



Roamingwise

ONLINE TRAINING

M2M ROAMING





Online Training M2M Roaming

5 – 6 March 2026
(4 hours each session)

Session 1 M2M Roaming

Session 2 M2M Roaming - Commercials

Projections show exponential growth in M2M roaming connections. Join our discussion on how M2M roaming can drive IoT development globally, combining MNO revenues with the continued growth of innovative IoT solutions. IoT providers are welcome to join this discussion.

Investment: €1500,-

For more information go to roamingwise.com/#training

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

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M2M Roaming

1. Introduction to M2M

- Status and Predictions
- Challenges and Opportunities

2. M2M Architecture

- Connectivity, SCEF
- M2M Use Cases

3. M2M Roaming

- Global Connections
- SIM Connectivity (Permanent Roaming, eSIM, Hub)
- Operator Concerns
- Transparency in the Roaming Agreement

4. LPWA Networks

- Features of LTE-M and NB-IoT
- Security
- Roaming Agreement
- Charging Options
- LPWA Testing

5. Regulation

- MIoT and EU Roaming Regulation
- Permanent Roaming Regulation

6. Billing and Charging Evolution (BCE)

- BCE Support for Charging Models

7. Interactive Q&A Session via Mentimeter

This session gives an overview of M2M roaming.
We will give room for thought on M2M implementations
and how to deal with this in a roaming environment.

M2M Roaming - Commercials

1. M2M Value Chain

- Parties Involved

2. Roaming Business Impact

- Visibility
- Impact on the Roaming Business
- Business Opportunities

3. M2M Detection

- Transparency
- Traffic Data Analysis

4. Case - M2M Detection

5. M2M Business Strategy

- B2B Offer
- Wholesale Offer eSIM
- Wholesale Roaming Offer

6. M2M Wholesale Charging Offers

- Fixed Fee, Threshold Based Charging, IMSI Based
- Kb Rate Dependent
- Signaling Charging

7. M2M in Roaming Negotiations

- Contract and Strategy

8. Case - M2M Roaming Negotiations

9. Permanent Roaming Non-M2M

- Example

This session focuses on the strategy, pricing and negotiations of the M2M roaming business.

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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