

4thTech Service Value FEE Monetization Model

[Light paper by Dr. Tali Rezun & Denis Jazbec]

Blockchain technology enables an alternative incentive mechanism through FEE tokenization.¹ Tokenization addresses the weaknesses such as cybersecurity and disintermediation while enabling advantages such as; (1) 24/7 borderless access; (2); the speed of execution (3) lower transaction (i.e., TX) cost; (5) scalability, and; (6) transparency. As the cost of developing experimental blockchain technology projects is higher, a clear revenue model strategy is crucial. 4thTech creates value by connecting electronic data senders and recipients into a marketplace, enabling them to exchange sensitive data in the form of metadata, data files and on-chain short messages from wallet-to-wallet using encryption and decentralized public blockchains. This value is monetized with the help of FEE tokenization.

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1. INTRODUCTION

According to Cryptopedia, tokens are assets that allow information and value to be transferred, stored, and verified in a decentralized manner. These crypto tokens can take many forms and can be programmed with unique characteristics that expand their use cases.² Because 4thTech protocols are deployed on several blockchains, several tokens are used in the ecosystem. 4thTech token (i.e. FOUR) is the ecosystem native utility token planned to be one of the technical components needed for the 4thTech ecosystem tokenization. Besides unique smart contract embedded features; (1) TTS interface (i.e. token teleportation-service); (2) MTO (i.e. multiple-transfer option), and; (3) GAS option, the FOUR token is being used as the primary means to enable software licence access and community signalling, while the tokens such as ETH, TOL, EDG or SOL are used to settle the underlying blockchain transaction (i.e., TX) cost

used in dMail (i.e. FOURdx protocol) & dChat (i.e. FOURim protocol).

4thTech creates value by connecting electronic data senders and recipients into a marketplace, enabling them to exchange sensitive data in the form of metadata, data files and on-chain short messages from wallet address A to wallet address B securely. To monetize created value, a hypothetical tokenization FEE revenue model was designed that sets rules of engagement.

**Note; A revenue model is a concept of strategies implemented by a project to create a profit, by providing a product or a service, while a token model defines the purpose of the token and its utility as a fundamental part of the tokenized revenue model.³ The top three valuable variables a token must have are features, proper role, and purpose.⁴*

The 4thTech hypothetical tokenization FEE revenue model serves as a tool to specify main

¹ <https://www2.deloitte.com/content/dam/Deloitte/nl/Documents/risk/deloitte-nl-risk-tokenization-paper-final.pdf> [accessed 22 January 2021]

² <https://www.gemini.com/cryptopedia/what-is-tokenization-definition-crypto-token#section-security-tokens-utility-tokens-and-cryptocurrencies> [accessed 15 December 2020]

³ <https://link.medium.com/5yBf3bJuVcb> [accessed 10 January 2021]

⁴ <https://www.blockchain-council.org/blockchain/the-best-blockchain-business-models/> [accessed 18 January 2021]

aspects of FOUR token economies; (1) token attributes and specification; (2) token purpose and utility, and; (3) model economics.

2. INTRO TO 4THTECH

In 2017, 4thTech proposed and later developed a set of fully working solutions, which leverage trust provided by the blockchain to enable secure, immutable; (1) *digital identity protocol* (i.e., FOURid) that connects blockchain wallets when data is exchanged and serves as the public key exchange point between users; (2) *data exchange* (i.e., FOURdx) that provides a secure, immutable wallet A to wallet B (i.e., FOURwaL) data file and metadata exchange; (3) *digital data verification* (i.e., FOURns), that provides unique digital data timestamp and file checksum authenticity verification, and; (4) Layer 1 *short messaging protocol* (i.e., FOURim), that enables close to real-time on-chain chat using Solana blockchain.

After two years of 4thTech MVP (i.e., minimum viable product) testing and refinement, the technical feasibility and its practical potential have been proven, with that PoC (i.e., proof of concept) was confirmed. Moving to version 2.0, 4thTech enters the adoption phase and becomes globally interoperable, accessible to all and ready to use.

***Note;** In May 2018 Adriatic council awarded Dr. Tali Rezun with the Beyond 4.0 award for his dedication, promotion and accomplishment in the field of science, new technologies and innovation for the 4THPILLAR Blockchain platform.⁵

2. FOUNDATION

In April 2021, 4thTech launched the Web Platform 2.0 and Wallet 2.0 (i.e., FOURwaL) and with that enabled further ecosystem development. The 4thTech Web Platform 2.0 codebase has been rewritten with TypeScript, a superset of JavaScript that supports a type system and compiles to plain JavaScript. The platform has also overgone the crucial upgrade from Vue 2 to Vue 3, which is much more performant. Under the hood, Vue 3 is completely rewritten with TypeScript.

