

Building a successful pitch to secure your preferred mobile operator

10:45 - 12:15
MVNO Masterclasses

In this masterclass we will cover the **critical components to building a winning wholesale pitch**. We'll highlight some of the errors that we have witnessed as leaders of wholesale teams, and we've experienced when reviewing MVNO pitches on behalf of operators.

This masterclass is ideal for new start-ups, and those who plan to launch in a market where new MVNOs are a regulatory requirement.

Key Topics we will cover:

- Why MNOs partner with MVNOs
- The critical preparation before the pitch
- How MNOs assess potential MVNOs
- The key components to a perfect pitch
- Getting the numbers right

Delegates can ask questions throughout the session and there will be ample time for questions at the end as well as opportunity to have a confidential discussion afterwards

Coffee Break

12:15 - 12:30
MVNO Masterclasses

Turning a wholesale agreement into a long-term partnership: Key clauses for success

12:30 - 13:45
MVNO Masterclasses

For every MVNO, their most critical partnership will be the one with their mobile network operator, mainly because it's the one that incurs the largest overhead each month.

In this masterclass, we'll share our **experience of writing contracts and building strategic relationships that work as partnerships**. We'll cover the critical elements a wholesale contractual agreement needs to have in place so both parties get value from the agreement.

Key topics we will cover:

- The four different wholesale strategies from MNOs
- The different wholesale pricing models
- The key costs an MVNO should expect
- Critical clauses for a successful wholesale partnership

Delegates can ask questions throughout the session and there will be ample time for questions at the end as well as opportunity to have a confidential discussion afterwards.

Lunch

13:45 - 14:45
MVNO Masterclasses

Why success comes from differentiated proposition

14:45 - 16:00
MVNO Masterclasses

In our view, MVNOs are customer focused marketing organisations. Unfortunately, in many cases, MVNOs often approach their go to market and launch phases as a technology project. This approach is doomed to failure.

In this masterclass we'll look at the **importance of segmentation and how it informs proposition design, explore the fundamental building blocks for a differentiated proposition for more successful outcomes**.

Key topics we will cover:

- The different MVNO segments
- The importance of understanding your target customer
- How to build the end-to-end proposition
- Why getting this right will improve the outcomes of commercial negotiations
- The key elements of bringing a proposition to market

Delegates can ask questions throughout the session and there will be ample time for questions at the end as well as opportunity to have a confidential discussion afterwards.

SCHEDULE

MVNO START-UP MASTERCLASSES - JUN 24 -

MVNOs World Congress

The Event Lounge
Brussels, Belgium

TIME	MVNO MASTERCLASSES
10:00	10:45 - Building a successful pitch to secure your preferred mobile operator
12:00	12:15 - Coffee Break 12:30 - Turning a wholesale agreement into a long-term partnership: Key clauses for success
13:00	13:45 - Lunch
14:00	14:45 - Why success comes from differentiated proposition

SESSIONS

PRE-DAY: IOT CONNECTIVITY & B2B ESIM - 24/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

Pre-Conference Registration & Coffee

10:30 - 11:00

Market Overview: Global IoT & B2B eSIM Deployments

11:00 - 11:20
IoT & eSIM for B2B

- Overview of players in the market and how can we learn from them
- Examining the momentum of growth within the market
- Delving into the roles that various verticals are playing in shaping the landscape

Participants

Neil Shah - Vice President Research & Co-Founder, Counterpoint Technology Market Research

The eSIM Opportunity for IoT MVNOs

11:20 - 11:40
IoT & eSIM for B2B

- Benefits of Remote SIM Provisioning in IoT use cases
- Advantages of MVNOs vs MNOs when it comes to eSIM
- Securing the MVNO position

Participants

Roland Becker - Co-Founder, DigitalSIM

How International Numbering Resources are Supporting the Global IoT/M2M Industry

11:40 - 12:00
IoT & eSIM for B2B

- How ITU-allocated international numbering resources work
- The benefits of 901 IMSI ranges and +882/+883 codes for MVNOs and MVNEs
- Evolving use cases

Participants

Emile Armour-Heselton - Head, ITU-T Member Relations & Business Development, Strategic Engagement Division, International Telecommunication Union (ITU)

