

SESSIONS

PRE-DAY: IOT CONNECTIVITY & B2B ESIM - 05/06/2023

MVNOs World Congress

Registration & Coffee

09:00 - 10:00

ANALYST KEYNOTE: Regional Trends in B2B IoT and eSIM in the 5G Era

10:00 - 10:20

IoT Connectivity & B2B eSIM

- What is driving the rise of specialised MVNOs?
- Top 5G enterprise IoT use cases per region
- Role of eSIM in the B2B market

Participants

Julber Osio - Research Analyst, Asia-Pacific Mobile, S&P Global

M2M eSIM Specifications – Key Considerations for Global IoT eSIM Deployment

10:20 - 10:40

IoT Connectivity & B2B eSIM

- Simplifying IoT connectivity & reducing time to market through the adaption of Consumer eSIM standards
- How to fill the gap between now and formalized standardization?

Participants

Mohit Agrawal - Associate Director, Counterpoint

Session Reserved for Sponsor

10:40 - 11:00

IoT Connectivity & B2B eSIM

Driving eSIM Adoption – The Connected Car Industry

11:00 - 11:20

IoT Connectivity & B2B eSIM

- The digitalization of cars driving the necessity for connectivity built into vehicles
- Integrating eSIM-enabled connectivity to boost customer flexibility & engagement
- What impact will SGP032 have on IoT MVNO technology that complies with the old standard

Participants

Mark Gerban - Senior Digital & Payments Expert, Independent

Coffee & Networking

11:20 - 12:00

IoT Connectivity & B2B eSIM

How can MVNOs Leverage 5G for B2B

12:00 - 12:20

IoT Connectivity & B2B eSIM

- What is driving the focus of B2B MVNOs?
- The MVNO opportunity to customise offers and run high value services to meet customer requirements
- Using the MVNO model to address the multitudes of business cases that are emerging

Session Reserved for Sponsor

12:20 - 12:40

IoT Connectivity & B2B eSIM

Breaking into the IoT Enterprise Market as an MVNO

12:40 - 13:20

IoT Connectivity & B2B eSIM

- Lessons learned from partnering with firms already in the IoT space
- eSIM & Network Virtualization: key technology enablers for MVNOs
- Which IoT markets are ripe for the taking?

Participants

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

Rahul Vijay - Head of Global Direct Tech Deals & Supply Chain, Uber

Emile Armour-Heselton - Head, ITU-T Member Relations & Business Development, International Telecommunication Union, United Nations

Lunch & Networking

13:20 - 14:20

IoT Connectivity & B2B eSIM

How to Navigate Fragmentation in Cellular IoT

14:20 - 14:40

IoT Connectivity & B2B eSIM

- Why too many devices are impacting regulations and guidance on IoT technology
- Can we create a universal standard for IoT devices globally?

Session Reserved for Sponsor

14:40 - 15:00

IoT Connectivity & B2B eSIM

Emerging & Evolving Opportunities for MVNOs in IoT

15:00 - 15:20

IoT Connectivity & B2B eSIM

- Challenging traditional strategies: how to be a disruptive MVNO in the IoT market
- How can MNOs help MVNOs grow in this space?

Participants

Daniel Salpak, PhD - General Counsel, Keepgo USA

eSIM vs iSIM for B2B

15:20 - 15:40

IoT Connectivity & B2B eSIM

- Evaluating the benefits and downfalls of both eSIM and iSIM
- Advantages of covering long term or short term scenarios

End of IoT & eSIM for B2B Day

15:40 - 16:00

IoT Connectivity & B2B eSIM

SCHEDULE

MVNOs World Congress

PRE-DAY: IOT CONNECTIVITY & B2B ESIM - 05/06/2023

TIME	IOT CONNECTIVITY & B2B ESIM
09:00	09:00 - Registration & Coffee
10:00	10:00 - ANALYST KEYNOTE: Regional Trends in B2B IoT and eSIM in the 5G Era 10:20 - M2M eSIM Specifications – Key Considerations for Global IoT eSIM Deployment 10:40 - Session Reserved for Sponsor
11:00	11:00 - Driving eSIM Adoption – The Connected Car Industry 11:20 - Coffee & Networking
12:00	12:00 - How can MVNOs Leverage 5G for B2B 12:20 - Session Reserved for Sponsor 12:40 - Breaking into the IoT Enterprise Market as an MVNO
13:00	13:20 - Lunch & Networking
14:00	14:20 - How to Navigate Fragmentation in Cellular IoT 14:40 - Session Reserved for Sponsor
15:00	15:00 - Emerging & Evolving Opportunities for MVNOs in IoT 15:20 - eSIM vs iSIM for B2B 15:40 - End of IoT & eSIM for B2B Day

