



## SERVICE PROPOSAL OF Online Payment Gateway Foster Payments

The only PCIDSS Certified payment gateway in Bangladesh  
Payment Methods



### PREPARED FOR

### Bangladesh Network Operators Group (bdNOG)

#### Powered by

Foster Corporation Limited

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5<sup>th</sup> December 2019

**Managing Director**

BdNOG

Suit # 605, 154 Motijheel C/A, Dhaka-1000.

Bangladesh

**Subject: Proposal for Online Payment Gateway**

Dear Sir,

Business landscape of today's world is getting tremendous momentum with the use of internet-based technology and we see a lot of unicorns are taking over the leading role in today's global business. We in Bangladesh are also heading in the same way gradually. To cope with the upcoming trend of business and to meet customers' demand adoption to technology is becoming a must have criterion to exist in the business.

We are happy to inform you that Foster Payments jointly have launched an online payment solution to facilitate faster, convenient and most secured online subscription fee collection service. This service will provide you the most trusted and secure Online Payment Gateway service through which you can receive payment from your service receiver while you are sending the payment invoice for monthly tuition and other fees through email and SMS. You can serve them with an amazing experience of making their payment online by using their VISA Card, Master Card, AMEX, any kind of Mobile Banking and any Internet Banking etc.

Our service includes a wide range of payment options, 24/7 support service, dedicated operation and payment settlement team. We assure delightful service quality and on time payment settlement. Our expert IT team can also provide all kind of technical support to integrate the payment gateway with your website (if needed).

Your feedback will be of utmost importance so that we try our level best to provide the best service according to your requirements.

Thanks

**Zaman Bahadur Khan**

Managing Director, Foster Corporation Ltd

Attachment: Financial Proposal along with technical specification

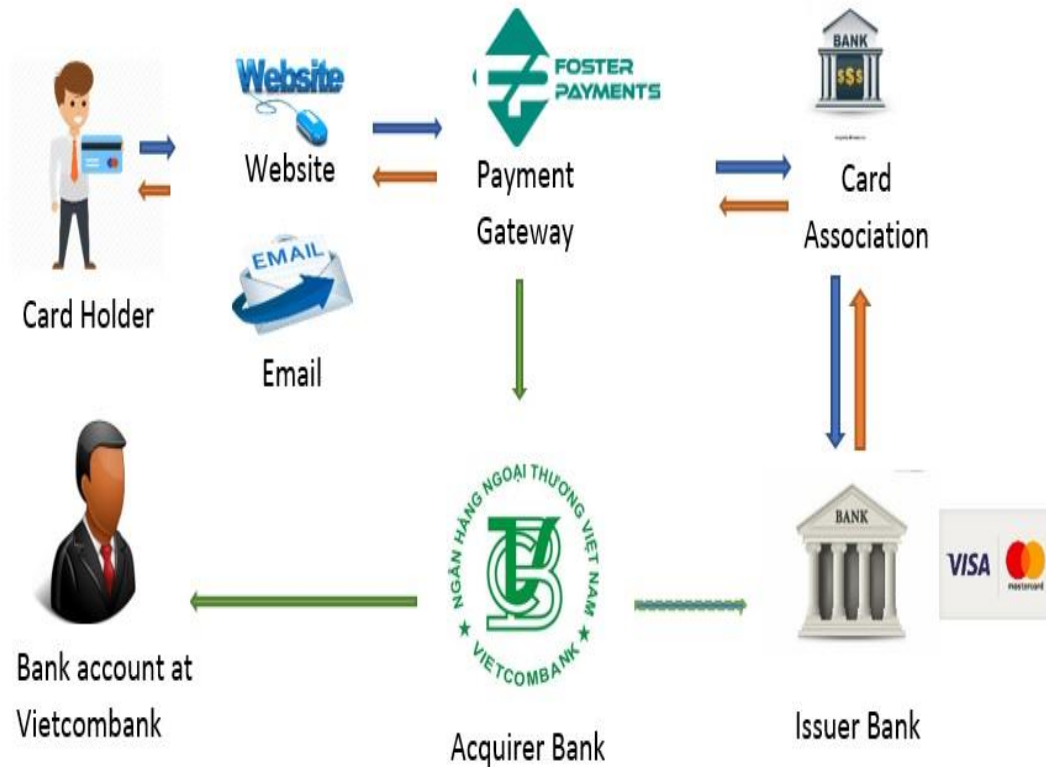


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## 1 Executive Summary

The objective of this proposal is to offer **The BdNOG** an advance leveled solution through where anyone can make Online Payment by using their Debit/Credit Cards, Mobile Banking & Internet Banking. Foster Corporation will provide **The BdNOG** with a fresh new web application that is easy to navigate and provides useful information to current subscribers.



