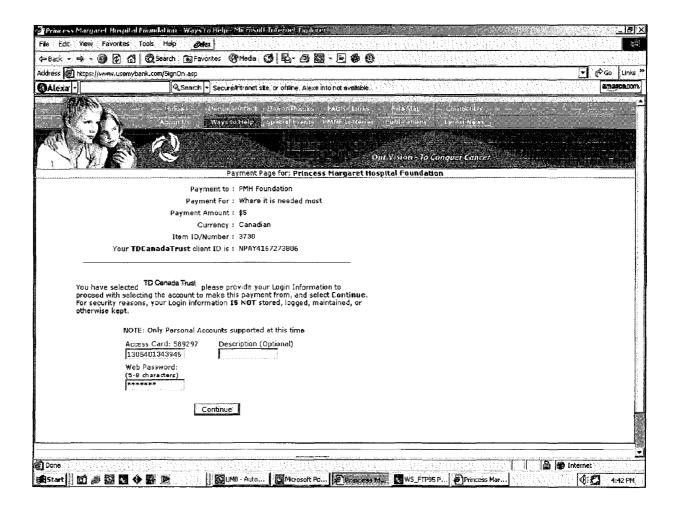


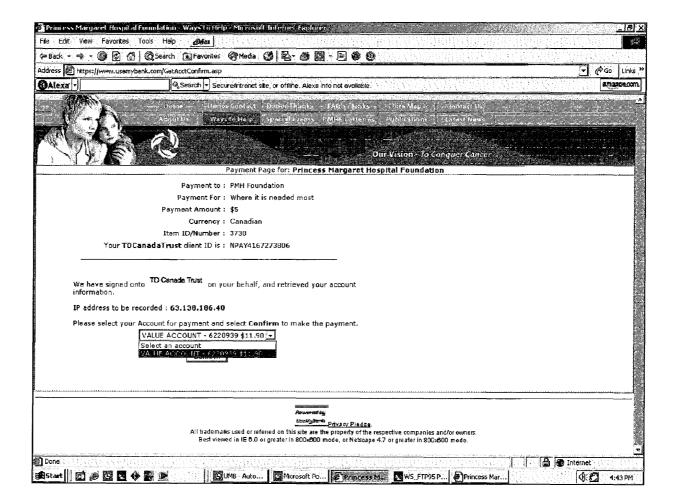


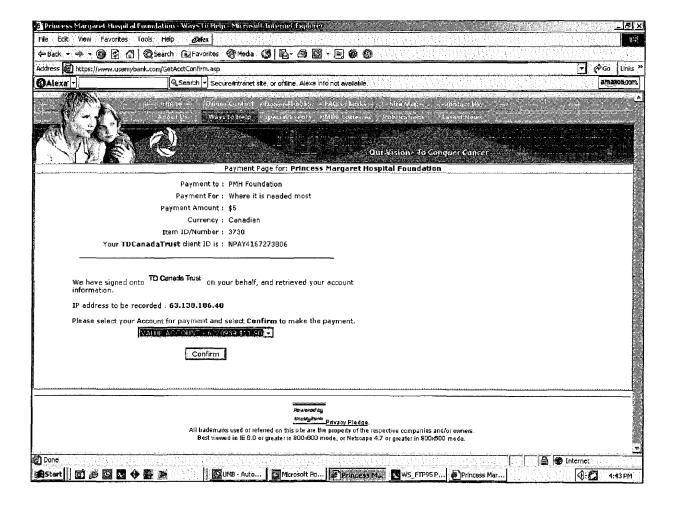