Coffee & Networking

12:00 - 12:40
IoT & eSIM for B2B

Navigating the Impact of the New IoT & eSIM Standards

12:40 - 13:20
IoT & eSIM for B2B

- Exploring the evolving landscape of IoT & eSIM Standards
- Dive into the specific implications and features of SGP.32
- Overcoming issues like data sovereignty & roaming bands
- The transformative potential of SGP.32 for the future of connected devices

Participants

Moderator: Michel Zwijnenberg - Advisor and Entrepreneur, GlobeDigi

Panelist: Sergio Cozzolino - TIM. P.A. International & European Affairs GSMA SIM/eSIM Group Chairman, ISAG Deputy Chairman, TIM/GSMA

Panelist: Georges-Harald BERNARD - Founder, MVNO Global

Panelist: Mohit Agrawal - Associate Director, Counterpoint

Panelist: Said Gharout - Chair of eSIM WG2 - Technical Specifications, GSMA

New Horizons for MVNOs Unleashed by Private Networks

13:20 - 13:40
IoT & eSIM for B2B

- Analysing the reasons MVNOs are expressing interest in private networks
- Exploring the different industries that can benefit from MVNOs working with private networks
- Discussing instances of MVNOs successfully offering private networks

Participants

Panelist: Greig Paul - Telecoms & Security Lead, Project DONE- University of Strathclyde

Lunch & Networking

13:40 - 14:30

Partner Roundtable with Tata Communications: Helping MVNOs create a differentiated experience for their subscribers.

14:30 - 16:00
Roundtable

MVNO consumer and business customers alike expect a smooth onboarding experience, attractively priced bundles, fast connectivity, and access to services and apps that enrich their experience.

Delivering on this and reaping the revenue opportunity requires MVNOs to access robust global coverage and attractive wholesale roaming prices and gain insight into customer behaviour and preferences to tailor and target roaming bundles. The growing awareness and popularity of eSIM services also means that MVNOs need to ensure an ease digital onboarding experience for all types of customers.

In this interactive roundtable, we will discuss and share experience of:

- Technical and commercial challenges involved in developing roaming services and how to overcome them.
- What MVNOs should look for in their partners to develop compelling services that delight their consumers.
- Importance of end-to-end ecosystem (from SIM/eSIM to Digital Frontend, Mobile Apps, Policy Control, Online Charging etc.)
- How MVNOs can launch or scale ongoing operations without friction and at a global scale
- Navigating the complexity around eSIM onboarding and eKYC to deliver a seamless customer experience.
- Participant questions and feedback

Invitation Only.

Please contact [Tom Hamblin](#) for more information

Exploring New Commercial Opportunities with eSIM Technology

14:40 - 15:00
IoT & eSIM for B2B

- eSIM booking & management tools for corporate travelers
- Telecom hardware as subscription (HWAAS)
- Single pane of glass multi-provider eSIMs

Participants

Guy Zbarsky - CEO, DROAM

SESSIONS

PRE-DAY: IOT CONNECTIVITY & B2B ESIM - 24/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

How eSIM is Set to Transform IoT

15:00 - 15:20

IoT & eSIM for B2B

- What are the unique considerations when it comes to Remote SIM Provisioning for the IoT?
- An introduction to SGP.32, a dedicated standard for remotely provisioning and managing IoT devices.
- Explanation of the new features SGP. 32 introduces and how these address unique IoT considerations that are expanding the adoption and benefits of eSIM technology.