Purchase request → Transaction responding → Batching for funding → Settlement →

**Foster Payments** a **PCIDSS** compliant payment solution provider is the payment service wing of **SSD-TECH** which is a 525-crore telecommunication service provider, internet and ecommerce conglomerate operating in Bangladesh, Malaysia, Singapore & Myanmar. Foster will provide an advance leveled solution through which anyone can make Online Payment by using their Debit/Credit Cards, Mobile Banking & Internet Banking which helps its clients to receive all the payments for their individual purposes.

Central to This new application developed by Foster will be a robust web application that will allow **The BdNOG** to create Invoice to their users and collect payment without establishing a dedicated workstation or additional software.

### Accepted Payment Channels

FOSTER PAYMENTS accept, verifies, and processes a verity of transaction instruments on behalf of the online businesses. The various instruments include:

- Credit cards (VISA, MasterCard, AMEX, Diners Club)
- Debit cards (VISA, Master Card, DBBL, Q cash)
- Mobile Banking (bKash, DBBL, TBMM, U cash. IFIC, M cash, My Cash, Sure Cash etc.)
- Internet Banking (Bank Asia, City Touch, Islami Bank, Southeast Bank, Eastern Bank, Trust Bank etc.)

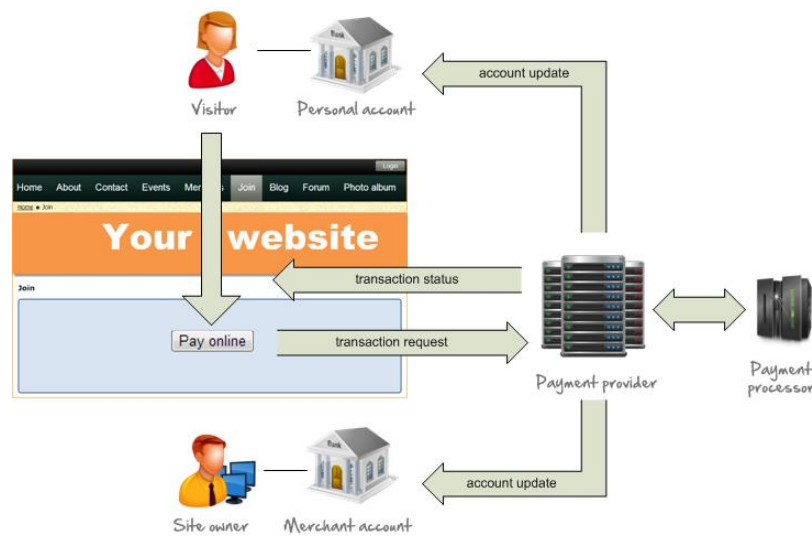


## 2 How the Payment Process Works

### Web Payment

When the users click the “**CHECKOUT**” or equivalent button, they are sent to secure servers (Foster Payments) to complete the checkout process. The Student or cardholder places an order at the merchant’s site by clicking the “**Pay Online**” or equivalent button on the Review order page during checkout.

Merchant sends the authorization request to Foster Payment, the payment processor. Foster Payment server will route transaction request to respective payment gateway for authorization and approval.

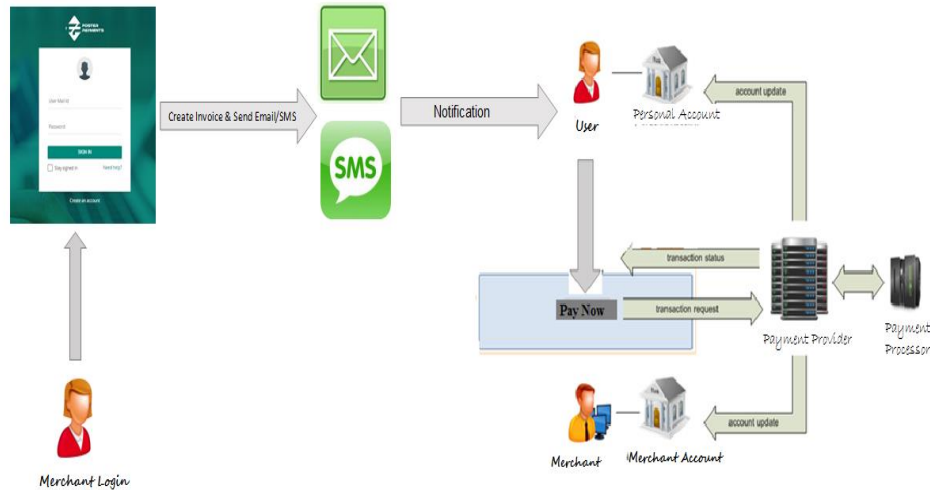


Foster Payment sends the authorization request to the issuing bank (or credit card association). The authorization request includes: the credit card number, expiration date the **CVV** number (if entered), the amount of the order. Bank Gateway captures owners credit/debit card details securely.