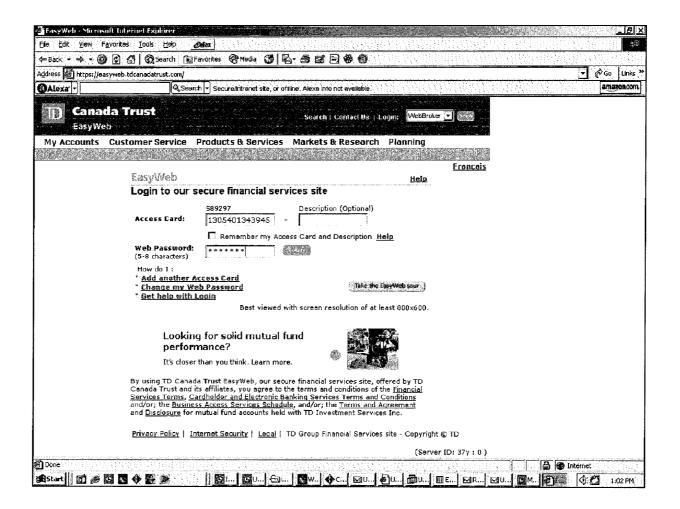


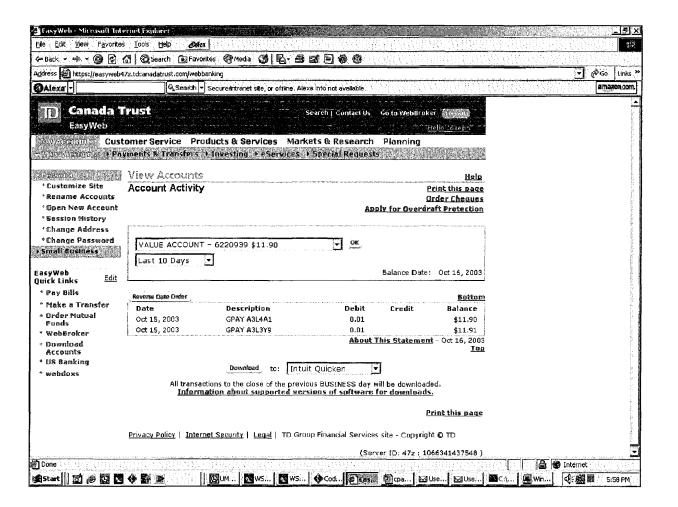


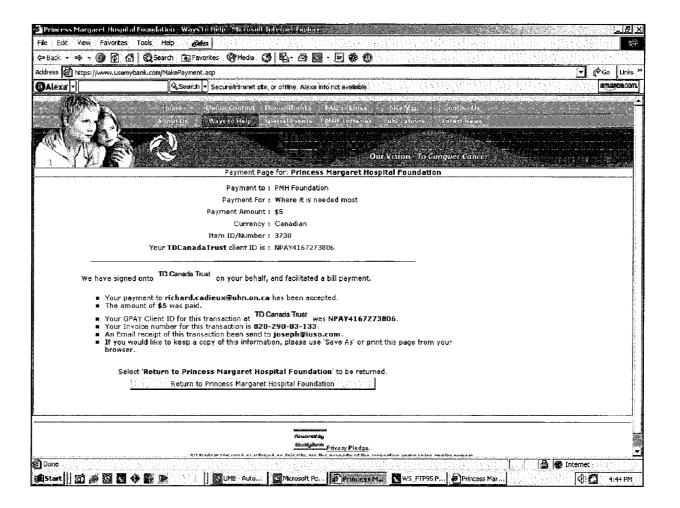


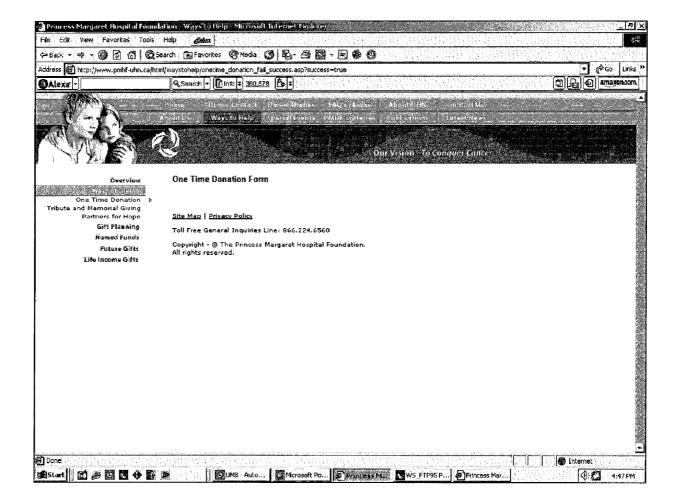


