# "Bitcoin and Virtual Currencies: More Than Meets the Eye for Financial Managers"

SoCal AFP Annual Expo 25 April 2014 Steve Mott Principal—BetterBuyDesign



Load

# Intended Outcomes for Today

- Attendees will gain insight on what the real prospects for Bitcoin and other virtual currencies are to revolutionize payment channels (pipes) to gain big efficiencies in B2B and other commercial transacting.
- Mathematical cryptography in software IS the future of payments, which is why Corporate Treasury departments are so interested.
- But getting security, auditing and commercial infrastructure 'wrapped around the new pipes' IS the challenge now.
- A view on emerging regulation and legal problems will be discussed in the context of the considerable push from lots of players to get virtual currencies into the mainstream quickly.
- Implications abound for everyone in the payment/transacting ecosystem.

## What You Need to Know About Virtual Currencies

- 1. What's all the fuss about?
- 2. Bitcoin: The Virtual Currency
- 3. Fit in Regulatory Environment?

**BETTER BUYDESIGN** 

- 4. The Virtual Currency Ecosystem
- 5. Bitcoin: The digital technology
- 6. What applications might exist for Finance/Treasury departments?





Present

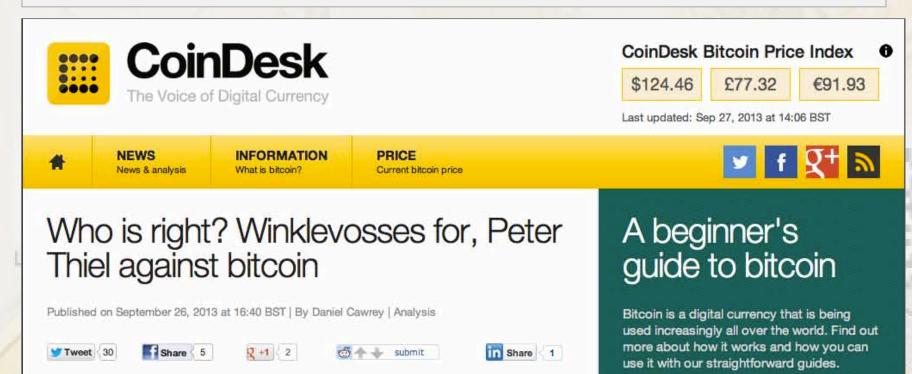
F



# 1. What's All the Fuss About?

- News captures public's fancy
- Current political environment invites a digital alternative to central bank 'whims'
- Celebrities get involved, and government steps in softly at first
- Word of mouth spreads: YOU can make money
- ...and insist it's already going mainstream
- But failures and fraud problems abound, making following it *de rigueur* for the digerati

# Information Stream Exploading



It is quite evident that when influential people talk about bitcoin, the masses listen. Strike up a conversation about virtual currencies with an everyday person in your life, and they will recall information received from major news outlets. Mainstream media likes to put things in a neat package so they're easily understood.



What is bitcoin? It's a decentralized digital currency



Why use bitcoin? It's fast, cheap to use, and secure

# **Bitcoin Founder Discovered?**

### DealBook: Newsweek Unmasks Bitcoin Founder, Stirring Ire: An article about a man in Southern California named



David McNew/Reuters The person whom Newsweek identified as Satoshi Nakamoto, the founder of Bitcoin, was surrounded by journalists at his home on Thursday. The man denied the claim. Updated, 9:42 p.m. | Even as it has grown into a new type of digital money worth billions of dollars, Bitcoin has always retained an air of mystery. Central to its cachet has been the mythic status of the system's creator. Its developer went by the name Satoshi Nakamoto, but that is all that Bitcoin's adopters seemed to know — or wanted to know. After all, Bitcoin was a project dedicated in

part to making it easier to avoid the all-seeing gaze of the government and corporate America. But the inventor of the virtual currency may not be quite the international man of mystery that some aficionados imagined him to be. Could he in fact be a model-train fanatic living with his mother in a modest hous...

# Romantic Notion of Financial Libertarianism

OPLE BUTTLET

Load & Ver

# I BELIEVE IN HONEST MONEY gold, silver, and bitcoin

TWO SIDES OF DEBATE A Berlin pub keeps the faith.

**BETTER BUYDESIGN** 

keeps the faith.

# Advocates Seek Freedom to Make Money



WITNESSES In January, venture capitalists and Bitcoin investors testified at a New York State hearing in Manhattan: left to right, Barry Silbert of SecondMarket and Bitcoin Investment Trust; Jeremy Liew of Lightspeed Venture Partners; Fred Wilson of Union Square Ventures; and Cameron and Tyler Winklevoss.

# Movement to Mainstream Inexorable?

### Makers of Bitcoin A.T.M.'s See a Not-Quite-Cashless Future

By NATHANIEL POPPER MARCH 31, 2014, 5:49 PM 96 Comments



GRABBING COFFEE, AND A FEW COINS Curtis Machek, left, uses a Bitcoin A.T.M. at a coffee shop in Vancouver.



Load & Veril



#### Apr 7, 2014 Cryptex's Debit Card Aims to Widen **Bitcoiners' Spending Options**

BANKS

ARTICLE	COMMENTS (1)	
rcoin		
Email 斗		
Comment Com		
y MICHAEI	J. CASEY CONNECT	
19	A DESCRIPTION OF TAXABLE PARTY.	
		1000
And in case	Contrate and	10.000
<b>HEALTH</b>	Tarta and a second seco	
	and the second se	
		and the second se



-Againsi Fishos-Pressa/Getty Images

A new debit card-based digital currency service aims to get around one of the biggest problems faced by holders of bitcoin: the very limited number of outlets for spending or converting their digital currency.

Hong Kong-based startup Cryptex Card provides an online service for quickly converting bitcoins into dollars and loading them on a card that can then be used at ATMs and merchant-based point-of-sale card readers. The card, which will function like a prepaid debit card, will be issued under a license tied to Chinese card provider Union Pay, which is accepted in outlets all around the world including the Discover card network in the U.S. Cryptex co-founder and Chief Executive Officer Jamon Rahn estimates that holders of the card will be able to use it at 90% of the world's existing ATM and merchant outlets.

The project, which will be launched Monday at the "Inside Bitcoins" conference in New York, is the latest attempt to resolve bitcoin's so-called "gateway" problem. Converting bitcoins into traditional currencies for simple purchases has been a major headache for users of the cryptocurrency.

Cryptex: Just Load It on a Debit Card

AA

"Bitcoin is the fastest way to transmit money but it is currently really prohibitive on v you can spend it and where you can turn it back into money for everyday use," said Rahn in a telephone interview from Singapore. "Cryptex allows people to have great convertibility of their bitcoin holdings."

Other initiatives to attempt to make easier to convert bitcoins into traditional curren include the special bitcoin ATMS developed by firms such as Robocoin and Lama and the network of local outlets providing exchange services managed y a firm call ZipZap.

Cyrptex's backers argue that their plan would give holders of bitcoin considerably r flexibility and greater options for using the digital currency. That, in turn, will promo greater bitcoin adoption, they say.

Like many bitcoin businesses, Cryptex is grappling with an evolving regime of regu as governments seek to take greater control over an industry that has been hit with money laundering charges and other scandals.

Cryptex customers will be put through identity checks in compliance with standard money-laundering and "know-your-customer" regulations, said Mr. Rahn, who like Hong Kong-based co-founder and Chief Technology Officer Andy Cheung, has a background in payment services.

In the U.S., Cryptex will impose daily limits on the amount of money that can be loa on to a card in compliance with money transmitter rules. It's not clear what other U rules Cryptex will have to meet. Federal regulators have insisted that bitcoin excha and payment processors obtain state money transmitter licenses and register with Treasury Department's Financial Crimes Enforcement Network.

For now, Cryptex can complete a conversion in around 24 hours. Mr. Rahn said he expects a fully automated process will be in place by the early summer to allow instantaneous conversion and card-loading for immediate use for ATM withdrawals purchases.

Currently, the card can only load dollars but Mr. Rahn says there are plans to build capabilities for other currencies.

Cryptex charges no fee for producing or delivering the card. Much like a traditional currency broker or bureau de change, it profits by charging an exchange rate about at which it purchases dollars on bitcoin exchanges. Mr. Rahn said that more favora rates will be available for customers who make larger purchases. Separate ATM fe apply in most cases.

Seed investors in Cryptex include Tero Ojanperä, managing partner of Finland-bas venture capital firm Vision+Fund and a member of the Executive Board of Nokia Co Ken Hertz, a senior partner at law firm Hertz Lichtenstein & Young and an early inv in music streaming service Spotify AB, and Michael Terpin, a member of the BitAng network of digital-currency-focused angel investors.

"I have no doubt that there will be competitors to follow [Cryptex], when they are at figure out their own secret sauce of finding a cooperative bank, a payment network a payment processing technology that all seamlessly work together," said Mr. Terp the meantime, Cryptex is positioned for fast growth."

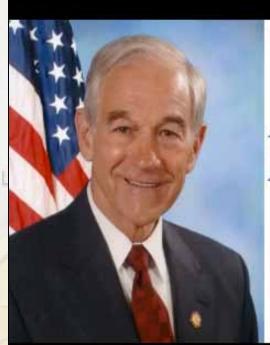
# But Failure and Fraud Problems Mount



TWO SIDES OF DEBATE Kolin Burges protests against Mt. Gox, the failed Bitcoin exchange based in Tokyo.