***Note;** Vue is a progressive framework for building user interfaces. Unlike other monolithic frameworks, Vue is designed from the ground up to be incrementally adoptable. The core library is focused on the view layer only and is easy to pick up and integrate with other libraries or existing projects.⁶

Multi-blockchain support enables transaction cost and speed choice, which is especially important when dealing with public blockchains. Next, to already supported Ethereum, two additional blockchains were already added; HashNet and Polkadot Substrate Edgeware, both chosen based on their uniqueness. Due to fast transaction speed, Solana comes as the fourth supported blockchain and will serve as the blockchain of choice enabling the *short messaging protocol* (i.e., FOURim) and *digital data exchange* (i.e., FOURdx). Special logic was added into the programming of the 4thTech Web Platform 2.0, which enables us to add additional blockchain support when needed.⁷

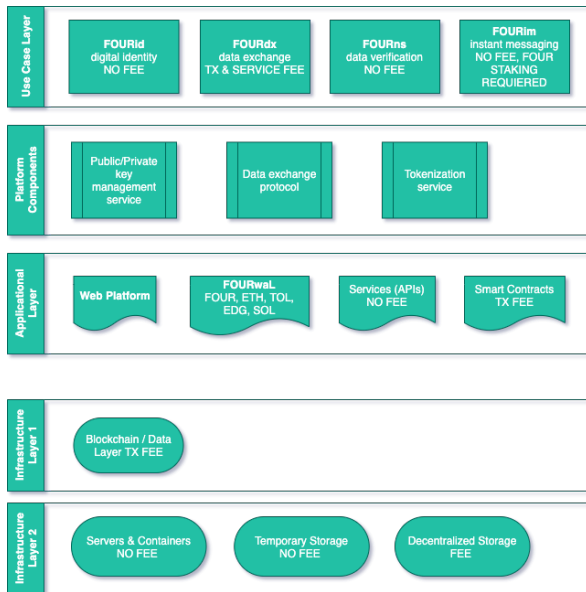
3. 4THTECH ECOSYSTEM FEEs DEFINED BY LAYER INFRASTRUCTURE

To fully comprehend the 4thTech multi-blockchain ecosystem, FEEs and costs were divided by layer infrastructure; (1) USE CASE LAYER defines 4thTech solutions with FEE specification (i.e., FOURid-NO FEE, FOURdx-TX&SERVICE FEE, FOURns-NO FEE, FOURim-NO FEE but FOUR Tier 3 STAKING REQUIRED); (2) the second layer defines the PLATFORM COMPONENTS (i.e., PUBLIC/PRIVATE KEY MANAGEMENT SERVICE, DATA EXCHANGE PROTOCOL, TOKENIZATION SERVICE; (3) the third layer defines the APPLICATIONS (i.e., WEB PLATFORM-NO FEE, FOURwaL-NO FEE, API SERVICES-NO FEE, SMART CONTRACTS-TX FEE), and; (4) INFRASTRUCTURAL LAYERS are defining capabilities and connectivity's to blockchain networks, hardware and storage (i.e., BLOCKCHAIN-TX cost, SERVER-NO FEE, TEMPORARY STORAGE-NO FEE, DECENTRALIZED STORAGE-STORAGE FEE (i.e., storage fee will be defined in the later stage when this option will be available).

⁵ <http://adriatic-council.eu/beyond-4-0-ljubljana-2018/> [accessed 10 May 2021]

⁶ <https://v3.vuejs.org/guide/introduction.html> [accessed 20 May 2021]

⁷ <https://github.com/4thtech/static-assets/raw/main/pdf/whitepaper.pdf> [accessed 5 May 2021]



4. SOLUTION COMPONENTS

The *4thTech* solution (i.e., FOURid, FOURdx, FOURns and FOURim) main components are; (1) *4thTech Chromium*⁸ and *Firefox*⁹ add-on wallet (i.e., FOURwaL) with multi-blockchain support (i.e., FOUR, ETH, EDG, SOL, TOL) ; (2) *digital identity protocol* (i.e., FOURid) which serves as a public key exchange point between both users; (3) *4thTech User Client UI-Platform*¹⁰ which enables users with blockchain digital data file exchange (i.e., FOURdx), data verification protocol (i.e., FOURns) and short messaging service (i.e., FOURim); (4) *FOUR token*¹¹, a multi-blockchain asset that as a locked (staked) asset acts as an enabler activating the instant messaging feature and data exchange FOURdx transaction FEE discounts inside the *4thTech* UI-Platform.

