
Registration & Networking

08:00 - 09:00

Chair's Opening Remarks

09:00 - 09:10

Participants

Ian Ginn - Founder/Director, IFG Consulting Ltd

Keynote Panel Discussion: The top MVNO trends building upon the ability and flexibility to capitalise on a unique position in the telecoms sector

09:10 - 09:50

- The dramatically different MVNO world emerging and moving in parallel to the Internet of Things
- Defining the niche and making the most of the consumer appetite and opportunities
- MVNOs at the forefront of innovation and transformation
- 5G Enabling a new generation of MVNOs

Participants

Darren King - Head of Business Development, Three

Chris Tooley - CEO, Lycamobile Group

Vegard Aas - VP, Head of Internet Access, Telenor Digital

Rajesh Dongre - CEO, Lebara

Keynote Panel Discussion: The era of consolidation and regulation?

09:50 - 10:20

- The Saturation of Europe and the focus on the number of MVNOs shutting down in mature markets
- Developing strategies to meet business goals in the MVNO revolution.
- Following new international trends

Participants

Jacques Bonifay - President, Transatel

Steffen Oefner - Head of the MVNO business, Deutsche Telekom Group

Kushal Shah - MVNO Business Development Director, BT

Pascal Prot - CEO, Legos

Keynote Panel: Two years on from RLAH – Is there a need to remove wholesale roaming caps to ensuring MVNOs remain a driving force of innovation and competition?

10:20 - 10:50

- Lowering the wholesale cap for international mobile?
- Enabling permanent roaming at a wholesale level for IoT application providers?
- Sharing future 5G networks with open access to all ?

Participants

Joerg Henkel - Senior Expert Wholesale Business Development Manager, Deutsche Telekom

Innocenzo Genna - Vice President (CoopVoce), MVNO Europe

Robert Staniszewski - Wholesale Department Director, Polkomtel

Carlos de Mesa - Mobile Product Manager, Telefonica Spain

Networking Break & Speed Networking

10:50 - 11:50

For further details, please get in touch with Mark at mark.bentley@knect365.com

Keynote Presentation: View of the European MVNO market and predicted growth

11:50 - 12:10

- Analysing two decades of growth
- Rising above the competition
- Riding the impact of Brexit

Participants

Chris Tooley - CEO, Lycamobile Group

Panel Discussion: Segmenting the MVNO Market to focus on specific value propositions

12:10 - 12:50

- Responding to content demanding customers
- Creating affiliation with a brand
- Building loyalty programmes that offers benefits

Participants

Michael Hunt - Director, MTC

Vegard Aas - VP, Head of Internet Access, Telenor Digital

Nick Thompson - CEO, The Phone Co-op

Francois Verzele - Wholesale Director, Orange Belgium

Grow, win market share and profit: MVNO success stories

12:50 - 13:10

- The shifting MVNO market
- Case studies of MVNO success
- Capturing value beyond connectivity & 5G
- MVNOs and IoT opportunity

Participants

Gary Bunney - CEO, MDS Global

An Operator Perspective - Going further with IoT

13:10 - 13:30

- The IoT opportunity and the need for coverage
- Is Network of Networks the answer?
- Growing IoT partnerships: Case study

Participants

Nick Wootten - Director of MVNOs, BT

Lunch & networking

13:30 - 14:50

Chair's Opening Remarks

14:50 - 14:55

Participants

Tom Leins, TeleGeography

Leveraging MVNOs in an "everything connected" world

14:55 - 15:15

- Navigating the changing IoT connectivity landscape
- Defining the key verticals – manufacturing transport, utilities, Agric, healthcare and consumer electronics (connected home)

Participants

Darren King - Head of Business Development, Three

SESSIONS

DAY ONE – MONDAY 14TH OCTOBER - 14/10/2019

MVNOs Europe

14 - 15 October 2019
Victoria Park Plaza
London

Insights from the European launch of a global data-only MVNO for the connected car A year in, working with 2 major car manufacturers Jaguar Land Rover and Fiat Chrysler Automobiles,

15:15 - 15:35

- What are the lessons learned in terms of data usage?
- What are end users looking for?
- How are car dealers leveraging the added value of connectivity?
- What are the concerns and satisfactions of car manufacturers in general?

Participants

Cédric Jarkovsky - Head of IoT Product Management, Transatel

The IoT mash up giving rise to Smart Cities

15:35 - 15:55

- Ensuring the MVNOs focus on sub sectors, engaging and learning about the vertical
- Identifying the transformations required to fit into the ecosystem
- Monetising the capabilities

Participants

Yannick Decaux - Vice President of Sales, Mobile Operators and Partners, Orange Wholesale France

Afternoon break & networking

15:55 - 16:35

Fireside Chat: MVNOs benefiting society

16:35 - 17:05

- Bettering lives by offering mobile plans at lower rates
- Starts ups and entrepreneurs speeding up expansion to contribute to local economies
- IoT based MVNOs offering solutions to global climate and environmental issues by connecting agriculture and smart transportation
- Improving healthcare

This fireside chat session is conducted as an onstage interview with our panellists. We invite our audience to engage and to ask questions throughout the session.

Participants

Michael Hunt - Director, MTC

Alex Szyborski - Managing Director, Contained Technologies UK

Where do MVNOs sit in the IoT value chain?