# Fed Attacked, GS Doesn't Control it (yet)



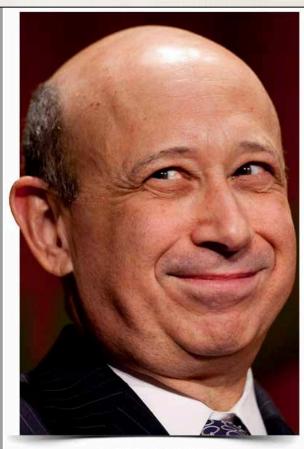
**BETTER BUY DESIGN** 

Texas Straight Talk September 16, 2013

A Great Victory for Peace & Liberty



The Regulation continues



Lloyd Blankfein photo by . (ID: 2797)

# 2. Bitcoin the Virtual Currency

### • Not a New Concept:

- Private and local currencies go back centuries
- Digital currencies proposed in 80s and 90s
- Flooz, Beenz, DigiCash, CyberCash in the Internet Bubble
- E-Gold: 1999: backed 100% by gold bullion, other precious metals
- Merchant-specific: Facebook Credits, Amazon Coins
- MintChip: Canadian government-backed digital currency
- Liberty Reserve: Liberty Reserve Dollars and Euros tied to dollar and euro

### So Why Now?

- 2008 Financial Crisis/Loss of faith in banking
- Fiat Currency Crises in Cyprus, Greece, Argentina, others
- Chinese currency exportation prohibitions
- Continued irritation by corporate customers of bank payment inefficiencies and costs

### BETTERBUYDESIGN

# What is Bitcoin?

### What Bitcoin is:

- <u>The first</u> (there are dozens of others Litecoin, Feathercoin, etc.)
- <u>Open-source</u> (non-proprietary code = strength in transparency)
- <u>Decentralized</u> (no issuing authority)
- <u>Peer-to-Peer</u> (cash-like electronic transactions, no intermediary)
- <u>Digital</u> (built for the Internet)
- <u>An alternative</u> (not a replacement) of fiat currencies
- <u>Cryptographic</u> (based on principles of proven cryptography)
- <u>Currency</u> (medium of exchange, unit of value, store of value)

### What Bitcoin is not:

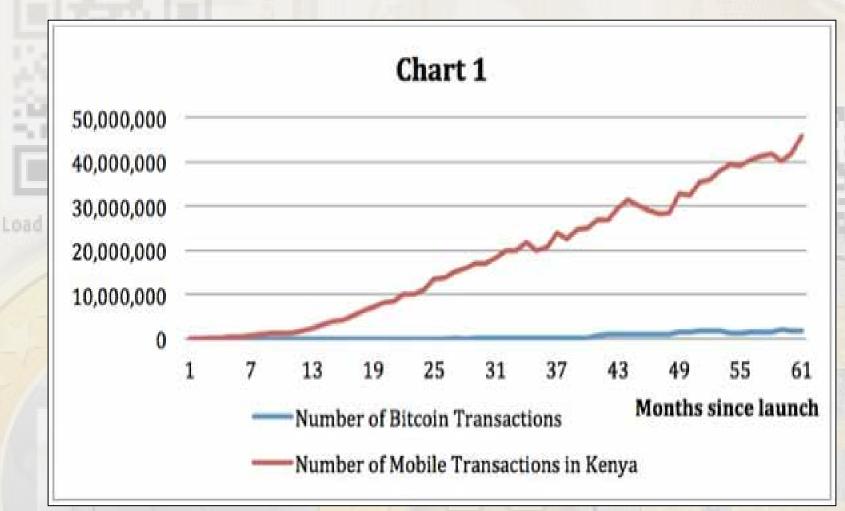
- <u>Anonymous</u> (but it is pseudonymous)
- <u>Risk-Free</u> (it can be stolen/lost/hacked, just like cash)
- A <u>Substitute</u> for Government/Banks/Payment Networks (complementary)
- <u>Free</u>
- <u>Not a fixed-volume currency immune</u> <u>from inflation</u>

## Why Bitcoin Was Created

Limitations of Incumbent Payment Systems:

- Limited Access:
  - Credit/debit not universally accepted
  - 50% of world population has no access to banking systems\*
  - Credit and savings vehicles not available to unbanked/underbanked
- High Costs:
  - Fees: Interchange, Bank Fees, Payment Networks, Processors, ISOs—all operating on aging physical infrastructure
  - Slow, confining infrastructure and high compliance investment (POS, PCI/Security, KYC)
  - Chargebacks, reversals, refunds, fraud
- Liquidity "Islands": moving small amounts of money around the world quickly and cheaply is very difficult (e.g., wire transfers)
- **Privacy**: Internet transactions require sharing of personal data with third parties
- Security: inflation, devaluation, asset seizure, currency export controls

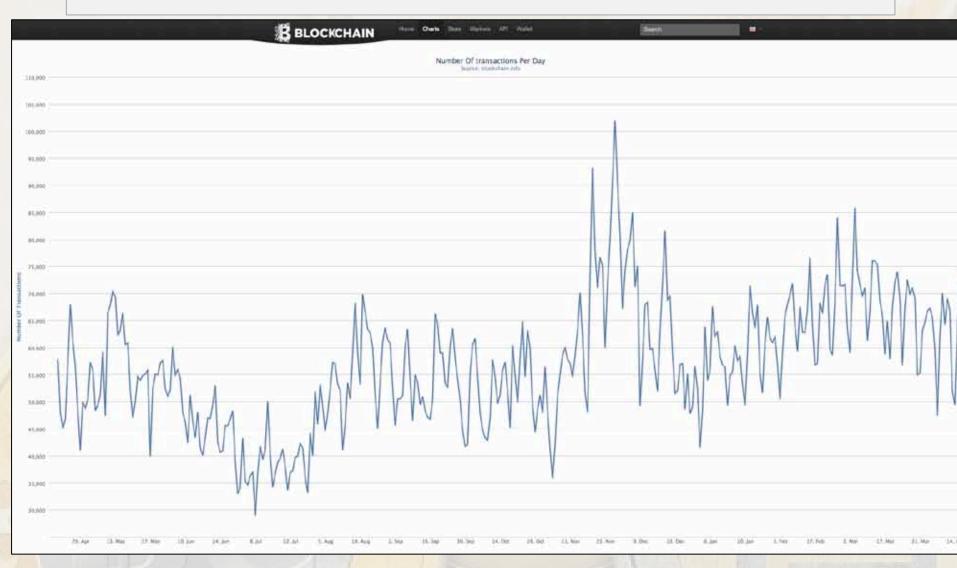
# Bitcoin is a Bit Player in Payments



Source: Compilation, with data from <u>blockchain</u> for bitcoins and Central Bank of Kenya for mPesa (PYMNTS.com)

**BETTER BUYDESIGN** 

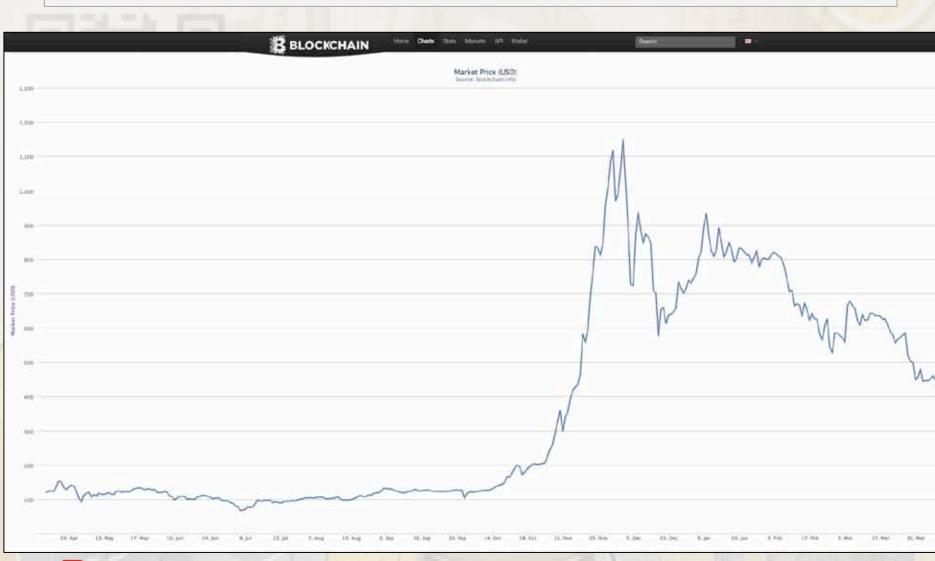
# But Use is Growing with Infrastructure