Participants

Pierre Lassus - TCA Representative, Trusted Connectivity Alliance

Drinks Reception

15:30 - 16:30

IoT & eSIM for B2B

End of IoT & eSIM for B2B Day

16:30 - 16:50

SCHEDULE

PRE-DAY: IOT CONNECTIVITY & B2B ESIM - 24/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

TIME	IOT & ESIM FOR B2B	ROUNDTABLE
10:00	10:30 - Pre-Conference Registration & Coffee	10:30 - Pre-Conference Registration & Coffee
11:00	11:00 - Market Overview: Global IoT & B2B eSIM Deployments 11:20 - The eSIM Opportunity for IoT MVNOs 11:40 - How International Numbering Resources are Supporting the Global IoT/M2M Industry	
12:00	12:00 - Coffee & Networking 12:40 - Navigating the Impact of the New IoT & eSIM Standards	
13:00	13:20 - New Horizons for MVNOs Unleashed by Private Networks 13:40 - Lunch & Networking	13:40 - Lunch & Networking
14:00	14:40 - Exploring New Commercial Opportunities with eSIM Technology	14:30 - Partner Roundtable with Tata Communications: Helping MVNOs create a differentiated experience for their subscribers.
15:00	15:00 - How eSIM is Set to Transform IoT 15:30 - Drinks Reception	
16:00	16:30 - End of IoT & eSIM for B2B Day	16:30 - End of IoT & eSIM for B2B Day

SESSIONS

DAY 1 - 25/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

Registration & Coffee

08:00 - 08:45

Chair's Opening Remarks & a note from our Charity Partner

08:45 - 09:00
Keynotes

Participants

Mea Thompson - Co-Founder, unconnected.org

James Gray - Managing Director, Graystone Strategy

ANALYST KEYNOTE: MVNO Market Overview & the Neo-Telco

09:00 - 09:20
Keynotes

- Trends, challenges and opportunities for MVNOs globally
- Defining the concept of a Neo-Telco and determining if your business aligns with this model

Participants

Dario Talmesio - Research Director, Omdia

AI & ML – The Next Frontier for MVNOs?

09:20 - 09:40
Keynotes

- Accelerating operational efficiency across your business model with AI
- Mitigating churn risks through predictive modelling & tailored services
- Achieving cost effective operations by leveraging ML-optimized network resourcing

Participants

Darius Allen - Founder & CEO, Rocstar Wireless

Transforming Customer Engagement through Data-Driven Insights for MVNOs

09:40 - 10:00
Keynotes

Participants

Anirudh Radhakrishnan - Director, Plintron

Enhancing Your Offering Beyond Connectivity

10:00 - 10:30
Keynotes

- How can MVNOs differentiate with tailored data plans, IoT connectivity & specialised content bundles?
- Family group plans or personalized data options for diverse user needs
- Explore mobile financial services, multi-SIM plans and more as avenues for an enhanced customer experience

Participants

Moderator: James Gray - Managing Director, Graystone Strategy

Panelist: Martina Klingvall - Founder, Telness

Panelist: Shamik Biswas - Sr Vice President & Head Marketing, Plintron

Panelist: Jignesh Dave - MD & CEO, Next Communications B.V., Netherlands

Panelist: Liz Parry - CCO, Lifecycle Software

Panelist: Nick Wootten - MVNO Director, BT Wholesale

How will eSIM Unlock New Services and Opportunities for MVNOs Beyond their Domestic Market?

10:30 - 10:40
Keynotes

- Worldwide data connectivity for travelers and distributed workforces
- Secure 4G/5G connectivity for enterprises laptops, tablets, and IoT devices
- Case study: Ubiquitous eSIM enabled by Transatel

Participants

Jacques Bonifay - CEO, Transatel

Coffee & Networking

10:40 - 11:10

Book a knowledge-sharing conversation, best used to brainstorm and share expertise, with 1-4 individuals through our app prior to the conference.

Empowering Connectivity: Nigeria's MVNO Revolution

11:10 - 11:30
Keynotes

- Highlighting Nigeria's successful MVNO licensing, bolstering its economic stature in Africa.
- NCC's strategy to expand mobile services to remote areas, fostering competition and inclusion.
- MVNOs' potential to stimulate the economy, bridge the digital gap, create jobs, and offer innovative services at competitive prices.