The merchant bank sends the credit card details to your customer’s card issuer who authorizes or declines the transaction. If approved, the amount of the order is reserved from the total of available credit for the cardholder. The Issuing bank sends the authorization response to Foster Payment.

## Email Payment & SMS Payment

FOSTER PAYMENTS is the pioneer to introduce the solution of E-mail Payments & SMS in Bangladesh through which merchant can receive local & international payments in the local currency Bangladeshi Taka (BDT). FOSTER PAYMENTS incorporate the most stringent security levels along with checks and balances in every place and stage ensuring a total end-to-end protection of client's personal and sensitive information.



Foster Payment delivers the payment status back to merchant and sends notification email & SMS to both the merchant and the user. Merchant displays the transaction details and status on screen. The entire process typically takes 3–4 seconds.

### 3 Benefits of Foster Payments

#### For Merchant

##### **Financial/ Non-Technical**

- Compliance to Govt. Instruction for online collection
- Timely collection of Fees
- Daily collection summary that facilitate cash flow management
- Can distinguish regular & irregular paymasters
- Can get paid in time even parents are going through financial crises through credit cards
- Excuse of not being available in the city are gone forever
- Can get the payments even at night and holidays
- Smart payment collection system will bring positive reputations for schools

##### **Technical**

- No need to install any solution to collect fees/charges
- No need to have a dedicated computer and an operator to manage the collection of fees/charges
- Gets a panel/dashboard from where they can see the summary of transaction daily/weekly/monthly and who all have and not paid
- No need to develop a website, hosting, additional resources to collect fees/charges online
- PCIDSS certified payment gateway will ensure highest security measures and reputation of Merchant will be higher

##### **Cost**

- No additional cost involved for software installation, website development & hosting fees
- Nominal monthly fees will serve all the purpose of software and hardware cost



## 4 Security Measures



Foster Payment is using the Extended **SSL (Secured Socket Layer)** Certificate which is an Extended Validation Certificate, the highest class of SSL available today and lends more credibility to its website compared to using an organization or domain validated SSL Certificate. Extended SSL activates the green address bar and displays its organization name in the browser interface. These prominent security indicators increase user (Local & International) trust in its website and increase its credibility, leading to more sales conversions.



Foster Payments can detect the fraud attempt of transaction by using sophisticated data mining tools such as decision trees (Boosting trees, Classification trees, CHAID), machine learning, association rules, cluster analysis and neural networks, predictive models can be generated to estimate things such as probability of fraudulent behavior or the dollar amount of fraud. These predictive models help to focus resources in the most efficient manner to prevent or recuperate fraud losses. Foster has its own operation team who will monitor each and every transaction and double check before clearance. They also communicate with the card holder for payment verification (even necessary).



Foster Payments is one of the Bangladesh payment gateway merchant service provider who have the PCI DSS Compliance Certification

## 5 Why Foster Payments

Foster payments is one of the first PCI-DSS compliant Payment Gateway Provider in Bangladesh connected with all acquiring banks, most of the mobile financial services & majority of the internet banking. Being the subsidiary company of SSD-TECH and having common technical resources it is capable of delivering state of the art technological solution, telecom standard 24/7 support service and innovative use of technology to bring the most benefit for business to any organization.

Following are the few highlights of Foster Payments' capability over existing online payment solution providers that may to decide why one should prefer Foster Payments payment solution.

Key Features	Foster Payments	Other Acquiring Banks	Other Aggregators
 <b>Quick Settlement Process</b>	YES	NO	NO
 <b>Reminder &amp; Instant Payment Option together within Email &amp; SMS</b>	YES	NO	NO
 <b>PCI-DSS Compliant (Recurring Payment)</b>	YES	NO	NO
 <b>24x7 Customer Support</b>	YES	NO	Yes
 <b>2 Clicks Pay</b>	YES	NO	NO
 <b>Cross Promotional Offer</b>	YES	NO	NO
 <b>Technological Excellence</b>	YES	N/A	N/A
 <b>Dispute Resolution Team</b>	YES	YES	YES

## 6 Commercials

One Time Charge	BDT
One Time Charge (OTC)	20,000

Per Transaction Processing Fee:

Processing Fee	TDR
VISA & MASTER Cards	2.50%
Amex	3.50%
DBBL NEXUS	2.50%
Mobile Banking bkash & Upay	2.00%
Mobile Banking Mcash	2.00%
Mobile Banking Rocket	2.50%
Islami Bank Internet Banking	2.00%
Bank Asia Internet Banking	2.00%

Flat fee BDT for Trust Bank Issued VISA cards & Mobile banking	TDR
0 - 2,000.00 BDT	25.00
2001 - 5,000.00 BDT	50.00
5001 - 10,000.00 BDT	60.00
10,001-20,000.00 BDT	75.00
20,001 - 30,000.00 BDT	100.00

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