BetterBuyDesign

Source: Blockchain.com

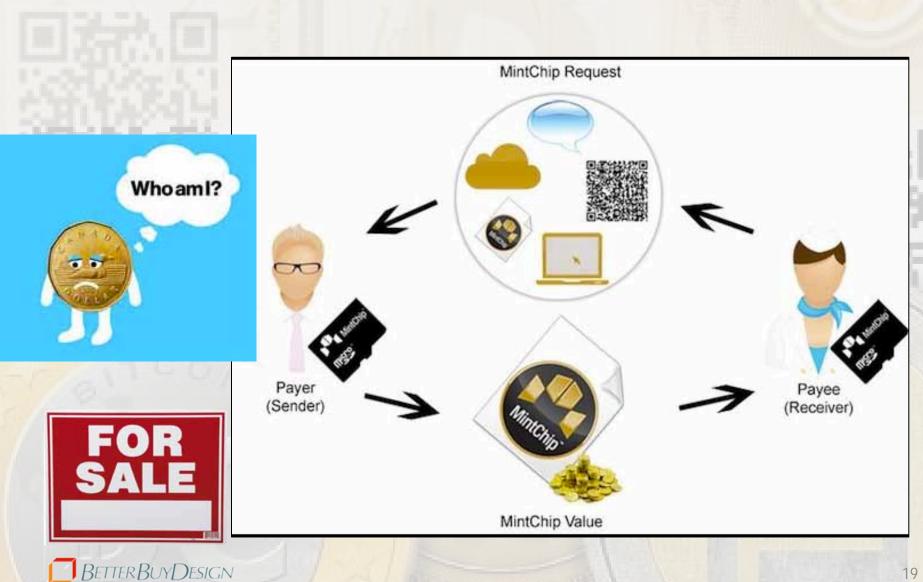
# Price Volatility is the Biggest Hurdle



BETTERBUYDESIGN

Source: Blockchain.com

## MintChip: From the Royal Canadian Mint



19



309 pm ET Apr 4, 2014 UNCATEGORIZED

#### Canada Puts Halt to MintChip Plans; Could Sell Digital Currency Program

100%	DIGITAL CUR	RENGES ELECTRONIC PAYMENTS MINTO	HP ROYAL CANADIAN MINT
Enal	-Print	1 II II II II	AA

Canada's experiment with creating its own digital ourrency appears to be over.

The Royal Canadian Mint said Friday it's halting development of its fledgling MintChip digital currency program and is now looking to sell the business.

The Mint had announced plans to develop MintChip back in April 2012 for use

in small online payments. At the time, it described MintChip as the "evolution of physical money, with the added benefits of being electronic."

Mint spokeswoman Christine Aquino said plans regarding the virtual currency "matured" and that the Mint considers turning development over to the private sector one of MintChip's "natural next steps."

"The Mint is currently working with the [Canadian] Department of Finance to explore divestiture options," Ms. Aquino said in an emailed statement. "The Mint is also in the process of completing development of MintChip to package the assets for divestiture."

Canada's plans to sell MintChip, which is still in its infancy and has never reached the circulation stage, come amid surging interest in digital currencies such as bitcoin, which is still considered to be at an early stage of development.

The MintChip move is an abrupt turn from the Royal Canadian Mint, which had entered an agreement with SecureKey Technologies Inc. In February to develop software that would make transactions between MintChip users more secure.

It had also partnered with Ingenico SA(<u>INGUR+0.86%</u>) to create a terminal that could be used by retailers to process MintChip transactions, demonstrating the terminal at a financial conference in New York in January.

The Canadian government said in its budget released in February that it planned to strengthen Canada's payments system by cracking down on digital currencies' use in money laundering and other criminal activity. Ms. Aquino declined to comment on whether the Mint's decision to end its development of MintChip was linked to any security-related concerns. Spokespeople from SecureKey and Ingenico weren't immediately available for comment.



Don't Miss (7)

#### About Canada Real Time

5 Taknaways from Canada's March Jobs

Report

Canada Real Time provides insight and analysis into what's making news in Canada, a country punching above its weight on the world stage thanks to its visit resources and strong banking sector. Drawing on the expectise of The Wall Street Journal and Dow Jones Newswires, we take a look at developments in fields ranging from business to politice to culture. You can contact the obtions at canadaedhices 80 dowjones.com

Otema Pushes

NATO to Ease

imports, and More

Russian Gas

NEXT Key Canada Events:

GO

Teals Stock Hits the

Skirle

Week of April 7-11

Follow Canada Real Time on Twitter



Grade the Test

#### WSJ Canada

See the latest Canada news and features from The Wall Street Journal.

#### **Breaking News**

Canadian Bonds Pare Losses After BOC Retains Dovish Tone Is the Bank of Canada Taking a Flyer on Oi Prices? Canadian Dollar Erases Gains, Shifts Lower After BOC Rate Decision Fffort to Get Rid of Pennies Cut Short; Fear of Digital Currencies **Overall Might** Have Been the Reason...



### Local Currencies Arise



### Berkshires Berkshares: Buy Local/Keep Jobs

Load &



From virtual currencies to another form of alternative coin, we bring you the BerkShares, a type of coin that can only be used in the Berkshires, a region in western Massachusetts (USA). According to the BerkShares website, more than 400 businesses located in the Berkshires area accept the currency, while 13 banks serve as exchange stations.

### Merchant-Specific: Amazon Coins





- Launched 5/2013, this currency enables Kindle Fire tablet owners to buy games, apps and inapp items
- Prepaid type of currency could be extended to mainstream purchases
- Counters trend *away* from virtual currency by digital venues (e.g., Facebook credits retired last month, and Microsoft ending xbox video game points
- New users got \$5 in coins (each coin is worth a penny); purchase of additional coins can generate a 10% discount
- Amazon has patented a virtual currency for mobile transacting...

# 3. Fit in the Regulatory Environment

### Regulatory Issues: FinCEN Guidance: 3/18/2013

- **Currency**: "the coin and paper money of the United States or of any other country that (i) is designated as legal tender and that (ii) circulates and (iii) is customarily used and accepted as a medium of exchange in the country of issuance." (Bank Secrecy Act definition)
- Virtual currency: "medium of exchange that <u>operates like a currency</u> in some environments but does not have legal tender status in any jurisdiction."
- <u>Convertible</u> virtual currency: virtual currency that has an <u>equivalent value</u> in real currency, or acts as a <u>substitute</u> for real currency.
- Outlines regulatory treatment of persons engaged in virtual currency transactions under the definitions of dealers in foreign exchange and money transmitters under the Bank Secrecy Act

# U.S. Treasury Pulls the Plug

- Ruling on digital currency issued by U.S. Department of the Treasury's Financial Crimes Enforcement Network (FinCEN)
  - Seizure of Mt. Gox exchange's Dwolla funds and its subsequent decision to require authentication of its users
- Seizure and closure of Liberty Reserve—has been seen by some as the beginning of the end for such wild west monetary systems

[Fun fact: Mt.Gox is an acronym for Magic: The Gathering Online eXchange. Mt.Gox was originally a place for people to trade Magic: The Gathering Online cards. They switched to focusing on Bitcoins in 2010. Best pivot ever?]



On May 14, 2013 the Department of Homeland Security, acting in concert with FinCEN, seized the US assets of Mutum Sigillum and shuttered its business.



Liberty Reserve didn't register either. Liberty Reserve was a Costa Rican payment processor that did not use bitcoin, but did use its own form of centralized digital currency called "Liberty Reserve Dollars". One of its services was accepting funds from Customer A, holding those funds, and then distributing them to Customer B at Customer A's direction using Liberty Reserve Dollars.

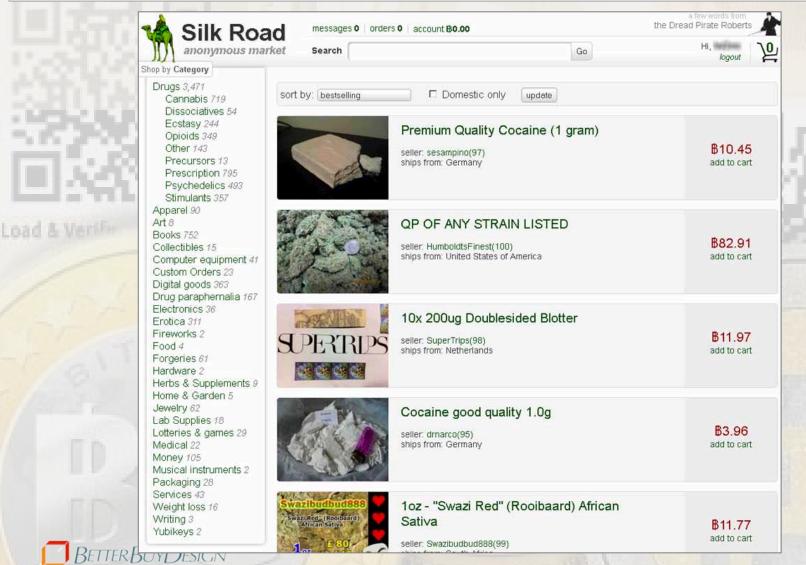
Like Mutum Sigillum's business, this was also a classic example of money transmission. It serviced customers across the globe, including the United States, without collecting any of the information or making any of the reports required under the BSA.

