

Chair's Opening Remarks

09:50 - 09:55
Consumer eSIM

Participants

Neil Shah - Vice President, Research & Partner,
Counterpoint Technology Market Research,
Counterpoint Research

Analyst Keynote: What market trends and eSIM uptake across the mobile market means for your business

09:55 - 10:15
Consumer eSIM

Participants

Neil Shah - Vice President, Research & Partner,
Counterpoint Technology Market Research,
Counterpoint Research

Get to know Valid's Latest Initiatives for MNOs: eSIM Interoperability as a Service & Multi-IMSI Alliance

10:15 - 10:35
Consumer eSIM

Participants

Pierre Lassus - Senior Vice-President of Software & Services for Telecom, Valid Soluciones Tecnologicas

How eSIM is rewriting the playbook for MVNOs

10:35 - 10:55
Consumer eSIM

The eSIM landscape is rapidly evolving and changing the game for wireless carriers. For MVNOs, eSIM opens the door to new strategies for attracting and retaining subscribers such as remote onboarding, targeting inbound and outbound travellers, try-before-you-buy offers, value-added service offers, and more. As eSIM adoption continues to grow, MVNOs (and carriers) who don't have a compelling eSIM strategy should rethink their playbook or risk being left behind.

Participants

Christian Paul - VP Marketing, NetLync

Maximising the eSIM benefits for an MNO to drive customer loyalty

10:55 - 11:15
Consumer eSIM

- What Operators should understand of eSIM technology
- eSIM impacts on the customer journey
- eSIM and 5G will be together an opportunity more than a challenge
- Conclusions

Participants

Sergio Cozzolino - GSMA eSIM Group Chair and P.A International & European Affairs,, TIM

Networking Break

11:15 - 11:55
Consumer eSIM

Leveraging eSIM to build a strong proposition for on-the-move population segments

11:55 - 12:15
Consumer eSIM

Participants

Daniel Salpak, PhD - General Counsel, Keepgo USA

eSIM: Assessing consumer awareness & behavior and what it means for the eSIM ecosystem

12:15 - 12:35
Consumer eSIM

Participants

Pablo Iacopino - Head of Research and Commercial Content, GSMA

eSIM Goes Prime – Unleash the Power beyond Connectivity

12:35 - 12:55
Consumer eSIM

Participants

Thomas Larsson - Director, Strategic Product Management, Giesecke+Devrient

Panel Discussion: To what extent could eSIM drive new roaming revenues?

12:55 - 13:35
Consumer eSIM

Participants

Moderator: Michel Zwijnenberg - Advisor, Entrepreneur, Industry expert, Digitalization in Telecom and IoT, Michel Zwijnenberg BV

Sergio Cozzolino - GSMA eSIM Group Chair and P.A International & European Affairs,, TIM

Sebastian Greening - Key Account Manager, Mobilcom-Debitel

Joerg Henkel - Head of EU Wholesale, Deutsche Telekom

Networking Lunch

13:35 - 14:45
Consumer eSIM

The synergy between data (eSIM) and voice (app) services for Roaming subscribers

14:45 - 15:05
Consumer eSIM

Participants

Alexey Galperin - VP Business Development, Cellact

Panel Discussion: How to utilise eSIM, cloud, 5G and handsets to disrupt the consumer mobile market

15:05 - 15:45
Consumer eSIM

Participants

Moderator: Michel Zwijnenberg - Advisor, Entrepreneur, Industry expert, Digitalization in Telecom and IoT, Michel Zwijnenberg BV

