



Training Workshop

IOT Discount Negotiation

26-28 October 2022, Amsterdam, The Netherlands

Session 1

Roaming Commercials - Pricing

Session 2

IOT Discount Negotiation

Session 3

Complex IOT Discount Negotiations

Roamingwise

Are you getting the most out of your traffic analysis and IOT Negotiations? 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!



Price: €1800,-

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



Session 1

Roaming Commercials - Pricing

26 October 2022

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, examples Relation Wholesale / Retail
- **Roaming Regulation**
EU Roaming Regulation
Regulation Rest of the World

Session 2

IOT Discount Negotiation

27 October 2022

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

28 October 2022

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 twenty 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 eleven years.

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