In May, 2013, the US federal government seized the Liberty Reserve website and shut down its business, citing, among other things, its operation as an unlicensed money transmitter. The seizure notice is still on its website. Liberty Reserve: Takes Digital Currency A Step Too Far

26

BetterBuyDesign

## Silk Road: Immensely Popular Bitcoin Site for Purchasing Contraband



## Regulatory Issues: FinCEN Guidance:

### **Three Roles:**

- User: a person that obtains virtual currency to purchase goods or services. User is not an MSB under the FinCEN regulations (in same way user of currency is not an MSB
- Exchanger: person engaged as a business in the exchange of virtual currency for real currency, funds, or other virtual currency
- Administrator: person engaged as a business in issuing (putting into circulation) a virtual currency, and who has the authority to redeem (to withdraw from circulation) such virtual currency

# FINCEN Ruling Invokes Money Transmitter Rules

Individuals who merely exchange bitcoin for goods and services (and vice versa) are merely "users" of a virtual currency, not money transmitters.

Businesses that accept bitcoin from one person and send it to another are money transmitters, and are not exempt from money transmission regulation simply because they do not deal in fiat currency. Individual bitcoin miners who convert their "created" coins to fiat are money transmitters, even though they never act "as a business," nor accept value from one person to transfer it to a third person. Any business that exchanges fiat currency for virtual currency – or even one virtual currency for another – is a money transmitter. MTBs must enforce Anti-Money Laundering (AML) and Know Your Client (KYC) measures, identifying the people that they're doing

business with.

## Evolution of Regulatory Landscape

- From Law Enforcement Focus:
  - 2012 FBI Report: concerns over criminal activity (illicit drugs, weapons, child pornography)
  - Seizure of Mt.Gox assets: Summer 2013: >\$5M in U.S. Accounts seized by DHS for operating an unlicensed MSB
  - Silk Road Bust: Fall 2013: DOJ now in possession of ~25K Bitcoins
- To Regulatory Clarity:
  - Are Bitcoins "Money"?
    - TX: Bitcoin Savings and Trust case: Bitcoins are "money or monetary value", but probably not currency
    - FEC: Bitcoins are not money ("in-kind contributions")
  - State Licensing: Very few Bitcoin companies have successfully obtained MTLs; applicability of state laws unclear
  - Congress: Senate hearings held Nov 2013
  - WA: Jan. 2014: Bitcoin is "money" for state MTL purposes
  - NY DFS Hearings: Jan. 2014: "Bitlicenses" likely

# Self-Regulation Emerges

#### The Bitcoin Channel Your One Stop Shop for ALL Bitcoin News!



The Bitcoin Channel Crypto-Currencies Will Destroy The Banksters' Monopoly On Money

#### Donate Via Paypal

Donate

📑 🎫 🛥 📰 📼

Load & Veril

Donate BTC 1HnZuhqhRQydeidYwqgZaXYB1Vs2R2c8b5

Donate LTC LdSTzyS9hD8XKX7waBN5nYyTx6s4aEQV1g

Donate NMC Mvp3GXPz6p9wiA1oT9eZvoT2uo1nLu6rx5

Donate PPC PL44tyztocGuG8zdYUEvFW8gW8FWQzNoTi

Donate TRC 115NbxVP95dPn2HG67VMpf8W7MjYjVUvd9

Donate DVC 19yr3Eb3Zsczrn4ZETmUGcVmcTH82nbh

Donate NVC 4T399NvaGLG1eNLLe2EoULCeBGLYbVF8U3

Donate IXC xaNDew8EvsrxxvX288nYeiPUSERVNaUXwC

Donate CNC CQhmmnsTEzEogVWvWoMNBtcrNQb5TAGCU2

Donate FRC 1K7avKfQt6mEMb8H7wpt49jqLUb3CoTCQc

Donate BOC bFPgnMW6QinR59PMmfDGD62ZostPUw6PLW

Donate DGC DD87KLEcd437e89Yx9MrcACt8GTugNYcoq

**BETTER BUYDESIGN** 

Donate YAC XzKZbACmsGCCmaV7aqq6RgD7vms83dSVam

#### DATA: Digital Asset Transfer Authority

Send & Share Large Files with Only a Web Browser

Take A Free Trial		🔹 🁌 🌷
ighly Secure & Easy to	Use	FileGenius <sup>®</sup>

#### Large File Transfer

ShareFile.com/Large-File-Transfer

Free Trial: Large File Transfer. Voted Best for Business- Try Now!

#### bitcoin-square.com / By Stephen Reed / August 1, 2013

On July 30th, 2013, pioneers of the digital cryptography-based payments industry, including such names as Chris Larsen, CEO of OpenCoin; Tony Gallippi, CEO of BitPay; and Nejc Kodrič CEO of BitStamp; jointly established the Digital Asset Transfer Authority, or DATA.

DATA aims to become a formal self-regulatory organization (SRO) for the "emerging payments and virtual currency" industry. The official ASSET TRANSFER AUTHORITY announcement on info.datauthority.orgstates that DATA will "develop

best practice anti-money laundering, ... business and technical standards for the prudent and responsible conduct of payment transactions." continuing that the organization will work with authorities and industry stakeholders to "identify and address emergent public policy concerns and risks affecting [the virtual currency] industry"

#### READ MORE

August 4th, 2013 | Tags: assets, chris larsen, DATA, Nejc Kodrič, SRD, TONY GALLIPPI, virtual currency | Category: Uncategorized

#### 0 comments

Leave a message ...

Best \* Community

No one has commented yet.



Posts Ocomments

#### Random Quote

 $\triangleright X$ 

**\*** 0

Share 🖄 🔅

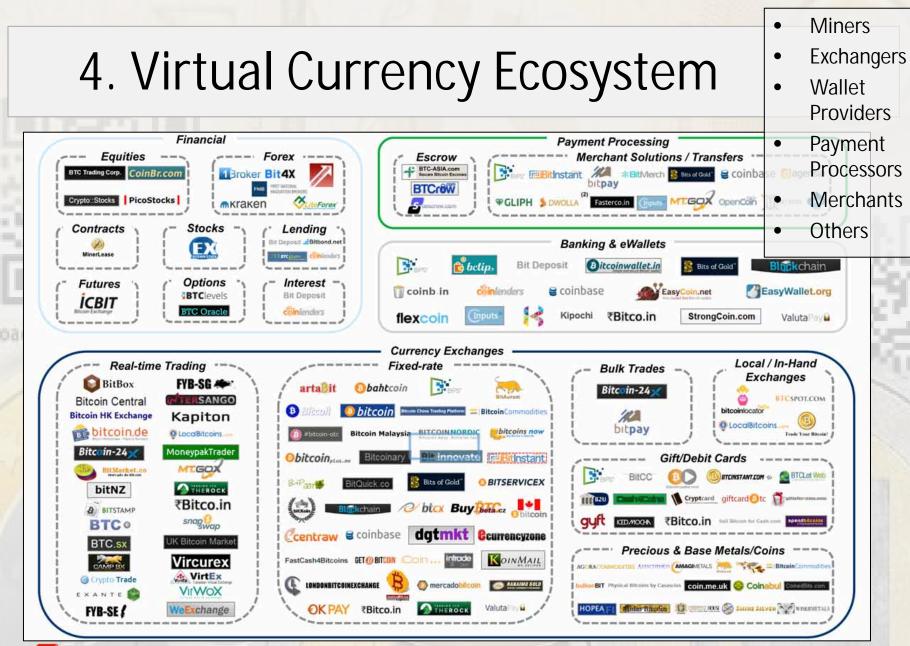
"At any rate, the spook spoke the truth: cryptology represents the future of privacy, and more. By implication cryptology also represents the future of money, and the future of banking and finance. (By "money" I mean the medium of exchange, the institutional mechanisms for making transactions, whether by cash, check, debit card or other electronic transfer.) Given the choice between intersecting with a monetary system that leaves a detailed electronic trail of all one's financial activities, and a parallel system that ensures anonymity and privacy, people will opt for the latter. Moreover, they will demand the latter, because the current monetary system is being turned into the principal instrument of surveillance and control by tyrannical elements in Western governments." - J. Orlin Grabbe

Download Premium

Θ.

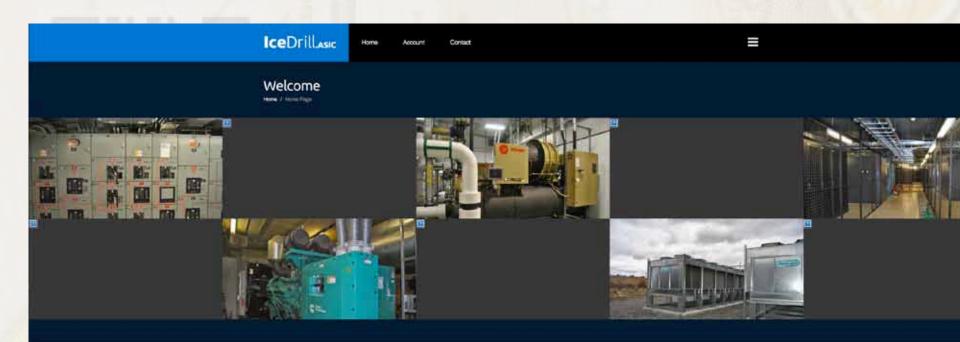
## Evolution of Regulatory Landscape

- Taxation:
  - IRS likely to increase guidance in 2014 (treating it as property, not currency)
- Consumer Protection:
  - Applicability of state and federal laws
  - EFTA and Regulation E
  - Remittance Rule
- State and federal Securities Laws
- Commodity Trading (CFTC)
- Banking Law
- and Bans within specific countries (e.g., China)



BetterBuyDesign

# A (Really Big) Bitcoin Mining Operation



About DigiMex and the IceDrill

The DigMak LaDRI project is a publically-owned, emerginasole, biboth miting oposition. Our main focus is described and oversitive of a profilable winture for all involved.