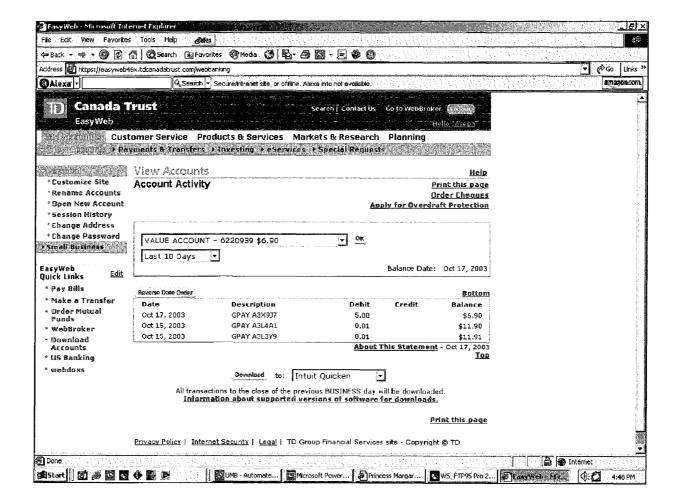


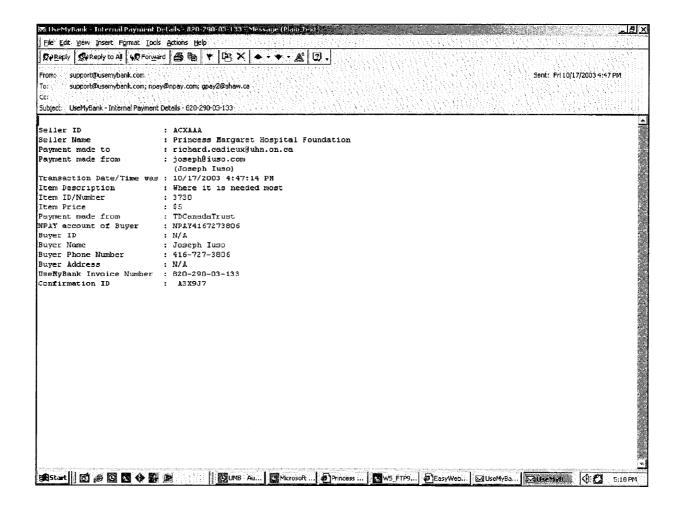


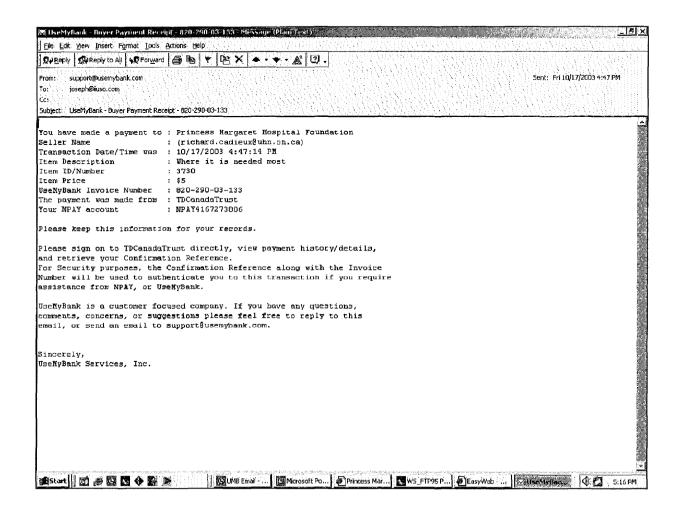