SESSIONS

DAY 1 - 06/06/2023

MVNOs World Congress

Registration & Coffee

08:30 - 08:50

Chair's Opening Remarks & Analyst Outlook

08:50 - 09:00

The Keynotes

- Trends, challenges & opportunities for MVNOs globally

Participants

James Gray - Managing Director, Graystone Strategy

Analyst Outlook

09:00 - 09:20

The Keynotes

- Trends, challenges & opportunities for MVNOs globally

Participants

Dario Talmesio - Principal Analyst & Practice Leader, Omdia

Powering Connectivity for Uber's Ecosystem

09:20 - 09:40

The Keynotes

- How does Uber think about solving connectivity needs for its 120M+ riders and eaters, 5+M drivers and couriers and 1M+ restaurants?
- How can the 5M+ Uber Roamers potentially change the roaming market?
- How UberSIM is changing connectivity needs for Uber?

Participants

Rahul Vijay - Head of Global Direct Tech Deals & Supply Chain, Uber

How to Implement a Successful Digital Telco Strategy

09:40 - 10:00

The Keynotes

- How does a digital telco solution drive profit, efficiency, and customer lifetime value improvements?
- Where should you invest to make it happen? What are the critical technologies needed to improve customer experience, time to market and new product monetisation?
- By the end of this presentation, you'll know how to successfully introduce new technologies and process change to your business so you can gain competitive advantage.

Participants

John Burton - CEO, MDS

Sub-brands and the Search for New Target Segments

10:00 - 10:40

The Keynotes

- Changing market and digital transformation allowing for the creation of emerging niches to target
- The effect of sub-brands on the market

Participants

Moderator: James Gray - Managing Director, Graystone Strategy

Mohammed Ebrahim - Managing Director, HelloMobile

Victor Dyrnes - Co-Founder & CMO, Guinea Mobile (Cuy Móvil)

Elin McLean - General Manager, SMARTY

Scott Currie - Head of VOXI, VOXI

Coffee & Brain Dates

10:40 - 11:30

The Keynotes

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

Evolving your Product Set through the Use of Segmentation

11:30 - 11:50

The Keynotes

Participants

Matt Kennedy - CCO, giffgaff

Session Reserved for Sponsor

11:50 - 12:10

The Keynotes

Positioning Yourself as an MVNO from an Investment/Wholesale Deal Perspective

12:10 - 12:30

The Keynotes

- Ways in which to pitch yourself to a wholesaler or investor
- How to get a viable business plan ready

Participants

Moderator: James Gray - Managing Director, Graystone Strategy

Renato Andrade - Independent MVNO consultant, Acqua Telecom

Session Reserved for Sponsor

12:30 - 12:50

The Keynotes

Striving for Change: Addressing Gender Disparity in the Telco Industry

12:50 - 13:20

The Keynotes

- Looking at the numbers – the current state of play in the industry
- Means of solving the key challenges facing women in the Telco sector
- Using equity initiatives as a means to get to equality

Participants

Moderator: James Gray - Managing Director, Graystone Strategy

Martina Klingvall - Founder, Telness

Mea Thompson - CCO, Co-Founder, unconnected.org

Elin McLean - General Manager, SMARTY

Lunch & Networking

13:20 - 14:10

The Keynotes

SESSIONS

DAY 1 - 06/06/2023

MVNOs World Congress

Preparing for the Launch of a Higher ARPU Product: Strategies for Optimizing Sales without Increasing Marketing Budgets

14:10 - 14:30

The Digital-First Mindset

- Understanding your marketing efforts & analysing funnel structure
- Examining the rationale behind sales arguments
- Defining target audiences & ensuring product-market fit
- Conducting price testing, aligning with market trends and highlighting perceived value.