Participants

Usman Mamman - Head of Licensing Department, Nigerian Communications Commission

Fostering Diversity: Charting a Positive Course for the MVNO Industry

11:30 - 12:00
Keynotes

- Exploring the landscape of female representation & overall diversity in the MVNO industry
- Internal programs & initiatives that support diversity & inclusion
- Identifying persistent challenges and potential solutions addressing these

Participants

James Gray - Managing Director, Graystone Strategy

Ellen Savory - Marketing Professional, BT Wholesale

Martina Klingvall - Founder, Telness

Dynamic IMSI Management for the Internet of Everything (IoE)

12:00 - 12:20
Keynotes

- A truly global bootstrap connectivity using multiple IMSIs
- The most efficiency way to dynamically manage your IoE fleet under your own control
- Bundling a full stack of connectivity solutions to your IoT framework

Participants

Elena Ruiz - Product Manager, Valid

SESSIONS

DAY 1 - 25/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

MVNOs as a Consolidation Remedy

12:20 - 12:50
Keynotes

- Consolidation prospects across Europe
- Discussing the anticipated impact of MNO mergers on MVNO strategies & market dynamics
- Assessing whether these mergers will foster more or fewer MVNO entries into the market

Participants

Moderator: Dario Talmesio - Research Director, Omdia

Panelist: Steffen Oefner - VP Strategic Network Partnering & Wholesale, Magenta Telekom

Panelist: Gabriele Tubertini - Director, Coopvoce

Panelist: Franck Lethuaire - Vice President of Sales, Mobile Operators and Partners, Orange

Lunch & Networking

12:50 - 13:50

Chair's Opening Remarks

13:50 - 14:00
The Digital Experience

Participants

Gary Bhome - Principal, Tel-Consult

Chair's Opening Remarks

13:50 - 14:00
Consumer eSIM

Participants

Gilbert Relou - Head of Consultancy, Kaleido Intelligence

PRESENTATION: Beyond the Hype: Can AI Deliver for MVNOs?

14:00 - 14:20
The Digital Experience

- Debunking AI Myths
- Understanding AI's Relevance to MVNOs
- Real-World AI Applications by triPica: Live Demo

Participants

Mathieu Horn - CEO, triPica

Green Telecom Breakthrough: A Case Study of Undo Mobile

14:00 - 14:20
Consumer eSIM

Participants

Alex Hunte - General Manager APAC, Effortel

Laurent Bataille - General Manager, UNDO

MVNO Innovation and Business Models for the Future

14:20 - 14:40
The Digital Experience

- Current standard MVNOs business models
- Examples of innovating MVNOs and new business models
- Value Added Services in MVNOs
- Fonia business case as example of innovation
- MVNOs market facing for the future.

Participants

Avi Magid - CEO, Fonia

Unravelling the Untapped Potential of eSIM for Consumers, Beyond Travel

14:20 - 14:40
Consumer eSIM

- Discussing use cases where eSIM offers enhanced functionalities, beyond international roaming
- Analysing the correlation between consumer eSIM awareness and promotional initiatives undertaken by operators

Participants

Gerald Friessnegger - Wholesale - Mobile Reselling Solution, A1 Telekom Austria

PRESENTATION: Customer Happiness in Telco is Awful – But It Does Not Have to be That Way

14:40 - 15:00
The Digital Experience

- Learnings from enabling one of the highest rated MVNOs in Europe
- “Best of breed” solutions – a race to the bottom
- Maximizing your potential through differentiation

Participants

Sara Rasmussen - CCO, Telness Tech

The Role of eSIM in Digital Transformation

14:40 - 15:10
Consumer eSIM

- Changing the relationship between device, network and subscriber.
- Making the end-to-end eSIM experience seamless
- Maximising Data Analytics

Participants

Moderator: Gilbert Relou - Head of Consultancy, Kaleido Intelligence

Panelist: Mea Thompson - Co-Founder, unconnected.org

Panelist: Brad Coates - EVP, Product & Engineering, Mobi

Digital Inclusion for the Mass Market in SA

15:00 - 15:20
The Digital Experience

Participants

Steven Greenspan - Chief Executive Officer, Blue Label Connect

Richard Anderson - COO, C-Connect

Coffee & Networking

15:20 - 16:00

Powering the Digital MVNO Innovation

16:00 - 16:20
The Digital Experience

Participants

Salman Tariq - VP Sales, EMEA, Optiva

SESSIONS

DAY 1 - 25/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

Omdia in collaboration with Amdocs: How to make your MVNO and sub-brands beat the competition

16:00 - 17:30
Roundtable

Invitation Only.