C convert Diskley 2013



### Bitcoin Wallets: Addresses are Publicly Open

Below is a screenshot of what someone's mobile wallet could look like.

	12:08	100	156		<sup>14</sup> 👔 2:15
🙆 Bitcoin 🛛 🍃 🐇	> *	(     Bend Bitcoins	QR	(🙆 Address Book	Ê QR
Your Bitcoin Address:	440041100	Pay to	2	Your addresses Sending a	ddresses
1KGe NiDw zH5N rdwN ET i3 hOEx		type address or name	C	Beer with Lisa	1D3i Jo5n x3nY R9aN bJwR MTUK H4JW niDB Ty
BTC <b>0.24</b> 19	<b>新設設</b>	BTC 0.00	100	Burger @ room77	1Eyu 2NrJ HjPX LSJa vZw3 GFGM
		Fee		<u> </u>	fFRP kWue 5H
EUR 18.3901 Received Both Sent ● Apr 9 ← Donation	+ 0.0015	BTC 0.0005	4631	Donation	169E nuJg Jf3L 31cS kMLB m5hH vk42 s8Qi 4C
<ul> <li>Apr 7 → 1LTT9wVq1qigy</li> <li>Apr 5 → 1Q4H8CY4FpnJ9</li> </ul>	- 0.4005			Savings	1LTT 9wVq 1qig yhQx uvkF ynnp LYKr 5FLn bJ
O Apr 4 → Burger @ room77	- 0.0754			Tim	1G9H jz1JCUqn hNQM pxLh sVL6 FD8C oo4H hR
<ul> <li>● Apr 4 ← 1G9Hjz1JCUqnh</li> <li>● Mar 19 → 1Q4H8CY4FpnJ</li> </ul>	- <b>0.05</b> 05			Wendy	1Q4H 8CY4 FpnJ 93SP bdz4 Cqgv 714K Xaef Rp
Solution State	+ 0.01 y notes.	Cancel	Send		

Source: play.google.com

Since data about every Bitcoin transaction is freely available online, experts encourage people to create and use new Bitcoin addresses for each transaction. This also prevents hackers from seeing how many Bitcoins are stored in each wallet.

### Merchant Value Proposition

### How Much Can I Save?

BASE RATE		
What is your Base Processing Rate?	2.50%	
CARD-NOT-PRESENT		
What percentage of your sales are via mail,	60%	
phone, or Internet?		
REWARDS CARDS		
What percentage of your customers pay with	90%	
cash back, miles, or rewards cards?		
MONTHLY VOLUME		
What volume of payments do you	\$80,000	
process on average each month?		
CREDIT CARD PROCESSING		BITPAY <b>BUSINESS</b> PROCESSING
\$3,200		\$300
	121	36

#### How Merchants Tool-up for Bitcoin

Bitcoin payment solutions for popular eCommerce platforms



#### Ridiculously easy for developers

\$ curl https://bitpay.com/api/invoice \

-u YourApiKey \

-d price=100 \

-d currency=USD

Four lines of code is all you need to collect a payment with our Bitcoin Payment Gateway API

#### Payments by computer, tablet, and smartphone

How it Works

#### Try a Charity Donation Demo

Accept small or large donations over the internet. There are no long credit card forms to fill out, which makes it great for receiving donations from mobile phones.





### Overstock.com: Shot Across Payment Brands Bow

### verstock.com<sup>•</sup>

- Over \$1M in sales in first month
- 1% Reward Toward Future Purchase if you use Bitcoin to pay
- Approaching 1% of volume

**BETTER BUYDESIGN** 

#### Overstock to Launch New Rewards Scheme for Bitcoin Buyers

Pete Rizzo (@pete\_rizzo\_) | Published on February 12, 2014 at 17:02 GMT | Companies, Merchants, News







🛧 🔶 1 point

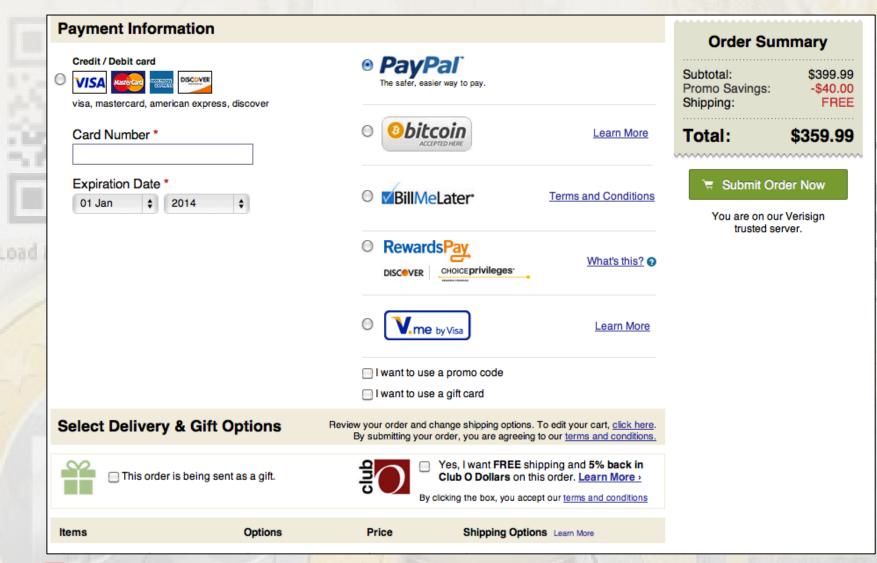
in Share < 4

Online outlet store Overstock.com is to launch a special rewards program that will give bitcoin buyers 1% back in the form of Club O dollars, the company's in-house rewards points.

Speaking to CoinDesk, Overstock CEO Patrick Byrne said the scheme is expected to debut in approximately four weeks, although he did not commit to a definitive timeline.



### Checkout Page: Full of Options



BETTER BUY DESIGN

#### Checkout Process: QR Codes + Address from Wallet

#### overstock.com<sup>\*</sup>

Item	Price
Comfort Dreams Select-A-Firmness 11-inch Queen-size Memory Foam Mattress on Overstock.com invoice ID 132856065.	\$359.99 USD
Total: \$3	59.99 USD

Send using a bitcoin address



Send exactly 0.57526402 BTC (plus miner fee) to: 13AD2zxVJCfzosyHMP1BBE7YukbD4DAPSf

After sending to the above address click 'Confirm Payment' below.

Copy Address

Confirm Payment

Send using a Coinbase.com account

Don't have any bitcoin?

#### Cancel and return to Overstock.com

Powered by Coinbase.com · Report Issue

BETTERBUYDESIGN

One More Example of QR Codes Becoming the Passport of Mobile/Digital Commerce

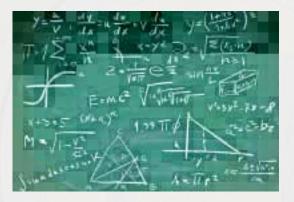


# eGifter Supports Dogecoin and Litecoin, Too



# 5. Bitcoin the Technology

- Created by a mysterious programmer known as Satoshi Nakamoto
- Only 21 million bitcoins can ever be created by miners
- Divisible down to one hundred millionth of a bitcoin (called a "Satoshi")
- The mathematical formula is open to inspection
- The software is open source
- Mining requires special computer power (and even special chips)
- It's catching on now because it's traded, and miners willing to work for others



# Transactions Tracked in a 'Block'

- All transactions in a set period are collected into a list, called a block
- Miners confirm those transactions, and write them into a general ledger
- The GL is a long list of blocks, known as a 'chain'; additions are communicated in updates to all participants
- Miners examine each new block of transactions, applying a mathematical formula
- The formula converts the information into a hash, which is stored at the end of the chain

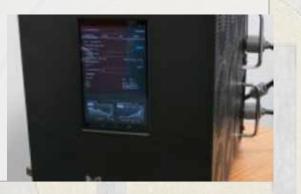


# Unique Hash Linking Preserves Validity

- it is very easy to produce a hash from a large amount of data, but each hash is unique. If you change just one character in a bitcoin block, its hash will change completely.
- Miners don't just use the transactions in a block to generate a hash. Some other pieces of data are used too. One of these pieces of data is the hash of the last block stored in the block chain.
- Because each block's hash is produced using the hash of the block before it, it becomes a digital version of a wax seal. It confirms that this block – and every block after it – is legitimate, because if you tampered with it, everyone would know.
- If you tried to fake a transaction by changing a block that had already been stored in the block chain, this would change that block's hash. If someone checked the block's authenticity by running the hashing function on it, they'd find that the hash was different from the one already stored along with that block in the block chain. The block would be fake!
- Because each block's hash is used to help produce the hash of the next block in the chain, tampering with a block would also change the next block's hash. So tampering with a block would make the subsequent block's hash wrong, too. That would continue all the way down the chain, throwing everything out of whack.