Participants

Maciej Grzelak - Business Development Manager, VikingCo Poland

ANALYST MARKET OUTLOOK: The eSIM Market

14:10 - 14:30

Consumer eSIM

- MNOs giving MVNOs the eSIM technology Working with companies in IoT to excel
-

Session Reserved for triPica

14:30 - 14:50

The Digital-First Mindset

Session Reserved for Sponsor

14:30 - 14:50

Consumer eSIM

The Brand Journey of a Digital MVNO

14:50 - 15:10

The Digital-First Mindset

- What is a successful digital-first approach?
- Finding new revenue streams and using these to build your brand
- Price and low-cost are no longer the main incentive
- How to utilize the underserved SMB segment

Participants

Martina Klingvall - Founder, Telness

Does Removing the Physical SIM mean Higher Customer Churn?

14:50 - 15:10

Consumer eSIM

Participants

Mark Gerban - Senior Digital & Payments Expert, Independent

Moderator: Mohit Agrawal - Associate Director, Counterpoint

Session Reserved for Sponsor

15:10 - 15:30

The Digital-First Mindset

Session Reserved for Sponsor

15:10 - 15:30

Consumer eSIM

Coffee & Speed Networking

15:30 - 16:10

The Digital-First Mindset

Coffee & Speed Networking

15:30 - 16:10

Consumer eSIM

How Digital-First Mindset influences Digital Product Management at freenet Group

16:10 - 16:30

The Digital-First Mindset

- Why Digital-First means App for us
- How Digital-First changes Product Design and Network Operator Requirements

Participants

Jasmin Billstein - Digital Product Manager, freenet

Industry Wake Up Call: How to be eSIM Ready

16:10 - 16:40

Consumer eSIM

- Lessons learned after Apple's eSIM only iPhone 14 deployment
- Hurdles to overcome for all parties involved
- End-to-end supply chain perspectives
- Using this as Segway into the wearables and IoT Market

Participants

Justen Burdette - CEO, Mobi

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

Andrew Song - VP Strategy, US Mobile

Moderator: Mohit Agrawal - Associate Director, Counterpoint

Session Reserved for Sponsor

16:30 - 16:50

The Digital-First Mindset

Session Reserved for Sponsor

16:40 - 17:00

Consumer eSIM

Focusing on What the Customer Wants to Reduce Customer Churn & Increase Loyalty

16:50 - 17:30

The Digital-First Mindset

- What do customers seek from an MVNO app experience?
- Steps to follow to create a loyal customer base and community brand
- Lessons learned from app launches and features to focus on

Participants

Algis Akstinas - CEO and Founder, dotmobile

Jignesh Dave - Founder and CEO, NextCellular, a division of Next360

Fredrik Brunzell - Co-Founder, Chilimobil

Hurman Mok - MVNO Director – Mobile Business, CMLink

Moderator: James Gray - Managing Director, Graystone Strategy

SESSIONS

DAY 1 - 06/06/2023

MVNOs World Congress

iTel's Innovative Approach to eSIM Technology in Vietnam

17:00 - 17:20

Consumer eSIM

- The benefits of eSIM technology for Vietnamese consumers and the telecom industry in Vietnam
- Challenges and successes iTel faced with eSIM implementation
- The role of partnerships and collaborations in iTel's eSIM strategy

