



## Online Training

### M2M Roaming

27-28 September 2021

**Session 1**  
M2M Roaming

**Session 2**  
M2M Roaming - Commercials



Projections of M2M roaming connections have almost doubled compared to projections which were made before the pandemic started.

Join this course and learn all about how to include M2M roaming into your roadmap to open up this revenue opportunity!

CERTIFICATE INCLUDED!



**15% Anniversary Discount:**  
~~€1400~~ €1190

For more information go to [www.roamingwise.com/calendar](http://www.roamingwise.com/calendar)

To register, please send an e-mail to [info@roamingwise.com](mailto:info@roamingwise.com), or:

**CLICK TO REGISTER**

# TRAINING AGENDA



## Session 1

### M2M Roaming

27 September 2021

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 and Prediction  
COVID-19 Influence  
Opportunities and Challenges
- **M2M Architecture**  
Connectivity, SCEF  
MIoT Use Cases
- **M2M Roaming**  
Global Connections  
SIM Connectivity (Permanent Roaming, eSIM, Hub)  
Operator Concerns  
International Roaming Agreement
- **LPWA Networks**  
LPWA Roaming Testing  
International Roaming Agreement  
Charging Options
- **Value Chain**  
Parties Involved
- **Regulation**  
MIoT and EU Roaming Regulation  
Permanent Roaming Regulation
- **Inter-active Workshop**

## Session 2

### M2M Roaming - Commercials

28 September 2021

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

- **Roaming Business Impact**  
Visibility  
Network Resources  
Business Opportunities
- **M2M Detection**  
Transparency  
Traffic Data Analysis
- **Case - M2M Detection**
- **M2M Business Strategy**  
B2B Offer  
Wholesale Offer eSIM  
Wholesale Roaming Offer
- **M2M Wholesale Charging Models**  
Fixed Fee  
Threshold Based Charging  
IMSI Based  
Kb Rate Dependent  
Signaling Charging
- **M2M in Roaming Negotiations**  
Contract and Strategy
- **Case - M2M Roaming Negotiations**
- **Billing and Charging Evolution (BCE)**  
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 ten 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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