

# ePaymentNews.ca

ADDRESSING THE ELECTRONIC PAYMENT NEEDS OF FINANCIAL SERVICE PROVIDERS TODAY

FALL 2007 |

ROUTE TO:	

## In this issue

TelPay hits 17,000 biller relationships!

Webinars help TelPay sales team show new product functionality as well as train new and existing customers.

Do your business customers need a cost effective way to consolidate funds into your financial institution? See the latest TelPay Internet system that brings funds concentration to your business customers.

Make government remittances with TelPay Online.

TelPay Central gives you access to customer's bill payment inquiries quickly and easily.

## LOOKING FOR WAYS TO INCREASE NON-INTEREST REVENUES WHILE SAVING YOUR BUSINESS CUSTOMERS MONEY?

Businesses need to be able to pay more than just their utility bills electronically. They need to be able to pay 100% of their bills and also inform their suppliers of which invoices they have paid. Current electronic bill payment systems designed for consumer payments simply cannot meet the needs of businesses interested in accounting for and paying all their bills electronically.

What Canadian businesses really need is a single system that allows them to accrue payments, update their financial records, access their payment history and pay 100% of their suppliers electronically. They also need a system that can accommodate two signing officers.

TelPay's electronic payment system, a software program that works on any Windows PC, is designed specifically for Canadian businesses and delivers all of that -- and saves them money to boot!

Take for example a business making 100 payments per month. Switching to TelPay for Business™ will not only save the time required to print, stamp and address cheques, but they'll also save on average around \$2000 per year.

Interested in an easy way of earning non-interest revenues for your financial institution or credit union? Try promoting TelPay for Business™ to your business customers. We provide a suite of printed and

electronic marketing materials including custom web pages that connect your business customers to everything they need to know about our services right through to online electronic sign-up. Your customers saves time and money paying all their bills electronically, and your institution earns \$0.10 for each bill payment made by your business customers.

Interested? Why not join us for a free no-obligation Webinar to see how TelPay for Business™ can provide a great e-payment solution to your business customers.

For more information or to get started contact Jason Olson, TelPay for Business, Product Manager, at JOlson@TelPay.ca or 1-800-665-0302 to find out more and join the growing number of financial institutions who have created a new revenue stream using and promoting TelPay for Business™ to their business customers.



# WELCOME

TelPay welcomes Communication Technology Credit Union and Mitchell & District Credit Union our newest users of TelPay's Payment technology.

## TECHNOLOGY EFFICIENCY

TelPay continues to develop and advance bill payment technology in Canada and our new Webinar series is designed to help get you into the loop!

Whether you just want to know more about how to use the current versions of our software, or you're looking for information about new TelPay products and services, our interactive web learning series is for you.

Watch step-by-step demonstrations on your PC and ask questions via our toll free telephone connection. It's a fast, simple and easy way to learn how our electronic payment products and services can help you serve your customers better - without leaving your desk.

Anyone interested in attending these FREE Webinars can contact our sales team by email at [sales@telpay.ca](mailto:sales@telpay.ca) or toll free at 1.800.665.0302 to reserve a free, no-obligation space.

See and hear how new or additional services from TelPay can add value to your operation!

# 17,000 BILLERS AND GROWING!

Electronic payments as we know them today are still in their infancy. Most consumer based bill payment systems have in the range of 3,000 to 5,000 billers with restrictions on whom they will allow to be added to their system. Some bill payment processors even have a minimum number of invoice requirements before they will even consider adding them to their system.

TelPay breaks through all barriers allowing you to add any biller to your system. Some billers are paid by account number while other billers need invoice details communicated to them along with account numbers in order to accurately update their accounts receivable. Now that TelPay has this functionality in place everyone wanting to be paid electronically can!

With no Biller Restrictions, users of TelPay's Internet bill payment system simply add the biller not found on the biller list online and pay them immediately. No more waiting months to have new billers available to your users.

TelPay's biller service area works quietly behind the scene making sure your customers' payments are processed efficiently. They have a personal relationship with nearly every biller on our system and continue to work to assist in keeping everything up to date.

Here is an example of what they have worked on over the past 12 months:

- Added 790 new standard billers.
- 206 account pattern changes to keep our error checking up to date.
- 40 biller name changes.
- 190 special notes to update financial institutions on current and upcoming changes relating to billers.
- Consumers and businesses using our Pay Anyone technology added 3738 new customer specific billers.

If you have any questions or concerns about billers simply call 1-800-665-0302 or e-mail your question to [billers@telpay.ca](mailto:billers@telpay.ca).

## OTC Update Reminder

TelPay is pleased to announce the release of Over the Counter (OTC) Version 3.2.2 which allows your financial institution the option of including customer account information in your transmission to TelPay. This optional feature will enable TelPay to include your OTC customers in the TelPay Central payment history.

TelPay Central is a secure, online, self-service area. Within TelPay Central you have the capability to delete transactions online, access to our complete biller list and an interface to view and print bill payment history for your customers.