Sebastian Greening - Key Account Manager, Mobilcom-Debitel

Christian Fritsch - Country Manager, Plintron Austria

Christian Paul - VP Marketing, NetLync

Networking Drinks - Hotel Bar

15:45 - 17:45
Consumer eSIM

End of Consumer eSIM Focus Day

17:45 - 17:50
Consumer eSIM

SCHEDULE

CONSUMER ESIM - 07/06/2022

MVNOs World Congress

8th - 9th June 2022 - Main Conference and Exhibition
Mercure Hotel MOA, Berlin

TIME	CONSUMER ESIM
09:00	09:50 - Chair's Opening Remarks 09:55 - Analyst Keynote: What market trends and eSIM uptake across the mobile market means for your business
10:00	10:15 - Get to know Valid's Latest Initiatives for MNOs: eSIM Interoperability as a Service & Multi-IMSI Alliance 10:35 - How eSIM is rewriting the playbook for MVNOs 10:55 - Maximising the eSIM benefits for an MNO to drive customer loyalty
11:00	11:15 - Networking Break 11:55 - Leveraging eSIM to build a strong proposition for on-the-move population segments
12:00	12:15 - eSIM: Assessing consumer awareness & behavior and what it means for the eSIM ecosystem 12:35 - eSIM Goes Prime – Unleash the Power beyond Connectivity 12:55 - Panel Discussion: To what extent could eSIM drive new roaming revenues?
13:00	13:35 - Networking Lunch
14:00	14:45 - The synergy between data (eSIM) and voice (app) services for Roaming subscribers
15:00	15:05 - Panel Discussion: How to utilise eSIM, cloud, 5G and handsets to disrupt the consumer mobile market 15:45 - Networking Drinks - Hotel Bar
16:00	
17:00	17:45 - End of Consumer eSIM Focus Day

SESSIONS

MVNOS WORLD CONGRESS MAIN CONFERENCE AND EXHIBITION - 08/06/2022

MVNOS World Congress

8th - 9th June 2022 - Main Conference and Exhibition
Mercure Hotel MOA, Berlin

Chair's Opening Remarks

09:00 - 09:10
The Keynotes

Participants

James Gray - Managing Director, Graystone Strategy

Analyst Keynote: Trends, challenges and opportunities for MVNOs across the global market

09:10 - 09:30
The Keynotes

Participants

Dario Talmesio - Principal Analyst & Practice Leader, Omdia

From Niche to Massive MVNO without losing NPS leadership

09:30 - 09:50
The Keynotes

In less than 1 year, Simyo has faced several challenges. From a mobile-only to a convergent operator, and from a niche-oriented brand to a massive brand with the ambition to lead the low-cost segment in Spain. In this session we will discover how Simyo has done it without impacting customer satisfaction and maintaining NPS levels.

Participants

Enrique de Porres - CEO, Simyo

Empowering MVNO Business Success with Future-proof SaaS Solutions

09:50 - 10:10
The Keynotes

- MVNOs are repositioning themselves to enable new growth beyond connectivity and provide more concrete solutions to customers

- Cloud native and full convergence achieve tangible business benefits

- Omni-channel Collaboration and agility future-proof MVNO Business to Succeed

Participants

Hao Jiang - Senior Consultant, Huawei

Deepak Rao - Head of Consulting - Western Europe, Huawei

Cash in on co-creation: Unlocking profitability with the Enterprise MVNO opportunity

10:10 - 10:30
The Keynotes

MVNOs have a new opportunity to unlock additional revenue streams by working together with enterprises to co-create services that meet specific industry requirements. Learn how these new relationships enable MVNOs to capture value beyond basic connectivity, and how emerging technologies can help them to cash in on these opportunities.

Participants

Steve Bowen - CEO, MDS Global

Audience Q&A: The role of an MNO during a national crisis

10:30 - 10:50
The Keynotes

Participants

Moderator: Dario Talmesio - Principal Analyst & Practice Leader, Omdia

Volodymyr Lutchenko - CTO, Kyivstar

Speed Networking and Exhibition Break

10:50 - 11:40
The Keynotes

How MVNO's can achieve deeper relevance with customers

11:40 - 12:00
The Keynotes

- Member-centricity and the importance of trust and experience-focused business model which puts its members at the heart of the business
- A deep dive into 'personal relevance' and how channel, audience and acquisition drives the network forward
- A focus on how cultural relevance and tapping into the current news agenda moves giffgaff forward

Participants

Matt Kennedy - CCO, giffgaff

Digital MVNx re-imagined by Optiva and Salam Mobile

12:00 - 12:20
The Keynotes

Participants

Salman Tariq - VP Sales, EMEA, Optiva

Fouad Halawi - Chief Commercial Officer, Salam Mobile

New Realms for MVNOs – Use Cases

12:20 - 12:40
The Keynotes

Participants

Amit Agarwal - Chief Business Officer, Plintron

Panel Discussion: MVNO strategy and approach to build a private networks proposition

12:40 - 13:10
The Keynotes

- Identifying the opportunities and verticals for MVNOs to drive new enterprise revenues
- Building on partnerships and flexibility to boost MVNO competitive advantage
- Innovative service delivery and connectivity to meet enterprise demands