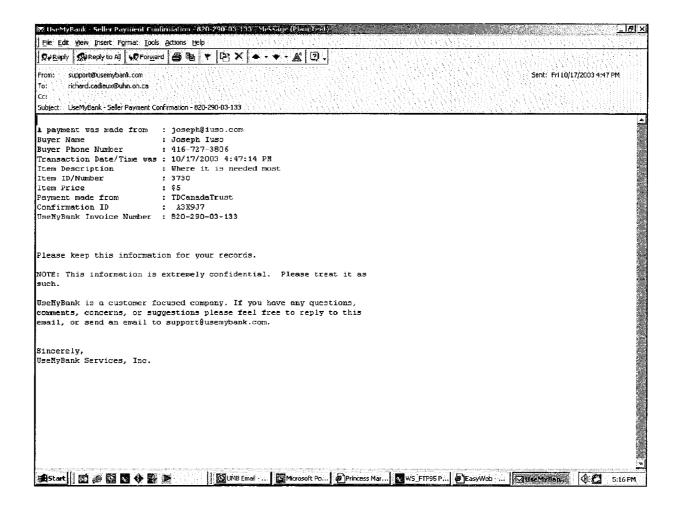


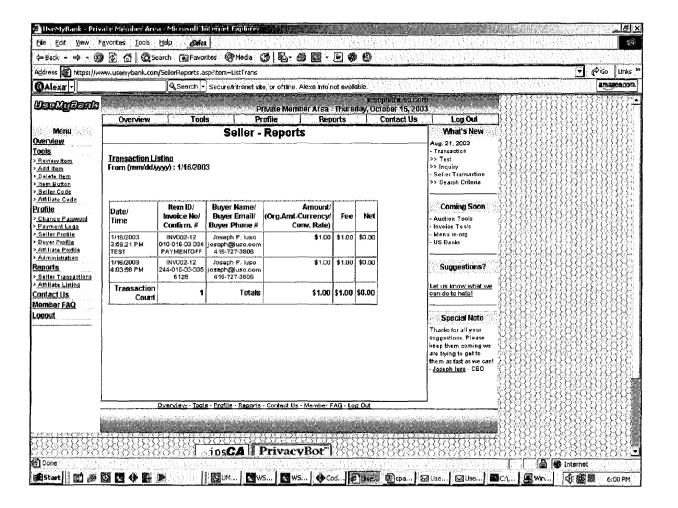


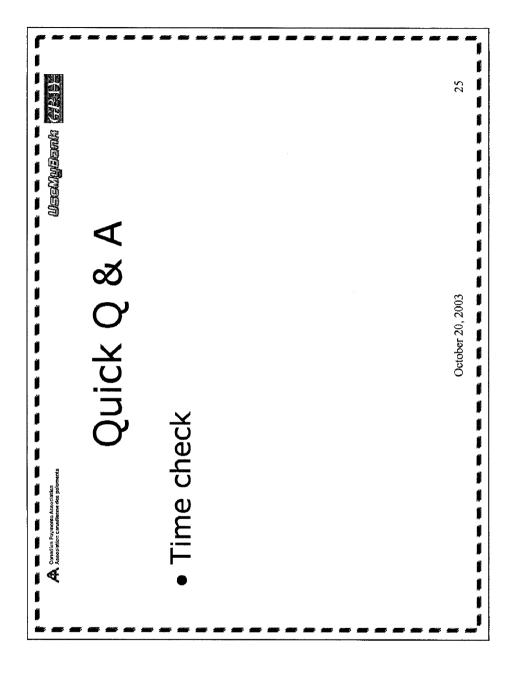












WaaMuBank (JP)