# NEW SERVICE HELPS FINANCIAL INSTITUTIONS SERVE MULTI-BRANCH BUSINESS CUSTOMERS BETTER!

## YOUR BUSINESS CUSTOMERS CAN PAY IN ALL MAJOR CURRENCIES RIGHT FROM THEIR DESKTOP

Use TelPay for Business™ electronic payments software and our new International payments service to pay any bill or anyone electronically, in all major foreign currencies worldwide.

Convenient and easy-to-use, you can pay virtually any bill or anyone, anywhere in the world - in all major currencies right from a single screen on your PC!

All accounting and record keeping requirements are maintained by TelPay for Business™ including a journal entry of the transactions available for downloading into most accounting packages.

Following creation of a foreign exchange account users can get instant foreign exchange quotes in a few mouse clicks.

Designed to deliver cost and time savings to businesses who need to make international payments, this great new service is available via a downloadable module that integrates with TelPay for Business™ software.

Customers will be required to have an account with the following foreign exchange service providers to complete international currency transactions.



**CUSTOM HOUSE**  
www.customhouse.com

**PaylineFX**  
Global Payment Solutions  
www.paylinefinancial.com

For more information visit our International Payments sign-up page at [www.TelPayforBusiness.ca/IP](http://www.TelPayforBusiness.ca/IP)

## FUNDS CONCENTRATION

Designed for companies with multiple business locations making deposits into accounts at different financial institutions, TelPay's Funds Concentration Service lets businesses transfer and consolidate these deposits in a timely, cost-effective manner, delivering them to a head office account the next day.

The new web-based service allows businesses to transfer and consolidate multiple account balances to a central concentration account on a daily basis for improved corporate control and maximizing cash utilization -- saving businesses money and time.

Based on TelPay's widely respected personal and business bill payment service, a branch simply signs in to TelPay's FCS secure services web portal and initiates a payment from the local bank to the company head office any business day before midnight Central Time.

Late processing enables businesses to include more of the day's receipts in the funds transferred. Deposits can be made at any convenient branch or night depository of any

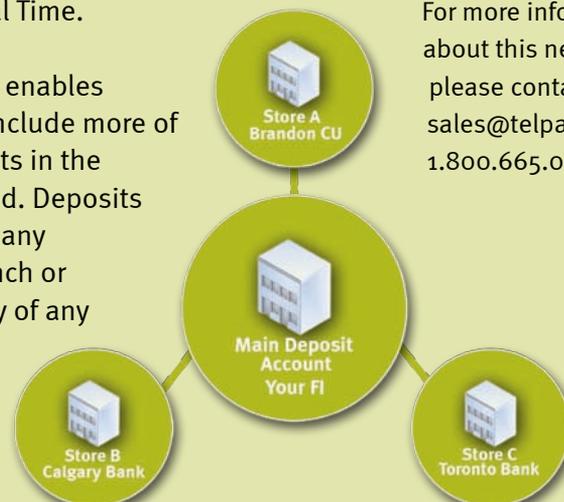
financial institution and the funds will be in the head office account the next day. The head office receives a report of the payments made by noon so that cash can be managed effectively.

Lower costs, later cut-off times and the ability to independently move funds from multiple branch accounts to a central fund, regardless of what financial institution branch accounts are held at, are among the cost-effective benefits TelPay's Funds Concentration service offers to multi location businesses.

### Benefits:

- Speed - Electronic collection means funds are available the next business day,
- Cost Effectiveness - Reduce staff time allocated to cash concentration activity,
- Reliability - Concentrate funds to improve cash flow.

For more information about this new service please contact [sales@telpay.ca](mailto:sales@telpay.ca) or call 1.800.665.0302.



**Example**

# TELPAY ONLINE

## OFFER YOUR CUSTOMERS THE ABILITY TO MAKE GOVERNMENT REMITTANCES ONLINE!



Simple to use, just go to “add billers” and select the government agency you would like to remit to, such as:

- CRA Payroll Source Deductions
- CRA Corporate Income Tax
- CRA GST/HST
- Provincial Sales Tax
- And many others!

Trust TelPay, Canada’s independent e-payments leader, to deliver the features and options your customers want without

complex system changes or implementation fees.

### GO GREEN - GO ELECTRONIC

TelPay is committed to providing a single point of capture for all funds and remittance details and other environmentally friendly electronic initiatives that reduce waste paper and support the environment.

For more information or to activate this feature please contact [sales@telpay.ca](mailto:sales@telpay.ca) or call 1.800.665.0302.



# TELPAY CENTRAL

TelPay Central, our secure, online, customer service portal gives your representatives instant access to all the information they need to respond to your customers’ bill payment inquiries.

TelPay Central lets your representatives handle all bill payment inquiries quickly and easily, whether working from your call center or in-branch. Use TelPay Central to free up valuable time for your institution and deliver top quality service to your customers.

### With TelPay Central you can:

- access TelPay’s biller list,
- view customers’ annual statements,

- test and validate account numbers,
- view and print up to 2 years of any customer’s payment history,
- delete transactions until 9:30 a.m. C.T. Monday to Friday, without any other action such as emailing, faxing or phoning!

For more information about TelPay Central contact customer service at 800.665.0302 or [service@telpay.ca](mailto:service@telpay.ca).

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for Financial Services