

SESSIONS

MVNOS LATAM DAY ONE: LAUNCH (GMT -5) - 09/12/2020

MVNOs Latin America

NEW DATES: 9-10 December, 2020

Digital Symposium
Online

Chair's Opening Remarks

13:00 - 13:05

Participants

Rolando Alamilla - Market Research Manager, The Competitive Intelligence Unit (CIU)

"The MVNO market in Latin America is full of opportunity"

13:05 - 13:35

- An overview of the LatAm MVNO market
- Analysing the regulatory conditions of LatAm countries for MVNOs
- Identifying successful business models and recent MVNO launches

Participants

Sonia Agnese - Senior Analyst, Omdia

MVNO Business Curators in Latin America

13:45 - 14:10

Participants

Steve Bowen - CEO, MDS Global

Natalia Saenz - President, VADSA

Case Study: Guinea Mobile - Launching an MVNO in Peru

14:20 - 14:40

- The business model - target audience, business model and partners
- Launching in Peru - challenges, opportunities and threats

Participants

Victor Dyrnes - CMO and Co-Founder, Cuy Móvil

Live Q&A with Omdia and Cuy Movil

14:50 - 15:20

Participants

Moderator: Rolando Alamilla - Market Research Manager, The Competitive Intelligence Unit (CIU)

Sonia Agnese - Senior Analyst, Omdia

Victor Dyrnes - CMO and Co-Founder, Cuy Móvil

End of MVNOs LatAm Day One

15:20 - 15:25

SCHEDULE

MVNOS LATAM DAY ONE: LAUNCH (GMT -5) - 09/12/2020

MVNOs Latin America

NEW DATES: 9-10 December, 2020

Digital Symposium
Online

TIME	
13:00	13:00 - Chair's Opening Remarks 13:05 - "The MVNO market in Latin America is full of opportunity" 13:45 - MVNO Business Curators in Latin America
14:00	14:20 - Case Study: Guinea Mobile - Launching an MVNO in Peru 14:50 - Live Q&A with Omdia and Cuy Movil
15:00	15:20 - End of MVNOs LatAm Day One

SESSIONS

MVNOS LATAM DAY TWO: THRIVE (GMT -5) - 10/12/2020

MVNOs Latin America

NEW DATES: 9-10 December, 2020

Digital Symposium
Online

Chair's Opening Remarks

13:00 - 13:05

Participants

Wally Swain - Principal Consultant Latin America, Omdia

Market Update: Key trends, drivers and challenges in the rapidly growing Mexican MVNO market

13:05 - 13:35

Participants

Ernesto Piedras - CEO, The Competitive Intelligence Unit

Panel Discussion: What does the IoT opportunity in LatAm look like now and what will it come to represent?

13:45 - 14:25

- Developing go-to-market and advertising strategies appropriate to this market
- Weighing up B2B vs B2C opportunities, margins and risks in LatAm
- How would B2C MVNOs need to adapt their business models to service enterprise customers?

Participants

Moderator: Ernesto Piedras - CEO, The Competitive Intelligence Unit

Eduardo Servin - Director Operador Movil Virtual, OUI MOVIL

Gerson Rolim - Managing Partner and CIO, Vecto Mobile

Akil Chomoko - Chief Marketing Officer, MDS Global

MVNO business models for the IoT market: growth and differentiation with VAS

14:35 - 14:55

Participants

Gerson Rolim - Managing Partner and CIO, Vecto Mobile

Live Q&A with CIU, Oui Movil, Vecto Mobile and MDS Global

15:05 - 15:35

Participants

Moderator: Wally Swain - Principal Consultant Latin America, Omdia

Ernesto Piedras - CEO, The Competitive Intelligence Unit

Akil Chomoko - Chief Marketing Officer, MDS Global

Eduardo Servin - Director Operador Movil Virtual, OUI MOVIL

Gerson Rolim - Managing Partner and CIO, Vecto Mobile

Natalia Saenz - President, VADSA

Steve Bowen - CEO, MDS Global

End of MVNOs LatAm

15:35 - 15:40

SCHEDULE

MVNOS LATAM DAY TWO: THRIVE (GMT -5) - 10/12/2020

MVNOs Latin America

NEW DATES: 9-10 December, 2020

Digital Symposium
Online

TIME	
13:00	13:00 - Chair's Opening Remarks 13:05 - Market Update: Key trends, drivers and challenges in the rapidly growing Mexican MVNO market 13:45 - Panel Discussion: What does the IoT opportunity in LatAm look like now and what will it come to represent?
14:00	14:35 - MVNO business models for the IoT market: growth and differentiation with VAS
15:00	15:05 - Live Q&A with CIU, Oui Movil, Vecto Mobile and MDS Global 15:35 - End of MVNOs LatAm