



# Online Training Workshop

## IOT Discount Negotiation

11-13 October 2021

### Session 1

Roaming Commercials - Pricing

### Session 2

IOT Discount Negotiation

### Session 3

Complex IOT Discount Negotiations



IOT Negotiations are as important as ever during these days of uncertain travel and roaming activities. Next to giving a solid understanding of the cost and price structures of the various services, this workshop will give insight into the real life practices and the various models used. The many inter-active exercises will make sure you are ready for an optimised negotiation!

CERTIFICATE INCLUDED!

**15% Anniversary Discount:**  
**€1800 €1530**

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

### Roaming Commercials - Pricing

11 October 2021

This session covers a complete understanding of the cost and price structure of the various roaming services, which enables maximizing roaming margins.

- **Roaming Business Case**  
P&L per traffic stream (Voice MO, Voice MT, SMS, Data) for inbound and outbound
- **Steering of Roaming (SoR)**  
SS7, SIM based, HLR/VLR blocking, (Anti-) steering and the GSMA regulation
- **Wholesale Pricing**  
Your standard IOT
- **M2M Wholesale Pricing**  
M2M challenges on your IOT & Negotiation
- **VoLTE Wholesale Pricing**  
Latest wholesale billing options
- **Retail Pricing**  
Mark-up / zones / bundle / RLH Pricing strategies  
Relation Wholesale / Retail
- **Roaming Regulation**  
EU Roaming Regulation  
Regulation Rest of the World

## Session 2

### IOT Discount Negotiation

12 October 2021

A full session of IOT Negotiation knowledge, exercises and examples received first hand from an IOT Negotiation expert.

- **Data Analysis**  
Traffic volumes, TAP charges, Discounts, Retail rates, Costs, Market share, Services
- **Workshop – Data Analysis**
- **Case Traffic Steering**
- **Strategy, Target Setting and Tactics**  
Optimise the preparation of your negotiations
- **IOT Discount Models**  
Flat rate, Balanced & Unbalanced, Incremental, “All you can eat”, Commitment

# TRAINING AGENDA



## Session 3

### Complex IOT Discount Negotiations

13 October 2021

This session completes the previous session with more complex exercises and the internal follow-up and implementation.

- **IOT Negotiation Case**  
Joint review case
- **Complex IOT Negotiations**  
Negotiation as a group  
Negotiation with a group
- **IOT Negotiation Process and Follow-up**  
Negotiation process, TAP implementation, steering settings, accruals, final settlement
- **Future developments IOT Negotiations**  
Specific requests training course members

# YOUR TRAINERS



## **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.



## **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.

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