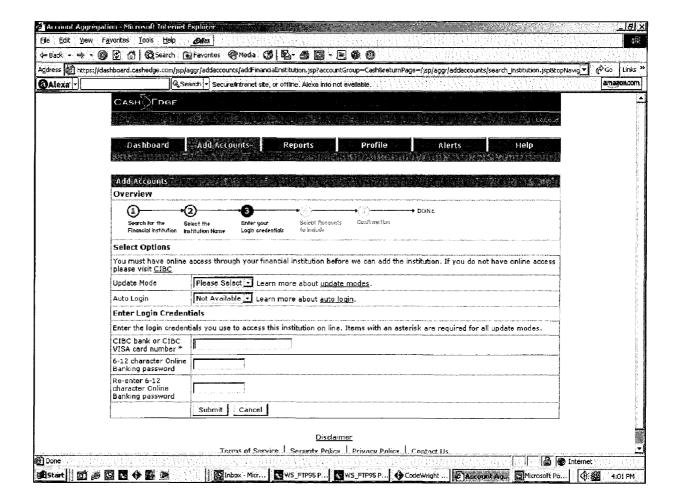
One-Time Payment - 12 Points

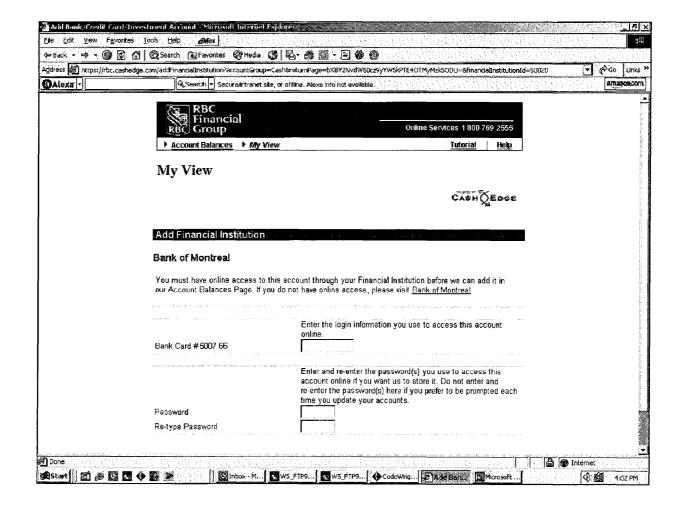
1. Authorization Requirements

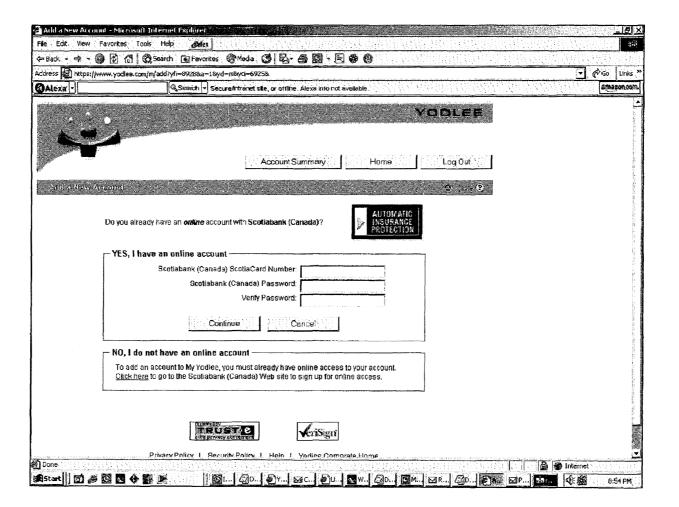
- The perfect system exists to do verification of Buyer accounts via login credentials at the Financial **Institution only**
 - Nice to have an API like existing payment systems
 - **UseMyBank supports HTTP Post, HTTP Silent Post,** XML, and HTML
- Buyer agrees to temporary power of attorney (like CashEdge, Yodlee, Royal Bank, etc)
- UseMyBank is "acting as the agent" on behalf of the **Buyer and Seller/Biller just like the Aggregators**
- Failed authorization equals failed transaction
- {Illustrate examples Cashedge, Yodlee, PMHF, UseMyBank}