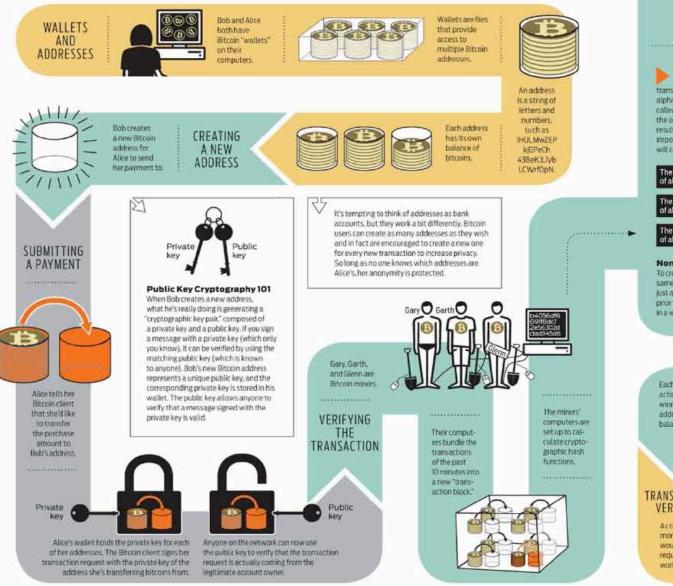
### 'Proof-of-Work' Prevents Unrestrained Mining

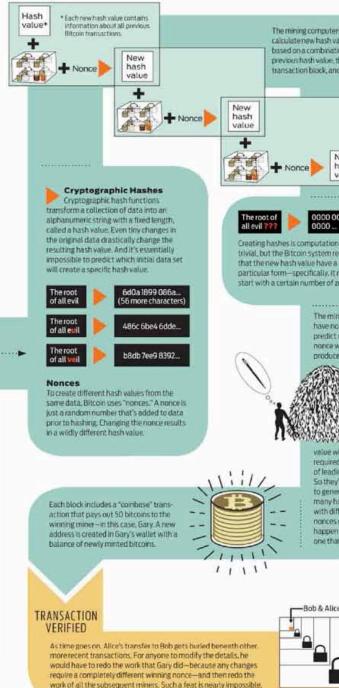
- That seals off a block—something that miners compete with each other to do
- Each successful hash earns the miner a reward of 25 bitcoin, and is communicated to the participants
- To avoid a deluge of mining, the protocol requires 'a proof of work': the hash has to look a certain way, it must have the correct number of zeroes at the start
- The form and content of a hash is unpredictable



#### How a **Bitcoin transaction works**

Bob, an online merchant, decides to begin accepting bitcoins as payment. Alice, a buyer, has bitcoins and wants to purchase merchandise from Bob.

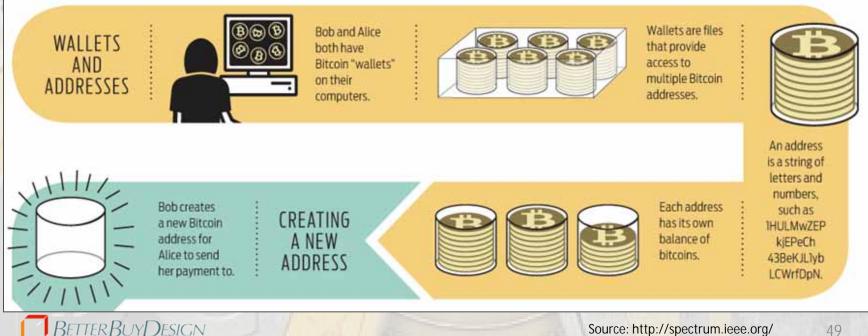




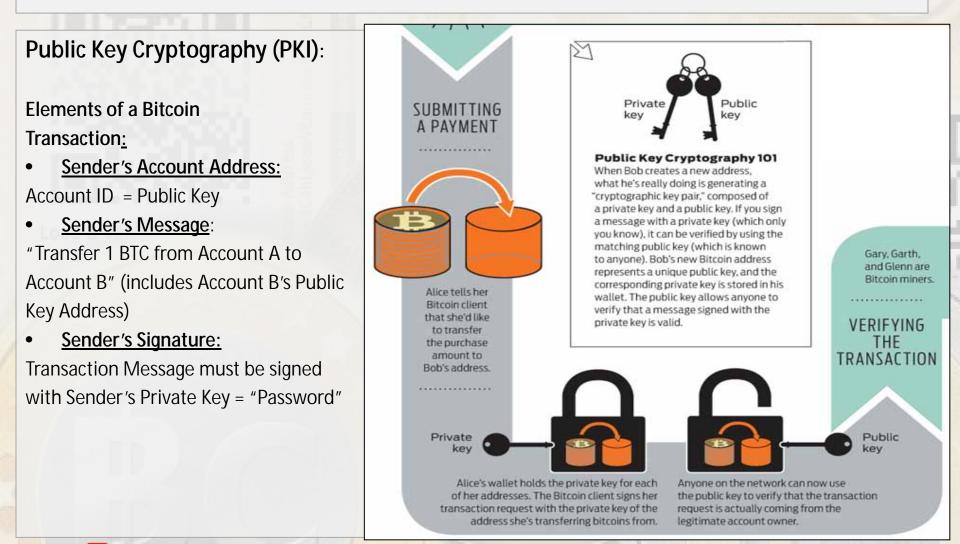
### Buyer and Seller Possess (or Download) Bitcoin Wallets to House "Addresses"

# How a Bitcoin transaction works

Bob, an online merchant, decides to begin accepting bitcoins as payment. Alice, a buyer, has bitcoins and wants to purchase merchandise from Bob.

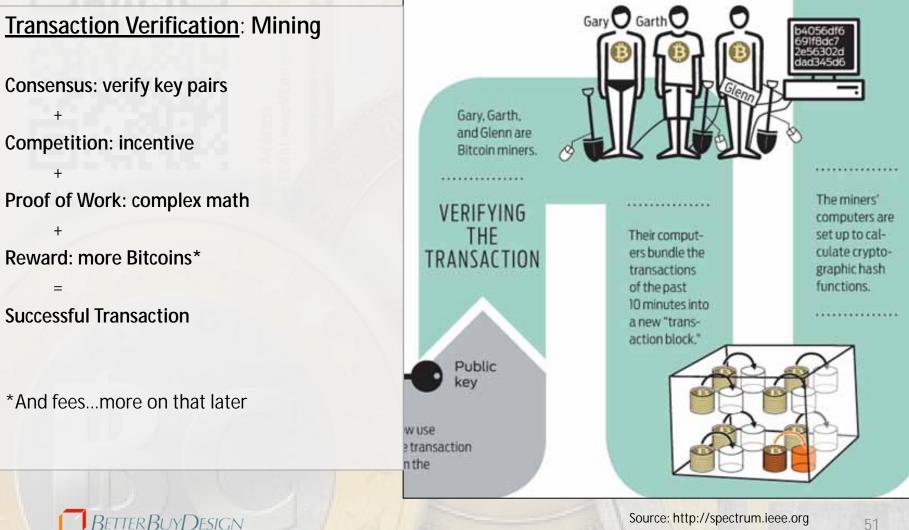


#### New Purchases Require a Transfer to Seller's Address Via a Generation of a New PKI Key Pair for Verification



**BETTER BUYDESIGN** 

#### Transaction Verification Involves Bundling the Last 10 Minutes of Transactions into a New "Block"



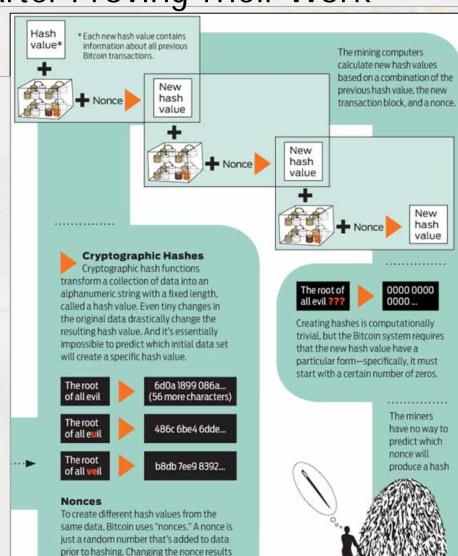
# Miners Compete to Solve Blocks, then Add them to the "Block Chain" After Proving Their Work

#### But How Does It Really Work?

- Miners compete to solve Blocks
- **Blocks** = bundles of individual transactions (10 min. intervals)
- When Block is solved by a Miner, it is added to the Block Chain

#### Block Chain:

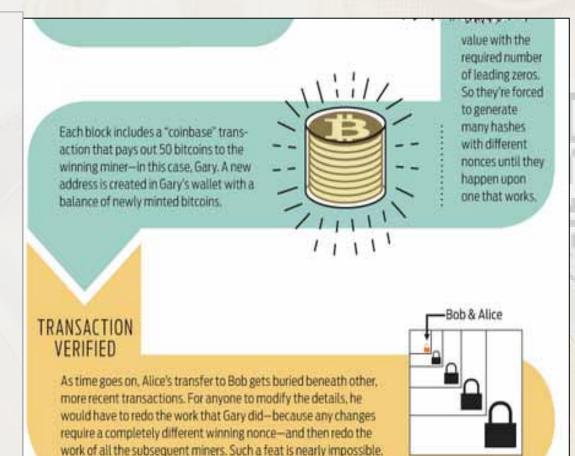
- Public record of all Bitcoin transactions that have ever occurred
- Public Ledger of Accounts
- Extraordinarily difficult to hack
- Uses state of the art, industry standard cryptography
- (ECDSA + SHA 256)



in a wildly different hash value.