5. WALLET (i.e., FOURwaL)

With a single purpose, *FOURwaL* serves as a blockchain gateway, a tool for *4thTech* services access. It provides the simplest but secure way to connect via Firefox and Chromium-based browsers to the *4thTech* blockchain applications (i.e., FOURid, FOURdx, FOURns and FOURim) as it contains a pair of public and private cryptographic keys. A public key allows for other wallets to

execute *4thTech* services to the desired wallet's address, whereas a private key enables the decryption of exchanged metadata, data files and on-chain short messages.¹²

***Note;** According to Wiki, a cryptocurrency wallet is a device, program or service which stores the public and/or private keys and can be used to track ownership, receive or spend cryptocurrencies. As all cryptocurrencies run on blockchains, cryptocurrency wallet can be referred also as blockchain wallets. Up to now, blockchain wallet was mostly used for cryptocurrency asset holding and exchange.¹³

***Quote;** "We build the *4thTech* add-on from the ground-up. The challenge was to build the ADD-ON with a unique blockchain document exchange feature and it took four engineers over a year to do it. I can say with certainty that the *4thTech* add-on code is unique and the first of its kind! "

Denis Jazbec, *4thTech* CTO

6. UI-PLATFORM CLIENT

The *4thTech* UI-platform client serves as an onboarding HUB accessed by the user via a Google Chrome or Mozilla Firefox web browser with an installed FOURwaL blockchain wallet add-on. It connects and hosts all the deployed *4thTech* protocols and services in one ecosystem, giving the user all in one access.

The UI-platform combines several services and solutions; (1) *blockchain digital identity protocol* or short FOURid (status: active); (2) *digital data exchange* or short FOURdx (status: active); (3) *digital data verification service* or short FOURns (status: active); (4) *digital data file encryption service* (status: active); (5) *temporary off-chain database and repository* (status: active); (6) *JSON metadata schema* (status: active); (7) *transaction fee mechanism* (status: active), and; (8) *Solana blockchain short messaging service* or short FOURim (status: active).

⁸ https://chrome.google.com/webstore/detail/fourwal-4thtech-wallet/ahcefhodjijnpmeeaghfhocjiicghdcbn?hl=sl&auth_user=5 [accessed 20 May 2021]

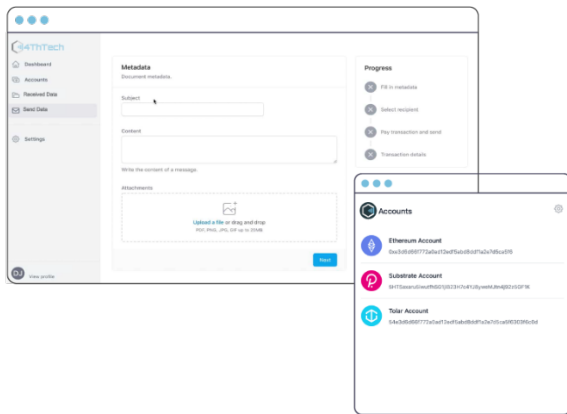
⁹ <https://addons.mozilla.org/sl/firefox/addon/fourwal-4thtech-wallet/> [accessed 20 May 2021]

¹⁰ <https://app.4thtech.io/> [accessed 20 May 2021]

¹¹ <https://wiki.4thtech.io/intro/token.html> [accessed 18 May 2021]

¹² <https://wiki.4thtech.io/intro/discover.html#fourwal-4thtech-multi-chain-client-app-wallet> [accessed 20 May 2021]

¹³ https://en.wikipedia.org/wiki/Cryptocurrency_wallet [accessed 20 May 2021]



***Note;** The web platform 2.0 re-design brings a modern minimalistic design style that emphasises simplicity with simple yet effective navigation and application system. Light white colours predominate the interface, inspiring the users with simplicity and reassurance while executing complicated transactions in the background

7. SMART CONTRACTS & TRANSACTION COST (i.e., SC TX COST)

Smart contracts are essentially code or rules written into a digital program and were written to facilitate 4thTech unique requirements. In the case of FOURdx (i.e., data file exchange protocol), a smart contract executes the following; (1) saving link of JSON metadata file, and; (2) saving checksum of JSON metadata file. Following the SC execution on the blockchain of the users choice (i.e., Ethereum, Polkadot Edgeware, Tolar HashNet, Solana), the SC transaction cost is determined by the opt blockchain network.

