



Online Training **IOT Discount Negotiation**

7 - 9 October 2025
(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!

CERTIFICATE INCLUDED!



Investment: €2250,-

Discounts available: for multiple registrations from one company/group

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

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

CLICK TO REGISTER

TRAINING AGENDA



Session 1

Roaming Commercials - Pricing

7 October 2025

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**
Profit & Loss (P&L) for:
Voice MO, Voice MT, SMS, Data
for Inbound and Outbound
- **Steering of Roaming (SoR)**
Steering Options
Anti-Steering / GSMA Regulation
- **Wholesale Pricing**
Standard IOT
- **M2M Wholesale Pricing**
M2M IOT & Negotiation
Current Trends
- **VoLTE Wholesale Pricing**
Revenue Streams
- **Billing and Charging Evolution (BCE)**
Support for Charging Models
- **Retail Pricing**
Mark-up / Zones / Bundle / RLH
Pricing Strategies, Examples
Relation Wholesale / Retail
- **Roaming Regulation**
EU Roaming Regulation
Rest of the World

Session 2

IOT Discount Negotiation Workshop

8 October 2025

An inter-active session with exercises and examples on Data Analysis and IOT Negotiation.

- **Data Analysis**
Traffic Volumes, TAP Charges,
Discounts, Retail Rates, Costs,
Market Share, Services
- **Workshop:**
Data Analysis & Traffic Steering
- **Strategy and Target Setting**
Optimisation of the Preparation
Strategy
Target Setting & Tactics
- **IOT Discount Models**
Various Discount Models:
Flat Rate, Balanced & Unbalanced,
Incremental, Commitment, IMSI
Model
- **Workshop:**
IOT Discount Negotiation

TRAINING AGENDA



Session 3

IOT Discount Negotiation Workshop

9 October 2025

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

- **IOT Negotiation Case**
Jointly Review
- **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

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-four 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 fourteen years.

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