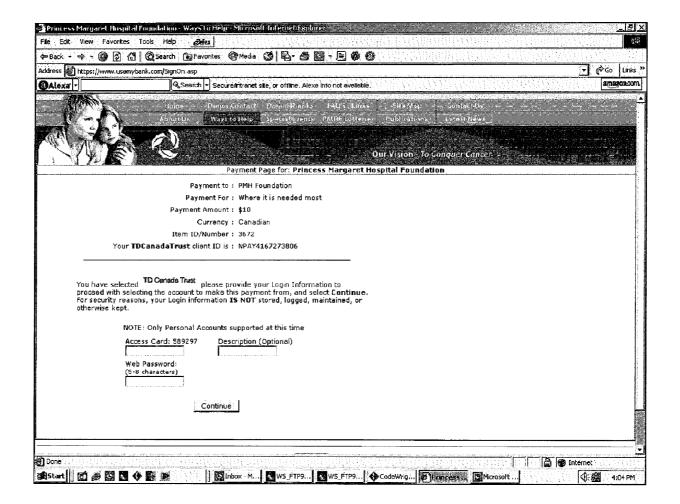
October 20, 2003

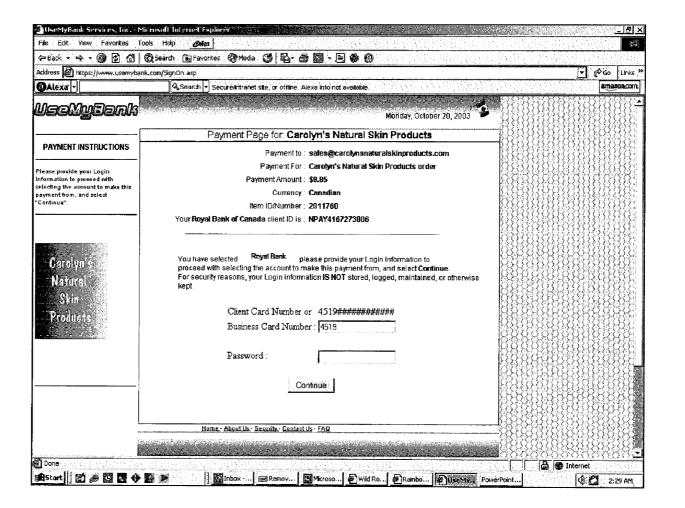
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One-Time Payment - 12 Points

(continued)

2. Electronic Only

- All UseMyBank Transactions are Electronic
- Financial Institutions are the only organizations allowed to authorize payments
- Less than 0.0001% of transactions are returned by the Buyer

October 20, 2003

WaaMuBank GPA



One-Time Payment - 12 Points

(continued)

3. Remote Only

- UseMyBank "facilitates" all transactions similar to a "Third Party Processor" like ATM's and POS
- Payment orders are submitted to Financial Institution on behalf of the Buyer
- Agree that there is a gap
 - Tighter control on Fraud Prevention and Detection is required all around
 - Use standard fields in providing reports to Billers (ie. Name, Address, Telephone Number of buyer)
 - Real-time Velocity metering
 - Automated Reversal capabilities

October 20, 2003

Canadian Payanones Association
Association Canadianne des pai





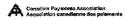
One-Time Payment - 12 Points

(continued)

4. Security of Information

- All sessions are done with SSL-128 Bit encryption
- Buyer login credentials are NEVER stored on the server!
- Sessions time out after 5 minutes
- 24/7 locked down co-location site (Colosseum Online)
- Secured access to all information
- Constantly monitor Canadian/US/International security concerns and laws
- Need a formal escalation process
- Need a formal security committee

October 20, 2003





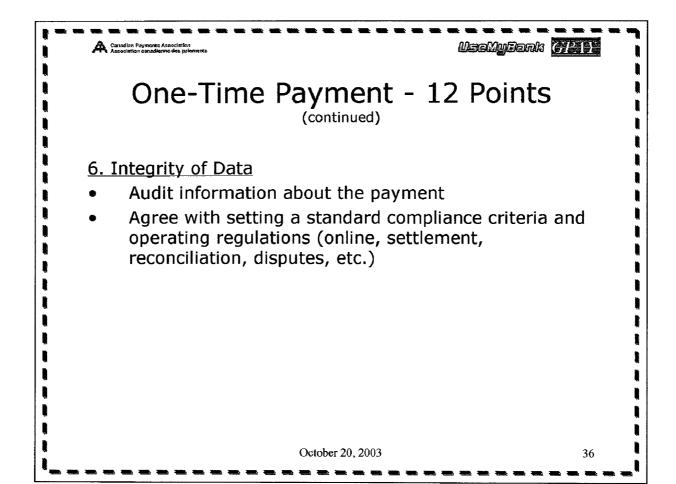
One-Time Payment - 12 Points

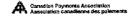
(continued)