17:05 - 17:25

- Moving beyond the M2M established and already commoditised area
- Becoming part of the value chain and securing connectivity agreements
- Overcoming the hurdles of not owning infrastructure
- Offering the knowledge to operationalise the agreements and turn it in to a service
- Exploring the opportunities of Emerging Technologies

Participants

Douglas Gilmour - Managing Director of IOT, MVNO Mobius Networks

International Numbering Resources for global IoT/M2M connectivity

17:25 - 17:45

- How International Numbering Resources work
- The benefits of assigned 901 IMSI ranges and +882/+883 codes
- Evolving use cases

Participants

Emile Armour-Heselton - Project Officer, International Telecommunication Union

Power Hour: All speakers and VIP guests are invited to the networking reception in the expo area

17:45 - 18:45

Branded meeting tables available, please contact Mark for more details at mark.bentley@knect365.com

Join us once again for the 4th edition of the MVNOs and e-SIM pub quiz!

18:45 - 22:00

We are delighted to invite our attendees to join us for an informal fun filled evening of Pub Quizzing, nibbles, music and dancing. Team up with your industry peers and test your general knowledge.

Venue to be announced soon.

SCHEDULE

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SESSIONS

DAY TWO – TUESDAY 15TH OCTOBER - 15/10/2019

MVNOs Europe

14 - 15 October 2019

Victoria Park Plaza
London

Registration & Networking

08:30 - 09:00

Chair's opening remarks

09:30 - 09:40

Participants

Renato Andrade - Independent MVNO consultant, Acqua Telecom

PRESENTATION UPDATE: Expanding MVNO and operators reach to new customer segments via new technologies & partnerships

09:40 - 10:20

- Target segment: one in six of the population with hearing loss whose needs have been generally misunderstood by the telco industry.
- Product evolution: how the solution was created and the clinical trials process
- Challenges, lessons and progress since launching
- A look to the future: what are the mid to long-term goals of Audacious

Participants

Rob Shardlow - CEO, Audacious

Matthew Turner - CEO, Goshawk

Defining how MVNOs drive value and improve lives in an increasingly digital world

10:20 - 10:40

- Applying new tech
- Exploring new verticals
- Offering enhanced value to MNOs and new customers in parallel

Participants

Liudvikas Andriulis - CMO, Effortel

Panel Discussion: 5G licences as a game changer for MVNOs, exposing a whole new revenue system in the digital economy

10:40 - 11:20

- Boosting innovation and competition in both telco consumer and business markets
- Using cutting edge technology to create a smarter and more connected world
- Powering the rise of the Internet of Things technology
- Seeing large enterprises with significant IoT enabled assets seeking to form their own MVNOs

Participants

Tom Leins, TeleGeography

Innocenzo Genna - Vice President (CoopVoce), MVNO Europe

Norbert Schuppler - CEO, newsim/easyTel

Allan Ajuz - CEO, Telecall

Networking Break & Speed Networking

11:20 - 12:20

For further details, please get in touch with Mark at mark.bentley@knect365.com

5G fuelling a new wave of MVNOs

12:20 - 12:40

- The rise of specialist MVNO that target niche markets
- Bundling services that match their needs for connectivity, cloud services and IoT
- Offering unprecedented amounts of control to the MVNO
- From mobiles gaming to HD video conferencing
- The new players

Participants

Duncan Finlay - Head of Products and Marketing, Three

Pushing 5G applications in Luxembourg – a case study” – “how to encourage telecoms operators to move forwards”

12:40 - 13:00

- Luxembourg 5G policy and planning in 2018 is combined with a political desire to be “the” 5G hub in Europe
- They have been baulked by the complications and restrictions for funding operators
- Decision to move away from the underlying infrastructure (taking it as given) and focus on the applications, targeting innovation, socio-economic gain, scalability, etc and financed for 2-3 years

Participants

Simon Davies - Independent Consultant, Independent Consultant

Acquisition and upselling for the telecom industry

13:00 - 13:20

Participants

Nicholas Constantinopoulos - President, FreedomPop

Presentation - Looking to the future of the European MVNO market

13:20 - 13:40

- Analysing the impact of the new generation of 5G, IoT and Robotic
- Referencing the impact of the pharmaceutical sector
- Defining growth and innovation.

Participants

Cezary Zbyrowski - Commercial Director, Orange Poland

Lunch & Networking

13:40 - 14:40

Session Details To Be Confirmed

14:40 - 15:00

Participants

Kurtis Meister - Product Owner, Tucows

SESSIONS

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PRESENTATION: The big opportunity for MNOs and MVNOs in other geographies where RLAH haven't been implemented - SILENT ROAMERS

15:00 - 15:20

- How to offer roaming to end customers in a quick and easy way
- Increasing revenues thanks to the silent roamers conversion.

Participants

Carlos de Mesa - Mobile Product Manager, Telefonica Spain

Opportunities in the mobile money space

15:20 - 15:40

Participants

Allan Ajuz - CEO, Telecall

The Evolution of Mobile Money As A Service

15:40 - 16:00

Participants

Sebastiano Galantucci - Founder and Director, BC Europe

Networking Break

16:00 - 16:30

End of Congress

16:30 - 16:35

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16:00	16:00 - Networking Break 16:30 - End of Congress