Roamingwise

Online Training
M2M Roaming

2-3 November 2020

(4 hours each session)

Session 1
M2M Roaming - Basics

Session 2
M2M Roaming - Commercials

Take the opportunity to take part in *online* training. Through video connectivity you have your trainer virtually in your office. Training material is sent in advance.

This course on M2M Roaming covers a full overview: its current status, commercials and up-to-date examples on IOT negotiation.

CERTIFICATE INCLUDED!

Price: €1400,-

Discounts available: for multiple registrations from one company/group

For **more information** go to **www.roamingwise.com/calendar**

To **register**, please send an e-mail to **info@roamingwise.com,** or:

CLICK TO REGISTER

TRAINING **AGENDA**

Roamingwise

Session 1

M2M Roaming - Basics

2 November 2020

This session gives an overview of M2M roaming. We will give room for thought on M2M implementations and how to deal with this in a roaming environment.

- **Introduction to M2M**
  Status
  Static vs Non-Static IoT
  Permanent Roaming
  Operator Concerns
- **M2M Architecture**
  M2M Network Architecture
  M2M Devices
  SIM cards
- **LPWA Networks**
  Features of LTE-M, NB-IoT
  LPWA Roaming Testing
  Charging Options
- **Value Chain**
  Parties Involved
- **Market Development**
  Volumes
  Development in 5G
- **Regulation**
  M2M World Regulation
- **Permanent Roaming non-M2M**
- **Questionnaire**

Session 2

M2M Roaming - Commercials

3 November 2020

This session focuses on the strategy, pricing and negotiations of the M2M roaming business.

- **Impact on Roaming Business**
- **Know the Figures**
  Detection of M2M on the Network
- **Case - M2M Detection**
- **M2M Business Strategy**
  B2B Offer
  Wholesale Offer eSIM
  Wholesale Roaming Offer
- **Handling M2M in Roaming Negotiations**
- **Wholesale Roaming M2M Models**
  Fixed fee
  Differentiated MB Rate
  Signaling Charging
  Fee per IMSI
- **Case - M2M Roaming Negotiations**
- **Billing and Charging Evolution (BCE)**
  What is BCE?
  TAP versus BCE
  Support for Charging Models

YOUR **TRAINERS**

MILJA HOFMAN
With over nineteen years of experience in the roaming industry, Milja Hofman started her career with Telfort in The Netherlands as Product Manager International Roaming. Before starting up Roamingwise, Milja worked at MACH in Luxembourg. Milja closely follows the GSMA working groups and teaches the GSMA standards. With Roamingwise, Milja supported many very satisfied customers in the past nine years.

ERIK VROLIJK
Following a successful managerial career within Finance & Wholesale at the KPN Mobile Group, Erik Vrolijk founded Connect2Roam early 2007. Erik specializes in improving the profitability of the roaming business for mobile operators. Part of his service portfolio is providing support on IOT negotiations. Many companies have chosen Connect2Roam because of the outstanding experience and contacts in the industry.

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