

e-signatures – Where we are and where we are going

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AGENDA

1. Why e-signatures?
2. A little history
3. Working group efforts
4. **The solution:** the e-signature framework
5. How it works, who it applies to
6. Next steps



WHY E-SIGNATURES

- Important step in your organization's digital transformation
- Client centric, modern experience
- Support advisor 2.0
- Reduces paper



HISTORY – PAST EFFORTS & LEGISLATION

- 2010 – Document Record Retention & Destruction Guideline
- 2014 – *Canadian Considerations Related To The Management Of Imaged Records And Electronic Signatures* (2014)
- Most provinces and territories have passed electronic commerce legislation that permits the execution of agreements and other documents electronically, or use of an electronic signature

E-SIGNATURE DEFINITION

A **Digital / Secure Electronic Signature** is an electronic signature that:

- Is unique to the person making the signature
- Is under the sole control of the person making the signature
- Can identify the person using the technology or process

The electronic signature can be linked with an electronic document in such a way that it can be used to determine whether the electronic document has been changed since the electronic signature was incorporated in, attached to, or associated with the electronic document. (Source: PIPEDA)

2017 RECAP



- **e-signed Registered Beneficiary Designation investigation:**
 - Current Trust legislation requires a “wet” signature
 - Proposal to update DOTs to allow e-signed designations was not accepted
- **Increased distributor usage of e-signatures**
- **Distributors and manufacturers requesting direction or guidelines**

2018 EFFORTS

Focus of the working group:

- Near-term solution to meet investor and industry demand for e-signature solutions
- In Scope: Enable documents to be signed electronically and exchanged between counterparties
- Not in Scope: Integration of e-signed documents into the processing engines

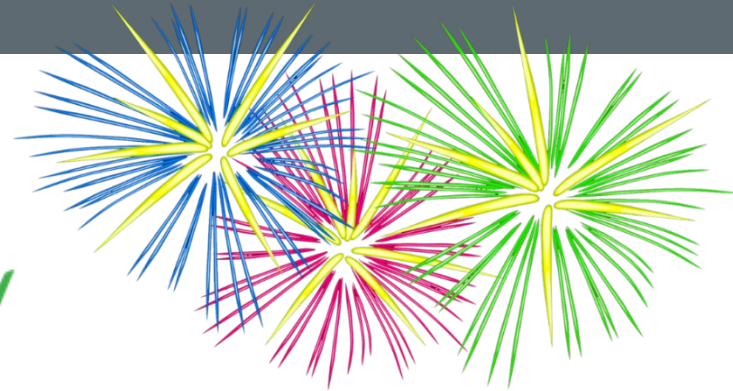
2018 SOLUTION

Combined IFIC & Fundserv effort:

- Expanded working group participation
- Learnings from Fundserv easyserv consultation
- Extensive industry engagement throughout July to September:
 - Industry webinar sessions
 - Industry comments contributed to final program



2018 SOLUTION



**e-signature Guidelines Come
into Effect on November 1st**

E-SIGNATURE FRAMEWORK

Provides a framework for organizations to use and accept e-sign technology.

Three main purposes:

1. Provides minimum criteria for e-sign solution
2. Provides ability to self-attest that a distributor can comply with the guidelines
3. Provides indemnification to the recipients of e-signed documents



E-SIGNATURE FRAMEWORK

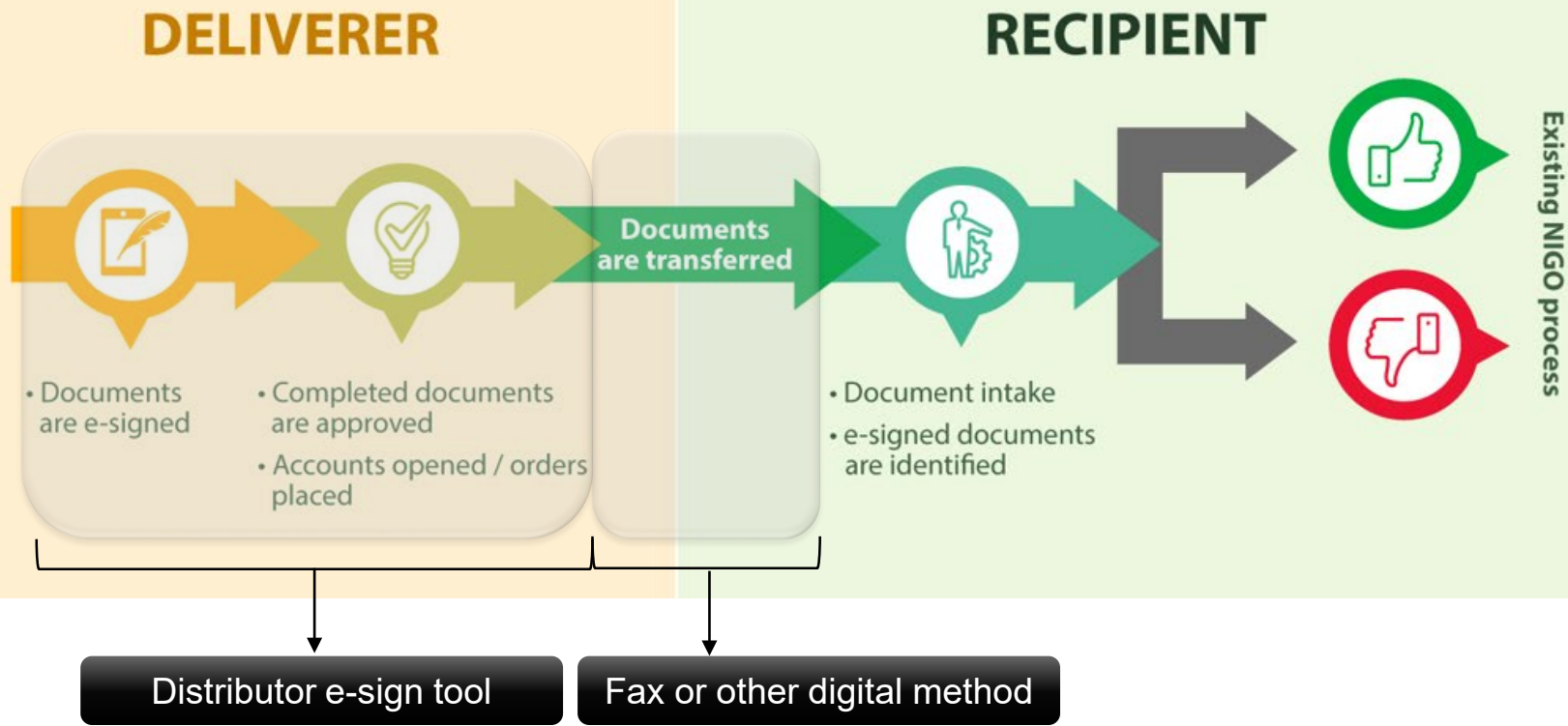
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Fund
Industry
Guidelines

Fundserv
Contract
Addendum

Companion
Paper

HOW IT WORKS



WHO IT APPLIES TO



The contract addendum's purpose is to indemnify a recipient of an e-signed document.

- Client Name accounts where e-signed documents are sent to a manufacturer
- Transfer forms (Client Name or Nominee) that are sent to a relinquishing institution
- Any recipient of an e-signed document

NEXT STEPS – 2019 EFFORTS

Scope considerations:

- Monitor and learn from current program
- Expand list of eligible documents
- Signature guarantee guidelines
- Document retention at distributor
- Address automation