Participants

Nguyen Minh Quan - Head of Product, iTel

Networking Drinks

17:30 - 18:30

MVNOs Awards & Party

19:00 - 22:00

SCHEDULE

DAY 1 - 06/06/2023

MVNOs World Congress

TIME	THE KEYNOTES	THE DIGITAL-FIRST MINDSET	CONSUMER ESIM
08:00	08:50 - Chair's Opening Remarks & Analyst Outlook 08:30 - Registration & Coffee	08:30 - Registration & Coffee	08:30 - Registration & Coffee
09:00	09:00 - Analyst Outlook 09:20 - Powering Connectivity for Uber's Ecosystem 09:40 - How to Implement a Successful Digital Telco Strategy		
10:00	10:00 - Sub-brands and the Search for New Target Segments 10:40 - Coffee & Brain Dates		
11:00	11:30 - Evolving your Product Set through the Use of Segmentation 11:50 - Session Reserved for Sponsor		
12:00	12:10 - Positioning Yourself as an MVNO from an Investment/Wholesale Deal Perspective 12:30 - Session Reserved for Sponsor 12:50 - Striving for Change: Addressing Gender Disparity in the Telco Industry		
13:00	13:20 - Lunch & Networking		
14:00		14:10 - Preparing for the Launch of a Higher ARPU Product: Strategies for Optimizing Sales without Increasing Marketing Budgets 14:30 - Session Reserved for triPica 14:50 - The Brand Journey of a Digital MVNO	14:10 - ANALYST MARKET OUTLOOK: The eSIM Market 14:30 - Session Reserved for Sponsor 14:50 - Does Removing the Physical SIM mean Higher Customer Churn?
15:00		15:10 - Session Reserved for Sponsor 15:30 - Coffee & Speed Networking	15:10 - Session Reserved for Sponsor 15:30 - Coffee & Speed Networking
16:00		16:10 - How Digital-First Mindset influences Digital Product Management at freenet Group 16:30 - Session Reserved for Sponsor 16:50 - Focusing on What the Customer Wants to Reduce Customer Churn & Increase Loyalty	16:10 - Industry Wake Up Call: How to be eSIM Ready 16:40 - Session Reserved for Sponsor
17:00	17:30 - Networking Drinks	17:30 - Networking Drinks	17:00 - iTel's Innovative Approach to eSIM Technology in Vietnam 17:30 - Networking Drinks
19:00	19:00 - MVNOs Awards & Party	19:00 - MVNOs Awards & Party	19:00 - MVNOs Awards & Party

SESSIONS

DAY 2 - 07/06/2023

MVNOs World Congress

MVNOs 5KM Run

07:30 - 08:30

Registration & Coffee

08:30 - 09:00

Global MVNO Trends

09:00 - 09:20

The Keynotes

- Cost of Living: a new wave of low-cost MVNOs incoming?
 - Differing strategies here, there, and everywhere
-

Session Reserved for Sponsor

09:20 - 09:40

The Keynotes

MVNO Europe Panel: The Big Tech Network Fees Proposal and its Potential Impact

09:40 - 10:20

The Keynotes

- Harming competition in telco markets which will directly harm MVNOs
- Threat to European net neutrality rules?

Participants

Benjamin Grimm - Product Manager, Vice President, freenet, MVNO Europe

Giulia IoP - European Policy Manager, Sky

Coffee & Networking

10:20 - 11:20

The Keynotes

Session Reserved for Sponsor

11:20 - 11:40

The Keynotes

New Players in the Telco Industry and What this Means for MVNOs

11:40 - 12:00

The Keynotes

- Private equity acquiring infrastructure assets and leverage its passive nature
 - Big Tech and their role in telco networks
 - Interplay between public and private networks
-

Session Reserved for Sponsor

12:00 - 12:20

The Keynotes

Meet the Newcomers – MVNO start ups

12:20 - 13:10

The Keynotes

In this panel we will be introducing a number of small, lesser known MVNOs that are making strides in the industry.

Criteria to join this panel:

- MVNO launched in 2021 or later
- Must have consumer MVNO focus as well
- Prepare a 3 min presentation to introduce your company

Participants

Juliana Pereira Da Silva - MVNO General Manager, Magazine Luiza

Marcos Oliveira Jr - CEO & Founder, fluke

Sarthak Sethi - Co-Founder, FlexiFone

Lunch & Networking

13:10 - 14:10

ANALYST PRESENTATION

14:10 - 14:30

Enterprise, Wholesale and Roaming

- Market Overview and findings of MVNO wholesale survey
- Addressing different customer requirements

Participants

Julian Watson - Principal Analyst - Wholesale Telecoms, Omdia

GSMA Regulatory & Specification Changes Overview

14:10 - 14:30

The Regulatory Landscape

- Overview of eSIM specifications
 - Discussing how different markets are adopting technologies Roaming regulations
-

Roaming Issues Bypassed with eSIM Technology

14:30 - 15:10

Enterprise, Wholesale and Roaming

- Roam Like Home Benefits
- eSIM being more cost effective

Participants

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

Joerg Henkel - Head of Wholesale EU, Deutsche Telekom

Andrew Song - VP Strategy, US Mobile

Session Reserved for Sponsor

14:30 - 14:50

The Regulatory Landscape

Domino Effect of the 2 and 3G Sunset on Services including Emergency, Home Security & the Connected Car

14:50 - 15:10

The Regulatory Landscape

- How to address the issue of 2G/3G devices still being in use and not being able to dial emergency services post-2G/3G sunset
- Need for hardware and software changes to continue 2G/3G device functionality – stakes and strategies per market
- The looming LTE sunset?