Please contact [Tom Hamblin](#) for more information

16:00 - 16:15

Introduction and Industry Overview: Exploring the Differing Challenges and Opportunities of MVNOs and Sub-Brands in Today's Market

16:15- 16:35

Product Introduction and Future Vision: Implementing AI Strategies and a 10-Minute Live Demo of Our Latest Innovations

16:35- 16:50

Leveraging Large Telco Experience: Vision and Strategy for Emerging Challenger Brands

16:50-17:05

Monetizing Sub/Digital Brands: Strategies for Maximizing the Potential of Our MVNE Platform

17:05- 17:20

One Year Retrospective: Analyzing Expectations vs. Reality and Key Learnings from Our First Year in Operation

17:20- 17:30

Q & A

Participants

Dario Talmesio - Research Director, Omdia

Mark Prudhoe - Sales Director, connectX

Joe Torres - Director - 5G Service Design & Lifecycle Operations, AT&T

Continuous Improvement: Learning from Customer Data Analytics Attained through AI

16:20 - 17:00
The Digital Experience

- Delving into the advantages of digital onboarding, such as personalized services and tailored offers
- Harnessing data insights to pinpoint bottlenecks & areas of friction, mitigation frustration and reducing customer churn

Participants

Moderator: Gary Bhomer - Principal, Tel-Consult

Panelist: Nico Girard - CEO & Co-Founder, OXIO

Panelist: Tanya Hyams-Young - CEO & Founder, Sourse AI

Panelist: Marcos Oliveira Jr - CEO & Founder, fluke

Panelist: Paulo Zanotto - Head of Product, MDS Global

Networking Drinks

17:30 - 18:30

MVNOs Awards & Party

19:10 - 22:10

The Award Ceremony will start at 8 PM on the dot.

Venue: La Tricoterie, Rue Théodore Verhaegen 158, 1060 Bruxelles, Belgium

SCHEDULE

DAY 1 - 25/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

TIME	KEYNOTES	THE DIGITAL EXPERIENCE	CONSUMER ESIM	ROUNDTABLE
08:00	08:45 - Chair's Opening Remarks & a note from our Charity Partner 08:00 - Registration & Coffee	08:00 - Registration & Coffee	08:00 - Registration & Coffee	08:00 - Registration & Coffee
09:00	09:00 - ANALYST KEYNOTE: MVNO Market Overview & the Neo-Telco 09:20 - AI & ML – The Next Frontier for MVNOs? 09:40 - Transforming Customer Engagement through Data-Driven Insights for MVNOs			
10:00	10:00 - Enhancing Your Offering Beyond Connectivity 10:30 - How will eSIM Unlock New Services and Opportunities for MVNOs Beyond their Domestic Market? 10:40 - Coffee & Networking	10:40 - Coffee & Networking	10:40 - Coffee & Networking	10:40 - Coffee & Networking
11:00	11:10 - Empowering Connectivity: Nigeria's MVNO Revolution 11:30 - Fostering Diversity: Charting a Positive Course for the MVNO Industry			
12:00	12:00 - Dynamic IMSI Management for the Internet of Everything (IoE) 12:20 - MVNOs as a Consolidation Remedy 12:50 - Lunch & Networking	12:50 - Lunch & Networking	12:50 - Lunch & Networking	12:50 - Lunch & Networking
13:00		13:50 - Chair's Opening Remarks	13:50 - Chair's Opening Remarks	