# Each Solved Block Rewards the Miner with New Bitcoins; Transaction Details get 'Buried', but are Safe

- Reward: Winning Miner rewarded with newly mined Bitcoins
- Built-In System Security: security increases with each cycle, or block
- Velocity Controls: Work required to earn Reward increases as network power grows
- Other Key Points:
  - Only 21 Million Bitcoins will <u>ever</u> exist (~12.37M today)
  - Bitcoins divisible to one one hundred millionth of a Bitcoin (a *"satoshi"*) or \$0.0000625
  - Last Bitcoin will be created in approximately 2140



Source: http://spectrum.ieee.org/

#### The Blockchain is the Breakthrough

Height	Age	Transactions	Total Sent	Relayed By	Size (kB)
296629	2 minutes	385	864.05 BTC	Discus Fish	157.48
296678	< 1 minute	32	1,534.19 BTC	213.133.103.74	9.57
296627	20 minutes	24	844.61 BTC	75.150.123.25	11.14
296626	14 minutes	183	1,568.81 BTC	64.90.183.200	117.77
296625	19 minutes	202	1,700.38 BTC	BTC Guild	90.92
206624	25 minutes	212	1,271.19 HTC	178.18.90.41	76.03
Latest Transa	ations				
c681eb33d322	41862570±9d2f	< 1 minute 0.0125	VACHETC You may ente address.	r a block height, address, block hash, tran	saction hash, hash160, or
fbbc14e066	(SatoshiBONES SOpct d)	< 1 minute 0.0557	BTO Address / Fir	stbits / ip / SHA hash	arch
16800%-89v9ct	o45aba1a68c26	< 1 minute 005.00	847192 BTC		
2b1b04/be0e9	a727e766d0d83	< 1 minute 1.0007	NEWS		
5255b3331ee6	ebc4e0875532a	< 1 minute 0.2105	6764 BTC D <sub>1</sub> 0 € 1 mmm		a Bitcoin
77c960d41165	156312ce9e665	< 1 minute 0.0746	Header 1 manuale	e problem is not a problem () kchange operate without a bank accou	unt?
e017845e7215	de6e2x97415/0	2 minutes 0:476		Itcoin Boulevard	
534b49c3a5eo	3c366f975e487	2 minutes 0.000	aic +++ GIGAMine	r.net - BTC mining contracts from 5\$ p	per GH/s I +++
709641d15	(LuckyBit yellow 19)	2 minutes 0.053	Bitcoin Accept	ted Map of Ireland	
			BTC China ins	talls the country's first Bitcoin ATM in 21 minutes ago	Shanghai
	(SatushiBONES SOpct M	2 minutes 0.112	110	Monetising Solutions for Online Publish	bers

### Bitcoin Pros and Cons

PROS	CONS
Ubiquity: send Bitcoin to anyone, anywhere	<b>Small Community</b> :who has access to the Internet and a Bitcoin address; complicated compared to cash/credit
<b>Cash-like:</b> easy to transfer, secure, and authenticate	Cash-like: vulnerable to loss, theft
Transactions Final, Irreversible	Transactions Final, Irreversible
<b>Extremely Fast <u>Settlement</u></b> : much faster than ACH, SWIFT, Wire Transfer, and credit settlement time frames	<b>Slower</b> <u>Verification</u> : card-based authorization in milli-seconds; full Bitcoin transaction verification at least 10 minutes, more for larger transactions
Shiny and New – early adopter glow; high disruption potential; extremely sophisticated technology	<b>Slow Adoption:</b> not well understood; lack of trust in currency not backed by govt.; regulatory concerns

### Bitcoin Pros and Cons (Cont.)

PROS	CONS
Inflation Resistant: limited supply of Bitcoins intended to protect against inflation	<b>Bitcoins Scarce by Design:</b> price fluctuation = settlement risk, hoarding; Bitcoins divisible to .000000001 BTC
Low Transaction Costs: enables true micropayments	<b>Transaction Fee Problem</b> : sufficient reward for miners once last Bitcoin has been minted?
<b>Extremely Secure:</b> built on state of the art encryption standards: (same schemes used by banks, ISPs, etc.)	But Not Invulnerable: susceptible to user/vendor error; loss and theft; no built in consumer protections
<b>Regulatory Approval</b> : Bitcoin officially sanctioned in Germany, Canada; many U.S. states already granting licenses to exchanges	<b>Regulatory Uncertainty:</b> FinCEN and KYC; consumer protection concerns; State MTL compliance; Reg. E, FTC
Decentralized, distributed network: Internet-like resilience	Scalable? Visa = ~4,000 tps Bitcoin = ~7 tps (today)

# 6. Opportunities for Corporate Treasurers

- Partner with Virtual Currency Companies:
  - Exchanges, Payment Processors need bank accounts
  - Compliance Due Diligence: work with firms that understand compliance
- Explore Issuance of New Financial Products:
  - Debit Cards with Bitcoin Purse
  - Virtual currency-backed GPR Cards
- Bitcoin Wallet = Checking Account?
- Leverage Existing Merchant Relationships:
- B2B Funds Settlement: direct challenge to ACH/wires
- New pipes for ISO 20022

# Applications for FIs/Treasury Departments

- International transfers
- Intra-company transfers
- Tax 'protection' events and activities
- Avoidance of repatriation complications
- Procurement in 'sensitive' countries
- Foreign exchange arbitration/protection
- Hedging (including against central banks)

### Implications for Payment Networks

#### 12-12-2

- Merchants and corporate customers will soon be asking for support—what do you do?
- If the 'pipe' of the future for transferring value is based on mathematical cryptography rendered in software, who provides the layers of necessary supporting infrastructure?
- If regulated financial institution accounts will comprise the vast bulk of digital funding transactions, which network is best suited to 'insulate' the pipe while providing ubiquitous access?



#### Future Role in Faster Payments?

- Fed: Apply to faster, near-realtime payments initiative?
- Leverage open source code to modernize ACH system
  - "ACHCoin"?
- Upgrade EMV to digital payment?

# Payment System Improvement -Public Consultation Paper

**The Federal Reserve Banks** 

September 10, 2013

The U.S. payment system is undergoing a remarkable period of change, driven by rapid adoption of technology and evolving end-user expectations. Going forward, opportunity exists to improve speed and efficiency of payments and to maintain payment system safety in the face of escalating threats. The Federal Reserve Banks believe that collaboration and engagement with the industry is the foundation of any enduring strategic improvements to the U.S. payment system and look forward to public input to this consultative paper.

# Banks Don't Like Bitcoin; But Investors do)

Association for									Log in
Financial Professionals	Advand	ing the	Finano	ce Profession V	Vorldwide		_	1	Search Q
Membership Events	Certification	Training	Careers	Research & Guides	Publications	Advocacy	Topics A-Z	Store	Quick Links
AFP Home > Bitcoin Breakd	lown: JPMorgan's	Dimon Predi	cts Bitcoin'	s End					
Bank Relationship Management				wn: JPMor Bitcoin's Ei			superder	ivativ	es
Corporate Finance						ii	ntroducir	na	• • • • • • •
Financial Planning & Analysis	By Andrew Deig	hler		Р	ublished: 2014-0	01-24		9	
Investments	Share 🔤 🗟	n 🎔 f 8	+			(	DO)		
Liquidity and Cash Management	-		-	and Wells Fargo have ex		d	ata done differ	ently	
Payments			-	Morgan Chase to follow		on, C		entry	
Pensions & Benefits	currency this w	-		he United States, denou 1 its demise.	nced the virtual		Try It Free	0.0	and the second s
Regulations & Financial Reform		-		old CNBC. "It could be re	plicated over and	d over.			
Risk Management	It doesn't have		-		,		reets		y Follow
Technology & Innovation				Bitcoin as a key reason			AFP Online @AFPonline		15 Feb
Treasury Management & Operations	said. "And the p	eople who v	vill get ups	f it is being used for illic et with it are governmer	nts. Governments	puta mai	len: No change or rkets hurting bit.ly		guidance, labor
Working Capital Management				low who your client is, d le to do with something		views			

### Steve Mott's Contact Coordinates



dba CSI Management Services, Inc. 1386 Long Ridge Road Stamford, CT 06903 and 1214 Querida Drive Colorado Springs, CO 80909 (o) 203.968.1967 (c) 203-536.0588 email: stevemottusa@yahoo.com website:www.betterbuydesign.com