Participants

Georges-Harald BERNARD - Founder, MVNO Global

The Secrets to a Happy MVNO Partnership

15:10 - 15:30

Enterprise, Wholesale and Roaming

Participants

Matt Ward - Head of MVNO, Three

SESSIONS

DAY 2 - 07/06/2023

MVNOs World Congress

Weighing the Challenges of Mobile Access Regulation

15:10 - 15:30

The Regulatory Landscape

- Imposing wholesale access by third parties to mobile networks
- Finding the balance between protecting healthy competition and the 'less powerful' players
- Approach in the US vs Europe

Things to Look for When Selecting a Wholesale Operator

15:30 - 16:00

Enterprise, Wholesale and Roaming

- Choosing between full or light MVNO
- Brand Licensing
- Network slicing as a means to host MVNOs

Participants

Steffen Oefner - Vice President Strategic Network Partnering & Wholesale, Magenta Telekom

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

Coffee & Networking

15:40 - 16:10

The Regulatory Landscape

Coffee & Networking

16:00 - 16:30

Enterprise, Wholesale and Roaming

Session Reserved for Sponsor

16:10 - 16:30

The Regulatory Landscape

Session Reserved for Sponsor

16:30 - 16:50

Enterprise, Wholesale and Roaming

The Role of Standards Bodies and Regulators in the Adoption of eSIM

16:30 - 17:10

The Regulatory Landscape

- eSIM standardisation continuing to advance and being critical to mass adoption
- When eSIM adoption is supported by regulator, it helps with the wider adoption of it
- Use cases

Participants

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

Enterprise: Private Networks in Manufacturing

16:50 - 17:10

Enterprise, Wholesale and Roaming

- Focus mainly on assembly line and process automation
- Allowing for security and privacy of the factory network
- Real-time and non-real time traffic being managed at the edge

End of Conference

17:10 - 17:20

SCHEDULE

DAY 2 - 07/06/2023

MVNOs World Congress

TIME	THE KEYNOTES	ENTERPRISE, WHOLESALE AND ROAMING	THE REGULATORY LANDSCAPE
07:00	07:30 - MVNOs 5KM Run	07:30 - MVNOs 5KM Run	07:30 - MVNOs 5KM Run
08:00	08:30 - Registration & Coffee	08:30 - Registration & Coffee	08:30 - Registration & Coffee
09:00	09:00 - Global MVNO Trends 09:20 - Session Reserved for Sponsor 09:40 - MVNO Europe Panel: The Big Tech Network Fees Proposal and its Potential Impact		
10:00	10:20 - Coffee & Networking		
11:00	11:20 - Session Reserved for Sponsor 11:40 - New Players in the Telco Industry and What this Means for MVNOs		
12:00	12:00 - Session Reserved for Sponsor 12:20 - Meet the Newcomers – MVNO start ups		
13:00	13:10 - Lunch & Networking	13:10 - Lunch & Networking	13:10 - Lunch & Networking
14:00		14:10 - ANALYST PRESENTATION 14:30 - Roaming Issues Bypassed with eSIM Technology	14:10 - GSMA Regulatory & Specification Changes Overview 14:30 - Session Reserved for Sponsor 14:50 - Domino Effect of the 2 and 3G Sunset on Services including Emergency, Home Security & the Connected Car
15:00		15:10 - The Secrets to a Happy MVNO Partnership 15:30 - Things to Look for When Selecting a Wholesale Operator	15:10 - Weighing the Challenges of Mobile Access Regulation 15:40 - Coffee & Networking
16:00		16:00 - Coffee & Networking 16:30 - Session Reserved for Sponsor 16:50 - Enterprise: Private Networks in Manufacturing	16:10 - Session Reserved for Sponsor 16:30 - The Role of Standards Bodies and Regulators in the Adoption of eSIM
17:00	17:10 - End of Conference	17:10 - End of Conference	17:10 - End of Conference