SCHEDULE

DAY 1 - 25/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

TIME	KEYNOTES	THE DIGITAL EXPERIENCE	CONSUMER ESIM	ROUNDTABLE
14:00		<p>14:00 - PRESENTATION: Beyond the Hype: Can AI Deliver for MVNOs?</p> <p>14:20 - MVNO Innovation and Business Models for the Future</p> <p>14:40 - PRESENTATION: Customer Happiness in Telco is Awful – But It Does Not Have to be That Way</p>	<p>14:00 - Green Telecom Breakthrough: A Case Study of Undo Mobile</p> <p>14:20 - Unravelling the Untapped Potential of eSIM for Consumers, Beyond Travel</p> <p>14:40 - The Role of eSIM in Digital Transformation</p>	
15:00	15:20 - Coffee & Networking	<p>15:00 - Digital Inclusion for the Mass Market in SA</p> <p>15:20 - Coffee & Networking</p>	15:20 - Coffee & Networking	15:20 - Coffee & Networking
16:00		<p>16:00 - Powering the Digital MVNO Innovation</p> <p>16:20 - Continuous Improvement: Learning from Customer Data Analytics Attained through AI</p>		<p>16:00 - Omdia in collaboration with Amdocs: How to make your MVNO and sub-brands beat the competition</p>
17:00	17:30 - Networking Drinks	17:30 - Networking Drinks	17:30 - Networking Drinks	17:30 - Networking Drinks
19:00	19:10 - MVNOs Awards & Party	19:10 - MVNOs Awards & Party	19:10 - MVNOs Awards & Party	19:10 - MVNOs Awards & Party

SESSIONS

DAY 2 - 26/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

MVNOs 5KM Run

08:00 - 09:00

Partner Roundtable with Lifecycle Software: Neo telcos: the rise of MVNOs and the future of connectivity

09:00 - 09:45
Roundtable

This roundtable brings together experts from world leading MNOs to discuss the opportunities and barriers shaping the telecom industry. Key topics include:

- Can anyone become an MVNO?
- What is the impact of consolidation on network efficiency?
- How is eSIM affecting customer behaviour?
- Returning the investment from 5g using Wholesale
- Gen AI use cases and risks

Invitation Only.

Please contact [Tom Hamblin](#) for more information

Registration & Coffee

09:00 - 10:00
Networking, Exhibition and Lounge Break

Chair's Opening Remarks

10:00 - 10:05
Keynotes

Participants

James Gray - Managing Director, Graystone Strategy

Brand as a Catalyst for Growth

10:05 - 10:25
Keynotes

Participants

David Clyde - Group Brand Director, Lebara Mobile

Apple, Amazon, Google, Tesla – Why They Should or Shouldn't Become MVNOs

10:25 - 11:00
Keynotes

- Overview of potential issues stopping them from becoming MVNOs?
- Discuss the prospective subscriber landscape and strategies they would use to attract and retain users in this space

Participants

Moderator: Dario Talmesio - Research Director, Omdia

Panelist: Benjamin Grimm - Product Manager, Vice President, frenet, MVNO Europe

Panelist: Futoshi Sasaki - Deputy General Manager of Strategy and Business Development - MVNO, Internet Initiative Japan

Panelist: Innocenzo Genna - European Digital Policy & Regulation, Brussels - Rome

Impactful AI: Driving Disruption for MVNOs

11:00 - 11:20
Keynotes

- Leveraging data to drive disruption and an unfair advantage
- Practical advice on AI adoption for MVNOs
- Find out Melon Mobile taps into the customer psyche using data

Participants

Tanya Hyams-Young - CEO & Founder, Source AI

Coffee & Networking

11:20 - 12:05

Text Messaging – Security and Revenue Opportunities

12:05 - 12:25
Keynotes

- Text messaging landscape today
- Key ecosystem concerns
- Opportunities to streamline routing, flight fraud and generate additional revenue

Participants

Catlin Badea - VP, Product Management, netnumber

MVNO EUROPE : The future of the EU telecoms framework and the EC White Paper on the future of European digital infrastructure needs

12:25 - 13:05
Keynotes

- Discussing the present and future situation in Europe in terms of availability and security of its digital connectivity infrastructure
- Evaluating the impact this will have on MVNOs and small operators

Participants

Moderator: Alessandro Denaro - Policy Officer, MVNO Europe

Panelist: Kamila Kloc - Director in Directorate B, DG Connect, European Commission

Panelist: Cláudio Teixeira - Legal Officer, Digital and Consumer Rights, BEUC – European Consumer Organisation

Panelist: Laszlo Toth - Head of Public Policy, GSMA

Panelist: Donald Connor - MVNO Europe Representative, MVNO Europe

How to evolve from a stand-alone regional MVNO to a quadruple-play operator in 5 years