In the case of FOURim (i.e., on-chain short messaging protocol), a smart contract executes the following; (1) saving short messages from the sender; (2) retrieving short messages from receivers. The SC transaction cost is determined by the Solana blockchain network.

In the case of FOUR Staking a smart contract executes the following; (1) transferring tokens from sender to contract address; (2) creating lock schedule metadata with locking details (i.e., token amount, lock period, transaction cost discount, etc); (3) enable the transfer of tokens from contract to sender address once lock period is over. As FOUR is an ERC-20 token, an Ethereum SC transaction is executed accompanied by Ethereum TX cost.

***Note;** Low TX cost layer 2 support such as Polygon is being added to the Staking SC, so the POS FOUR standard will also be enabled.

8. DATA REPOSITORY, STORAGE & FEES

A database is an organized collection of data, stored and accessed electronically. The 4thTech system currently contains three databases; (1) *MySQL database*: storing user encrypted info, platform settings, user wallets, RSA public key for data encryption. MySQL database is protected with a firewall. Data exchanges are protected with an HTTPS connection. In the case of a user request, it is possible to delete any user-related data; (2) *local or cloud file repository*: storing encrypted electronic data files. In the case of a user request, it is possible to delete any user-related data; (3) *blockchain*: encrypted message and timestamp of the send an instant message. A decentralized cloud storage option will be later added.

***Note;** The 4thTech protocols does not store any personal data on the blockchain. The data is stored off-chain. The protocol records links to encrypted files and hashes of the encrypted content on the blockchain. The hashing of exchange data enables the GDPR compliance, for example, if there were a request to delete some data files, the network controller would be able to delete the requested data from off-chain storage, leaving what would then become an empty hash on-chain.

4thTech currently does not charge for temporary 7-day storage of the exchanged data files. A decentralized storage option is in the development pipeline. The goal is to enable different storage options, so the user would have a choice, for example; (1) to opt for a GDPR compliant centralized cloud storage, or; (2) to opt for a decentralized storage option of their choice. Storage FEEs will be added in the later project stages.

***Note;** The current data exchange file size is limited to 20MB. All exchanged files are deleted after 7 days so please do not forget to download the files upon exchange.

9. FOUR TOKEN

4thTech token (i.e. FOUR) is the ecosystem native utility token planned to be one of the technical components needed for the 4thTech ecosystem tokenization. Besides unique smart contract

embedded features; (1) TTS interface (i.e. token teleportation-service); (2) MTO (i.e. multiple-transfer option), and; (3) GAS option, the FOUR token is being used as the primary means to enable software licence access and community signalling.

Due to Ethereum gas prices increase, the ERC-20 FOUR had to evolve to become a multiverse asset occupying the space of multi-chains.

Cross-chain interoperability of ERC-20 FOUR with other blockchains essentially increases the decentralisation of liquidity and unlocks a universe of possibilities for further development. The users instantly benefit from lower fees and the native DeFi economy of the bridged blockchain. With an unchanged total and circulating token supply, the FOUR ERC-20 exists on its native Ethereum blockchain, while a wrapped synthetic version exists on the bridged blockchains such as Binance Smart Chain and Solana. The ERC-20 FOUR original is used for Staking.

Specifications;

- *Ethereum / ERC-20 FOUR
- *Token name: The 4th Pillar Token
- *Token symbol: FOUR
- *Smart contact: 0x4730fb1463a6f1f44aeb45f6c5c422427f37f4d0
- *Decimals: 18
- *Blockchain explorer: <https://etherscan.io/token/0x4730fb1463a6f1f44aeb45f6c5c422427f37f4d0>
- *Utility: TTS, MTO, GAS, right to software licence access, right to signal, right to @Member Discord role

10. REVENUE MODELS

To address the complexity of 4thTech monetization, two hypothetical revenue models were created;

(1) the subscription revenue model was designed based on the current conventional corporate online data exchange solution pricing and early adopters experience surveys. Based on the private permissionless blockchain it is most suitable for regulated users from the private and public sector and civil society, and;

(2) the transaction revenue model is based on the network transaction (i.e., pay per transaction). Based on the public blockchains, it is most suitable

for users that have the necessity for traceability of executed transactions.

