



## Online Training **IOT Discount Negotiation**

2-4 October 2023  
(4,5 hours each session)

### Session 1

Roaming Commercials - Pricing

### Session 2

IOT Discount Negotiation Workshop

### Session 3

IOT Discount Negotiation Workshop

# Roamingwise

This inter-active workshop will prepare you for all your IOT Negotiations in an expert manner.

Theory is combined with many practical exercises and each delegate receives dedicated attention from the experienced trainers. A perfect preparation for the WAS in Croatia!

CERTIFICATE  
INCLUDED!



Price: €2250,-

**Discounts available:** for multiple registrations from one company/group

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

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

**2 October 2023**

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 Workshop

**3 October 2023**

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 & 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
- **Workshop:**  
**IOT Discount Negotiation**

# TRAINING AGENDA



## Session 3

### **IOT Discount Negotiation Workshop**

**4 October 2023**

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-two 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 twelve years.

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