13:05 - 13:25
Keynotes

- How to attract VC financing and exit through IPO
- How to build incremental value by aggregating more household & business products (fiber/content/support/energy) increasing clients' ARPU
- How to build value through acquiring & integrating other regional telcos, becoming a target in a consolidating market

Participants

Xavier Capellades - CEO, Parlem

Lunch & Networking

13:25 - 14:15

Chair's Opening Remarks & Analyst Presentation

14:15 - 14:30
5G, Wholesale and Roaming

Participants

Julian Watson - Principal Analyst, Wholesale Telecoms, Omdia

SESSIONS

DAY 2 - 26/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

Chair's Opening Remarks

14:15 - 14:20
Emerging Markets

Participants

Michel Zwijnenberg - Advisor and Entrepreneur, GlobeDigi

The Dawn of MVNOs in Nigeria

14:20 - 14:40
Emerging Markets

- Exploring the nuances of MVNO-MNO agreements in Nigeria, and considerations that must be addressed to build mutually beneficial partnerships
- Examining the legal and regulatory frameworks surrounding the new MVNOs in the Nigerian market
- Addressing the challenge of differentiation amidst the launch of 42 new MVNOs, and the strategies needed for success in this competitive landscape

Participants

Michael Mku - Director, ZNL Telecom

2G, or not 2G, that is the question: The future of low power IoT

14:30 - 14:50
5G, Wholesale and Roaming

Participants

Kushal Shah - Business Development Director, BT Wholesale

Consumer Options Beyond SIMs and Numbers

14:40 - 15:10
Emerging Markets

- Thailand's readiness to support more investments & commercial presence for MVNOs
- How the promotion of MVNOs can promote more options for consumers both in terms of increased competition in the market & the customised networks for specific target groups

Participants

Sarana Boonbaichaiyapruk - Chairman, National Broadcasting and Telecommunications Commission (NBTC)

How to Deal with Your Host Operator

14:50 - 15:20
5G, Wholesale and Roaming

- Discussing common issues in the intricate MNO-MVNO relationship
- Explore effective collaboration strategies, legal considerations and innovation in this relationship; including successful case studies and best practices

Participants

Moderator: Julian Watson - Principal Analyst, Wholesale Telecoms, Omdia

Panelist: Maciej Grzelak - Chief Product Officer, VikingCo Poland

Panelist: Robert Staniszewski - Wholesale Department Director, Polkomtel

Panelist: Kushal Shah - Business Development Director, BT Wholesale

Panelist: Joerg Henkel - Head of Wholesale EU, Deutsche Telekom

Hyper-Personalisation in Emerging Markets

15:10 - 15:20
Emerging Markets

Participants

Anirudh Radhakrishnan - Director, Plintron

Monetizing Trust: Unlocking Revenue with User-Centric Pricing, Unified Operations and AI Automation

15:20 - 15:30
5G, Wholesale and Roaming

- Monetizing 5G in the era of automation and AI
- User centric and transparent pricing is essential to boost trust
- Unified and standardized operation is critical for competitiveness

Participants

Issa Chini - VP Strategy and Growth, AvanteBSS

Coffee & Networking

15:30 - 16:00

BEREC Draft Report about M2M and Permanent Roaming

16:00 - 16:20
5G, Wholesale and Roaming

Participants

Ioanna Choudalaki - Co-Chair Roaming Expert Working Group, BEREC

From License to Launch: 'A' Telecom's Path in Thailand's MVNO Landscape

16:00 - 16:20
Emerging Markets

- Thailand & its counterparts
- The country's landscape & surprising facts
- Charting the course forward: A TELECOM's next leap!

Participants

Ativat Asvasirayothin - Founder & CEO, "A" TELECOM COMPANY LIMITED (Thailand)

Trade-In Services for MVNOs

16:20 - 16:40
5G, Wholesale and Roaming

- Why trade-in services make sense for MVNOs
- Device circularity and the power of pre-owned devices
- Key pillars of a successful trade-in program

Participants

Sandeep Shetty - CEO, Northladder

Affordable Customer Data Analysis for Beginners

16:20 - 16:40
Emerging Markets

- Customer analytics using Excel
- What are the main KPIs to look for at the start
- How to improve customer retention

Participants

Marcos Oliveira Jr - CEO & Founder, fluke

SESSIONS

DAY 2 - 26/06/2024

MVNOs World Congress

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Does the Rise of Tower Network Companies and Software Defined Networks Suggest that MVNOs are the MNOs of the Future?