Both models are viable, as users are coming from two completely different groups. The trade-off is between low-cost private-chains with no open transaction traceability and public-chains with potential volatility and in most cases higher prices but publicly traceable transactions.

Private-chain subscription-based revenue model;

Based on the chosen monthly subscription plan, the user will be charged for electronic data exchange transactions. 4thTech service revenue is calculated in the subscription plan.

Subscription plan example;

- *SME Subscription Plan: 1000 to 5000 TX with monthly fix FIAT price
- *Corporate Subscription Plan 2: 5000 to 10.000 TX with monthly fix FIAT price
- *Enterprise Subscription Plan 3: 10.000 to 50.000 TX with monthly fix FIAT price
- * Custom Subscription Plan 4: 1.000.000+ TX with monthly fix FIAT price

Specifications;

- *Network: HashNet, Ethereum Forked Chain, Substrate
- *Network type: private blockchain
- *Speed: 50.000 TPS (tested on HashNet)

Benefits;

- *Fixed price, no volatility
- *Fixed speed and performance
- *Permissioned

**Note; Storage cost is currently not included.*

Public-chain transaction-based revenue model;

Transaction cost will appear when exchanging data from wallet to wallet (i.e., FOURdx). As FOURdx is multi-blockchain interoperable (i.e., Ethereum, Tolar HashNet, Polkadot Edgeware, Solana), several options are available. For example, if the user opts for the Ethereum chain, the cost will be settled in ETH, if the user chooses Edgeware, the TX cost will be settled in EDG. FOURdx TX cost is based on two factors; (1) blockchain network TX cost (varies from 0.0025\$ to X), and; (2) added 4thTech service FEE margin (e.g., 5\$).

The FOURim (i.e., instant messaging) transaction cost is for now solely based on the Solana blockchain network transaction cost with a possibility of a small protocol service FEE to be added in the future. With the 4thTech Web Platform 3.0 update coming in 2022, the right to FOURim access will be enabled with \$FOUR token staking.

(1) Public-blockchain network TX cost is based on two TX needed to execute data exchange (i.e., FOURdx). The first TX saves the link to the metadata file and checksum of the metadata file to the SC as the second TX sends the transaction fee in the native token (i.e. ETH, EDG, TOL, SOL) to the solution FEE taker address.

(2) 4thTech services FEE margins are defined in FIAT but converted in ETH, EDG, TOL, SOL or FOUR based on the market exchange rate.

***Note;** TX cost depends on the public blockchain network selected.

FEE&Cost calculation overview (applicable to all chains);

*First SC TX + Second TX = Total blockchain network TX cost

*SC TX cost + 4thTech service FEE surcharge = Total user cost

Explainers (Ethereum Use Case);

*GAS_UNITS: The amount needed to execute blockchain TX for 4thTech wallet to wallet data exchange (i.e., FOURdx)

*GAS_PRICE: refers to the FEE, or pricing value, required to successfully conduct a TX or execute a contract on the blockchain network. Pricing value correlates with network congestion¹⁴

*NATIVE_FEE: 4thTech service FEE (e.g., 5\$)

*FEE_DISCOUNT_FACTOR: Discount factor added if FOUR is STAKED. (e.g., 50% added discount if tier 3 staking is enabled)

Calculation formulas;

*txCostBase = GAS_UNITS * GAS_PRICE (ETH TX calculation cost formula without 4thTech service FEE)

*txCostBaseInclFee = txCostBase + (NATIVE_FEE * FEE_DISCOUNT_FACTOR) (ETH TX calculation cost formula with 4thTech service FEE)

FOUR Staking hypothetical model;

FOUR staking can provides FOUR holders with rewards in the form of [dMail](#) (i.e. FOURdx protocol) & [dChat](#) (i.e. FOURim protocol) service fee margin discounts, while it enables additional features.

Staking process;

After choosing the staking tier, the wallet FOUR balance must be sufficient. With a single click, the FOUR funds are staked at a staking smart contract address. As FOUR is an ERC-20 token, an Ethereum smart contract transaction is executed accompanied by Ethereum TX cost. After the smart contract transaction execution, the funds are staked at the staking smart contract address and the FOURdx service FEE discounts are activated. Tier 3 staking must be used so the FOURim (i.e., on-chain messaging service) is activated. After the staking period, the FOUR staked funds can be claimed back.