5. Privacy and Confidentiality of Information

- Adhere to PrivacyBot set policies and dispute resolution processes
- Constantly monitor Canadian/US/International privacy laws
- Certain information is required from a legal/governmental reporting perspective
- EICRA and Selection rated
- Agree with setting up a standard Privacy Policy based on level of information

October 20, 2003







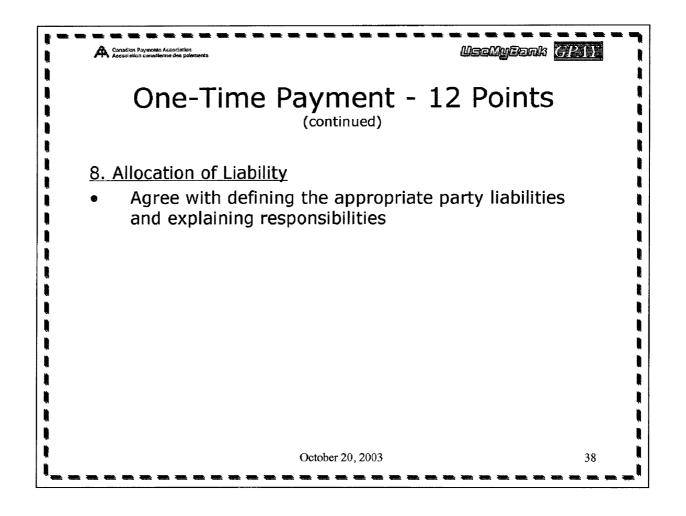


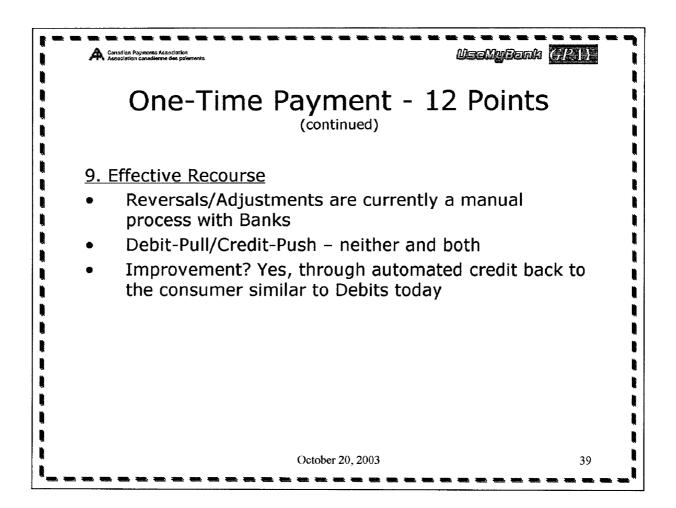
One-Time Payment - 12 Points

(continued)

- 7. Best Practices Requirements for the Payee and Payee FI
- Agree with this policy as it should be done the same way existing Debit payments
- New technology syndrome Old world mind set
 - 1997 80% technical 20% rest 30-40 MM
 - 2002 20% technical 80% rest 300-400 MM
- Understanding of existing systems, users demographics, usability, security, privacy, etc.

October 20, 2003





Conadian Paymonte Association





One-Time Payment - 12 Points

(continued)

10. Flexibility

- Allows Billers to leverage existing Bill Payment Accounts with Financial Institutions with minimal impact to the back office
- Consumer bank information is NEVER stored and/or logged on the server
 - Objects for the sessions are removed from cache after each transaction is completed
 - Standard methodology used
- Isolated from the failure of any Financial Institution or **Payment Provider**
- Scaleable solution (W2K stripped)
- Current estimated capacity @ 10,000 transactions day / server
- Use standard SSL-128 bit encryption
- Easy to integrate to any payment systems using existing patented API scripting technology

October 20, 2003

WadNyBank (IPA) One-Time Payment - 12 Points (continued) 11. Dishonoured Items Need further clarification Based on consumer experience, making the transaction similar to the INTERAC POS Debit model, is working out well October 20, 2003 41

Consdian Paymonte Association

UseMyBank (#21)

One-Time Payment - 12 Points

(continued)

12. Consistency with CPA Rules

- Most, if not all rules are already in place within the H6, needing minimal enhancements
- UseMyBank/GPAY exists within the existing framework of the H6 regulation
- Agree with new regulation set out by the CPA that will help improve and promote the one-time payment initiative
- ACH rules also to be considered for cross border payments as we are now complying with NACHA rules
- Understanding the compensating factors between the real world (brick and mortar) and the virtual (internet) with regard to debit
- High ROI for low cost effort on everyone's part (10-20%+ uptake on top of credit card)
- Proven model:
 - live and running now for over 10 months!