16:40 - 17:00
5G, Wholesale and Roaming

Participants

Julian Watson - Principal Analyst, Wholesale Telecoms, Omdia

Kostas Masselos - President, Hellenic Telecommunications & Post Commission

End of Conference

17:00 - 17:10

SCHEDULE

DAY 2 - 26/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

TIME	ROUNDTABLE	NETWORKING, EXHIBITION AND LOUNGE BREAK	KEYNOTES	5G, WHOLESALE AND ROAMING	EMERGING MARKETS
08:00	08:00 - MVNOs 5KM Run	08:00 - MVNOs 5KM Run	08:00 - MVNOs 5KM Run	08:00 - MVNOs 5KM Run	08:00 - MVNOs 5KM Run
09:00	09:00 - Partner Roundtable with Lifecycle Software: Neo telcos: the rise of MVNOs and the future of connectivity	09:00 - Registration & Coffee			
10:00			<p>10:00 - Chair's Opening Remarks</p> <p>10:05 - Brand as a Catalyst for Growth</p> <p>10:25 - Apple, Amazon, Google, Tesla – Why They Should or Shouldn't Become MVNOs</p>		
11:00	11:20 - Coffee & Networking	11:20 - Coffee & Networking	<p>11:00 - Impactful AI: Driving Disruption for MVNOs</p> <p>11:20 - Coffee & Networking</p>	11:20 - Coffee & Networking	11:20 - Coffee & Networking
12:00			<p>12:05 - Text Messaging – Security and Revenue Opportunities</p> <p>12:25 - MVNO EUROPE : The future of the EU telecoms framework and the EC White Paper on the future of European digital infrastructure needs</p>		
13:00	13:25 - Lunch & Networking	13:25 - Lunch & Networking	<p>13:05 - How to evolve from a stand-alone regional MVNO to a quadruple-play operator in 5 years</p> <p>13:25 - Lunch & Networking</p>	13:25 - Lunch & Networking	13:25 - Lunch & Networking

SCHEDULE

DAY 2 - 26/06/2024

MVNOs World Congress

The Event Lounge
Brussels, Belgium

TIME	ROUNDTABLE	NETWORKING, EXHIBITION AND LOUNGE BREAK	KEYNOTES	5G, WHOLESALE AND ROAMING	EMERGING MARKETS
14:00				<p>14:15 - Chair's Opening Remarks & Analyst Presentation</p> <p>14:30 - 2G, or not 2G, that is the question: The future of low power IoT</p> <p>14:50 - How to Deal with Your Host Operator</p>	<p>14:15 - Chair's Opening Remarks</p> <p>14:20 - The Dawn of MVNOs in Nigeria</p> <p>14:40 - Consumer Options Beyond SIMs and Numbers</p>
15:00	15:30 - Coffee & Networking	15:30 - Coffee & Networking	15:30 - Coffee & Networking	<p>15:20 - Monetizing Trust: Unlocking Revenue with User-Centric Pricing, Unified Operations and AI Automation</p> <p>15:30 - Coffee & Networking</p>	<p>15:10 - Hyper-Personalisation in Emerging Markets</p> <p>15:30 - Coffee & Networking</p>
16:00				<p>16:00 - BEREC Draft Report about M2M and Permanent Roaming</p> <p>16:20 - Trade-In Services for MVNOs</p> <p>16:40 - Does the Rise of Tower Network Companies and Software Defined Networks Suggest that MVNOs are the MNOs of the Future?</p>	<p>16:00 - From License to Launch: 'A' Telecom's Path in Thailand's MVNO Landscape</p> <p>16:20 - Affordable Customer Data Analysis for Beginners</p>
17:00	17:00 - End of Conference	17:00 - End of Conference	17:00 - End of Conference	17:00 - End of Conference	17:00 - End of Conference