



Roamingwise

# ONLINE TRAINING

## IOT DISCOUNT NEGOTIATION





## Online Training IOT Discount Negotiation

11 – 13 March 2026  
(4 hours each session)

**Session 1**  
**Roaming Commercials - Pricing**

**Sessions 2 + 3**  
**IOT Discount Negotiation Workshop**

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!

**Investment: €2250,-**

For more information go to [roamingwise.com/#training](https://roamingwise.com/#training)

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

**CLICK TO REGISTER**



# Roaming Commercials - Pricing

## 1. Roaming Business Case

- Profit & Loss (P&L) for Voice MO/MT, SMS and 4G Data (Inbound and Outbound)

## 2. Steering of Roaming (SoR)

- Steering Options
- AI Steering
- Anti-Steering / GSMA Regulation

## 3. Roaming Wholesale Pricing

- IOT Principles

## 4. M2M Roaming Wholesale Pricing

- M2M IOT and Discount Negotiation

## 5. VoLTE Roaming Wholesale Pricing

- Revenue Streams, Margins
- IOT

## 6. Billing and Charging Evolution (BCE)

- BCE IOT Models

## 7. Retail Pricing

- Mark-up / Zones / Bundle / RLH
- Pricing Strategies, Examples
- Relation Wholesale vs. Retail

## 8. Roaming Regulation

- EU Roaming Regulation
- Rest of the World

## 9. Interactive Q&A Session via Mentimeter

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

# IOT Discount Negotiation Workshop

## 1. Data Analysis

- Traffic Volumes
- TAP Charges and Discounts
- Costs and Retail Rates

## 2. Workshop: Data Analysis and Traffic Steering

- Prepare your IOT Discount Negotiation

## 3. Strategy and Target Setting

- Optimisation of the Preparation Strategy
- Target Setting and Tactics

## 4. IOT Discount Models

- Various IOT Discount Models Currently in Use

## 5. Workshop: IOT Discount Negotiation

- Practicing IOT Negotiation in Break-out Rooms



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

# IOT Discount Negotiation Workshop

## 1. IOT Discount Negotiation Review

- IOT Negotiation Workshop Outcome

## 2. Complex IOT Discount Negotiations

- Negotiation as a Group
- Negotiation with a Group

## 3. IOT Negotiation Process & Operational Follow-up

- Negotiation Process
- TAP Implementation
- Steering Settings
- Accruals & Final Settlement

## 4. Future Developments

- Wholesale Rates
- VoLTE Roaming Charging
- Travel eSIM
- Permanent Roamers and M2M

## 5. Special Requests



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



## YOUR TRAINERS

### MILJA HOFMAN



With over twenty-four years of experience in the roaming industry, Milja Hofman began her career at Telfort in the Netherlands as a TADIG Tester and Product Manager for International Roaming. Before founding Roamingwise, she worked at a DCH/FCH in Luxembourg. Milja closely follows GSMA working groups and teaches GSMA standards. Through Roamingwise, Milja has supported many highly satisfied customers over the past fifteen years.

### ERIK VROLIJK



Following a successful managerial career within Finance & Wholesale at the KPN Mobile Group, Erik Vrolijk founded Connect2Roam early 2007. Erik specialises in improving the profitability of the roaming business for mobile operators. Part of his service portfolio is providing support on IOT negotiations.

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