October 20, 2003

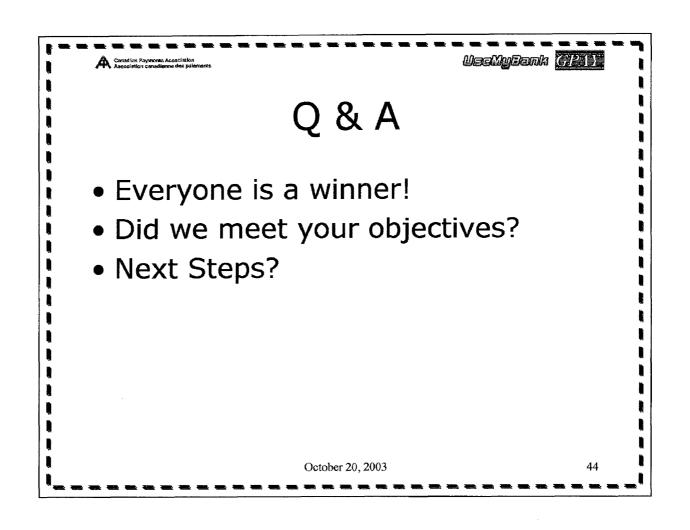
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Association canadianne des palements

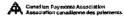
UseMyDonk (121)

8 Pre-Question

- 1. Describe usemybank.com's process.
- 2. Are consumer login names and passwords disclosed in the clear to usemybank.com?
- 3. Are consumers made aware, in clear and concise terms, that they are giving their login names and passwords to usemybank.com?
- 4. Account holders are not permitted to disclose login names and passwords, is usemybank.com concerned about this? How do you address this conflict?
- 5. Describe how usemybank.com accesses consumers' deposit accounts?
- 6. Discuss how usemybank.com provides assurance that consumers' login names and passwords are secure.
- 7. What contingency plans do you have to implement in the event that login names and passwords are accessed by an outside party or by an employee?
- 8. What assurance can FIs have that access to deposit accounts is consistent with consumers' wishes?

October 20, 2003





UseMyBank (#21)

Further information

- Visit our website or email:
 - http://www. usemybank.com/
 - info@usemybank.com
 - joseph@usemybank.com
- Contact Us

UseMyBank Services, Inc. 7B Pleasant Blvd., Suite 1183, Toronto, Ontario M4T 1K2 Canada 416-727-3806

October 20, 2003

This is the Exhibit "B" referred to in the affidavit of "Joseph Iuso"

Sworn before me this <u>29th</u> of August, 2005

muchuel blue leurs

Participants

Paul Pagnuelo (Chair) Richard Outerbridge

Carole Burke
Fabiola Soucy
Mo Jansons
Rosemarie Gage
Cathy Williams
Pierre Miner
John Fowler

Christine Saunders Jacques Ripeau Beth Bailey Tom Provencher Philippe Visintini

Keith Evans
Ken Warkentyne [via conference call]
Andrew MacDowell [via conference call]

Doug Kreviazuk

Penny-Lynn McPherson Kevin Geyer (Secretary) Richard Kosnaskie Bank of Montreal Bank of Montreal Bank of Montreal

Banque Nationale du Canada

Royal Bank of Canada Royal Bank of Canada Royal Bank of Canada Bank of Canada

Canadian Imperial Bank of Commerce Canadian Imperial Bank of Commerce

La Fédération des caisses Desjardins du Québec

Bank of Nova Scotia Bank of Nova Scotia

ADP Canada Enbridge

Credit Union Central of British Columbia

MBNA Canada Bank

Director, CPA Policy and Research

CPA General Counsel CPA Policy Analyst CPA Policy Analyst