0 10 10 10 10 10 10 1010101010101

01010101010

01010101010

101010

Load & Ver

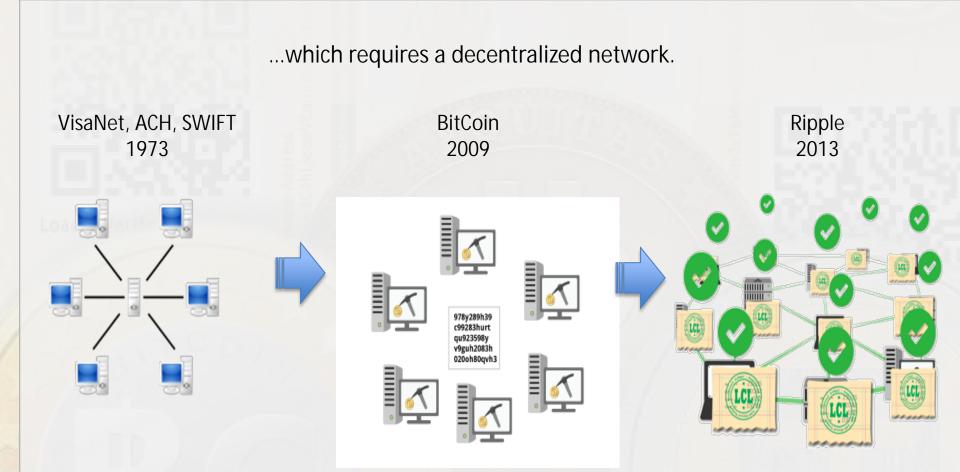
0101010101

1010101010

101010101010 010101010101

10101010

### Appendix A: Beyond Bitcoin--Open Payment Networks



# Appendix B: A Tour of Digital Currencies

- Litecoin
- Namecoin
- Philadelphia Equal Dollars
- Ithaca (NY) Hours
- Linden Dollars
- Ven
- Feathercoin

- WebMoney
- Ripple
- PPcoin
- Dogecoin
- (many more)

# Litecoin: Bitcoin, but 4x More of Them

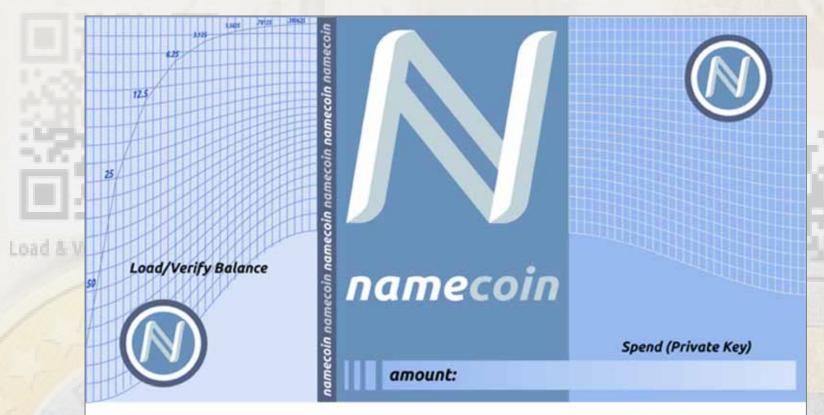


It's like Bitcoin's cousin. Litecoin is another form of virtual currency based on the Bitcoin model, but with a higher limit: there can only be 21 million Bitcoins, but Litecoins can reach the mark of 84 million Litecoins.

Aims to be easier to mine than Bitcoin, opens more often, and requires far less computer power It is mined by a process that involves individuals using their computing power to roll digital dice. A certain rare combination of those dice will "unlock" a "block" of coins and those coins become the property of the miners.

BetterBuyDesign

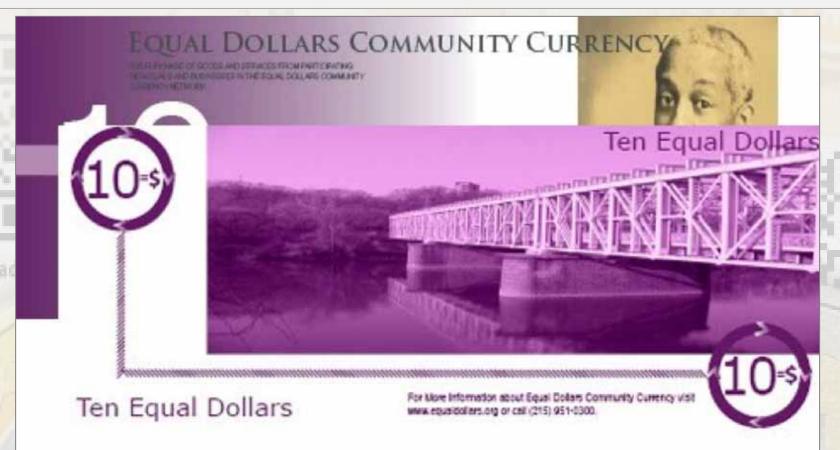
# Namecoin: Alternative, Decentralized DNS



A Namecoin like system was first described in 2010 and although it was created to be a cryptocurrency, today it's mainly used as a decentralized DNS. Namecoin "is a cryptocurrency which also acts as an alternative, decentralized DNS, which would avoid domain name censorship by making a new top level domain outside of ICANN control, and in turn, make internet censorship much more difficult, as well as reduce downages", it's possible to read here.

BETTERBUYDESIGN

# Philadelphia: Equal Dollars



Like the Berkshires region, Philadelphia also keeps promoting its local currency, called Equal Dollars. When you sign up to participate, you receive 50 Equal Dollars. Then, to earn more, you can offer your own possessions in an online marketplace, volunteer or refer friends.

BETTERBUYDESIGN

#### Ithaca Hours: Hyperlocal Currency



"Ithaca Hours help to keep money local, building the Ithaca economy. It also builds community pride and connections. Over 900 participants publicly accept Ithaca Hours for goods and services", it's possible to read on the official currency's website. Ithaca Hours is another form of hyperlocal currency, only usable in Ithaca, New York.

#### BETTERBUYDESIGN

## Second Life: Linden Dollars

# Linden Dollars



Linden Dollars can only be used in the online community Second Life. This alternative currency can be bought with traditional currency or earned in other ways like selling goods or offering services to other community users.



## Ven: Bid to be Global Currency

#### Ven is a global digital currency for everyone

Debuted as a Facebook app in 2007; acquired by Thomson Reuters in 2011; trading available on halfmillion terminals; price set based on basket of currencies, commodities and carbon futures; Nike first to sell carbon offsets with Ven



# HUB CULTURE



### Feathercoin: 4X Bigger Than Litecoin



### WebMoney: Russian, Very Private

Payment :		Russian
Product or service:	uCoz order U101340556-101005151: PR( 1m	ODPACK_BASIC
Amount:	3.09 WMZ	
Merchant:	UcoZ Web Services	
Invoice #	101005151	

#### Select the Method of Payment:

**RETTER BUYDESIGN** 



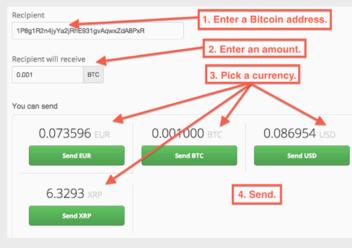
Founded in 1998 as an insystem currency; Goods offered for sale, or "valuables of various legal nature" as they put it on their About page, are stored with "guarantors," entities who agree to store valuable properties from bonds and transfer them when the WebMoney units are transferred. A benefit of WebMoney, and an aspect that makes it more of a payment system than an independent currency, is how it is tied to fiat currencies. One WMZ, for instance, is always going to be worth \$1.00.

# Ripple (Open Coin): Going Open Source

**c**ripple

BETTERBUYDESIGN

Send bitcoins to bitcoin addresses! On July 2nd Ripple.com announced the Bitcoin Bridge. This means that anybody with a ripple wallet can now send bitcoins to any bitcoin wallet. Like with other types of transfers on Ripple you can originate the transaction in any currency, it will be exchanged into bitcoin at the best rate, and it will be delivered to the bitcoin address you indicated.



Ripple – send – receive – Bitcoin Wallets >>>

#### Conclusion:

The Ripple Network will likely change the way money is handled in the world. By opening a Ripple Wallet everybody gets access to the global currency market including digital currencies like bitcoin.

It works like email, but with money instead of messages. You can send and receive any currency like yens, pounds, rubles, bitcoins or dollars. To and from

# PPcoin: Aims to Avoid a Monopoly



PPcoin, also known as PeerCoin and Peer-to-Peer Coin can be traded not only for fiat currencies but also for other digital currencies.

Like Bitcoin, Litecoin, and Feathercoin, PPcoin increases itself via mining. However, it <u>uses a</u> <u>proof-of-stake system</u> to prevent monopolies on the currency. Proof-of-stake ensures that if a miner, for instance, has 0.5 percent of the existing currency, he or she will only be allowed to mine 0.5 percent of the outstanding currency, making it much more difficult to secure a monopoly on the currency.

As over time the mining difficulty increases on a currency like Bitcoin, fewer people will mine. Eventually, one person or group could come to possess 51 percent of the currency. Since, as <u>Ars Technica</u> notes, the system that vets the currency recognizes the blockchain that is recognized by the most mining nodes; once you secure 51 percent (and have the most mining nodes) you could theoretically produce counterfeit currency, something no one can do at present.

### Dogecoin: Script-based VC based on Internet Meme