***Note;** Low TX cost layer 2 support such as Polygon is being added to the Staking SC, so the POS FOUR standard will also be enabled.

Cost calculation overview if using FOUR Staking;

*First SC TX + Second TX = Total public-blockchain network TX_GAS cost

*Public-blockchain SC TX_GAS cost + 4thTech service FEE_MARGIN surcharge - the FOUR staking enabled discounts = Total user FOURdx TX cost

FOUR Staking Discount tiers;

***Tier 1:** 14 days FOUR staking: 10.000 FOUR = 10% DISCOUNT on 4thTech services FEE_MARGIN surcharge

***Tier 2:** 30 days FOUR staking: 20.000 FOUR = 15% DISCOUNT on 4thTech services FEE_MARGIN surcharge

***Tier 3:** 180 days FOUR staking: 50.000 FOUR = 50% DISCOUNT on 4thTech services FEE_MARGIN surcharge + FOURim ACCESS ACTIVATION

FOUR Staking Service FEE Discount Use-case;

Let's assume that:

*public blockchain TX cost = 0.03\$

*FOURdx services FEE_MARGIN = 5\$

*Total user cost = 5,03\$

¹⁴ <https://ethgasstation.info/> [accessed 22 January 2021]

*FOUR staking DISCOUNT = 50% (if FOUR is staked at the highest tier)

*Total user cost using FOUR staking = 2,53\$ settled in native token (ETH, TOL, EDG, SOL) of the chosen supported public blockchain

Specification;

*Network: Ethereum, HashNet, Polkadot, Solana

*Network type: public blockchains

*Speed: depends on the network stress

*Actual TX cost - variable (determined by ETH / TOL / EDG / SOL TX price)

*Services FEE margin in FIAT - fixed (determined by 4thTech)

*Price calculation is dynamic (each time a user connects, current transaction price shows).

*Service FEE discounts will be enabled via FOUR token staking

Benefits;

*Transparency (open public transaction traceability)

*Open-source

*Web Platform Client (intuitive easy to use UI)

*Fast solution

*Permissionless

***Note;** Temporary 7-days data file storage cost is currently included.

13. CONCLUSION

During the first years of public blockchain application release, business models for their use were strictly transaction-based, paying each transaction with utility tokens released by the project in question. While this was the beginning of the blockchain adoption, we are currently experiencing extreme transactions price volatility¹⁵ of “gas” utility tokens. Utility “gas” token price volatility is directly affecting transaction costs and network congestion which is resulting in low adoption of these business models. To stimulate adoption and enable lower Layer 1 transaction cost, 4thTech embraced a multi-blockchain support approach, providing users with a choice. Even though open-chains brought transparency, volatility and network congestion makes it hard to build a sustainable revenue model. Private-chains are natively non-transparent, but they provide more constant

performance, faster transactions and enable viable revenue models. In the end, the choice is yours.

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BIOS

Dr. Tali Režun; Slovenian, of Slovenian and Jordanian origin. Born in Ljubljana in 1978, he started his entrepreneurial career at the age of 18 and grew his business organically until this day. Under the domain of Cotrugli Business School, Tali finished his EMBA and later in 2018 his Business Doctorate (i.e., DBA), specializing in online technology. Dr. Režun specializes in online brand awareness, web application development and blockchain technology. He enjoys the title of lecturer, advisor and UN/CEFACT expert.¹⁷



¹⁵ How DeFi Is Driving The Spike in Ethereum’s Gas Price’ <https://insights.glassnode.com/defi-spike-ethereum-gas-price/> [accessed 27 September 2020].

¹⁶ <https://the4thpillar.io/terms-of-use/> [accessed 24 January 2021]

¹⁷ <https://talirezun.com/> [accessed 20 May 2021]

Denis Jazbec; A senior software engineer with more than a decade of experience. He is researching and developing blockchain and DLT solutions and acts as a main solution architect of the 4thpillar technologies project. Denis singlehandedly innovated the 4thTech protocol of blockchain electronic data exchange. Highly proficient in PHP, JS, Vue.js, Typescript, MySQL and specializes in IT infrastructure, DLT networks and blockchain implementation, while developing in-depth knowledge on multi-blockchain processes and transactions, which makes him an expert in its field.