Participants

Renato Andrade - Independent MVNO consultant, Acqua Telecom

Ahmed Khattak - Founder & CEO, US Mobile

Yasser Alobaidan - Chairman, Jawraa

Denis Souillart - Head of Mobility Portfolio, BICS

Nicholas Constantinopoulos - Advisor to the CEO, PARLEM

Networking and Exhibition Break

13:10 - 14:10

Chair's Opening Remarks

14:10 - 14:20
Wholesale and 5G

Participants

Julian Watson - Principal Analyst, IoT, Omdia

Chair's Opening Remarks

14:10 - 14:20
The Digital MVNO

Participants

Renato Andrade - Independent MVNO consultant, Acqua Telecom

Analyst Address: MNO and MVNO Wholesale Strategies

14:20 - 14:40
Wholesale and 5G

Participants

Julian Watson - Principal Analyst, IoT, Omdia

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MVNOs World Congress

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Building a 'community' brand to drive subscribers and loyalty to your MVNO

14:20 - 14:40
The Digital MVNO

Participants

Maciej Grzelak - Business Development Manager, VikingCo Poland

Cannibalisation is King: The Value of MVNO to an MNO

14:40 - 15:00
Wholesale and 5G

Participants

Nick Wootten - MVNO Director, BT Wholesale

Best-practices, challenges and lessons learnt – how to successfully deliver IoT connectivity for your partners

14:40 - 15:00
The Digital MVNO

Participants

Thomas Brandt-Knudsen - CCO & Partner, Cobira

Driving loyalty to your consumer MVNO business model with a conscious brand and digital-first approach

15:00 - 15:20
Wholesale and 5G

Participants

Harjot Singh Saluja - CEO, Reach Mobile

MVNO to xVNO - A Transformation Journey with Alibaba Cloud and Whale Cloud

15:00 - 15:20
The Digital MVNO

Participants

Tommy Ge - GM, DACH, LUX & East Europe, Alibaba Cloud

Luc Geenen - Business Development Director, EU, Whale Cloud

Carbon Neutral MVNE

15:20 - 15:40
Wholesale and 5G

Participants

Boris Raichman - Presales Director, Effortel

Distributed MVNO - A concept to mobile blockchain based network for universal usage that can replace the way people are roaming today

15:20 - 15:40
The Digital MVNO

Participants

Amir Dorot - Founder & Chief Executive Officer, Cellact

Networking and Exhibition Break

15:40 - 16:10
Wholesale and 5G

Networking and Exhibition Break

15:40 - 16:10
The Digital MVNO

Panel Discussion: How to create win-win MNO and MVNO partnerships with 5G access

16:10 - 17:00
Wholesale and 5G

Participants

Julian Watson - Principal Analyst, IoT, Omdia

Benjamin Grimm - Director Carrier Relations, mobilcom-debitel GmbH / freenet Group

Shamik Biswas - Head of Marketing, Plintron

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

Ian Farrell - Senior Manager MVNO, IoT & International, BT

Alexander Gratzner - Head of MVNO & Reselling, Drei, Austria

Home routing solved: Dynamic Breakout as a Service DBOS

16:10 - 16:30
The Digital MVNO

Participants

Axel Meiling - Partner, Digital Oxygen GmbH

Panel Discussion: Cloudifying your MVNO to boost agility, flexibility and investment in digital products and services

16:30 - 17:00
The Digital MVNO

Participants

Moderator: Erick O'Connor - Commercial and Technology Strategy, Graystone Strategy

Algis Akstinas - CEO and Founder, dotmobile

Justen Burdette - CEO, Mobi

Biswajit Sharma - CTO, Tecnotree

Marco Arnold - VP, Digital Republic AG

Fireside Chat: Building a dedicated 5G FWA proposition as an MVNO

17:00 - 17:20
Wholesale and 5G

Participants

Moderator: James Gray - Managing Director, Graystone Strategy

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

Networking Reception

17:20 - 18:50
The Keynotes

MVNOs World Awards sponsored by MDS Global

18:50 - 21:50
The Keynotes

SCHEDULE

MVNOS WORLD CONGRESS MAIN CONFERENCE AND EXHIBITION - 08/06/2022

MVNOS World Congress

8th - 9th June 2022 - Main Conference and Exhibition
Mercure Hotel MOA, Berlin

TIME	THE DIGITAL MVNO	THE KEYNOTES	WHOLESALE AND 5G
09:00		<p>09:00 - Chair's Opening Remarks</p> <p>09:10 - Analyst Keynote: Trends, challenges and opportunities for MVNOS across the global market</p> <p>09:30 - From Niche to Massive MVNO without losing NPS leadership</p> <p>09:50 - Empowering MVNO Business Success with Future-proof SaaS Solutions</p>	
10:00		<p>10:10 - Cash in on co-creation: Unlocking profitability with the Enterprise MVNO opportunity</p> <p>10:30 - Audience Q&A: The role of an MNO during a national crisis</p> <p>10:50 - Speed Networking and Exhibition Break</p>	
11:00		<p>11:40 - How MVNO's can achieve deeper relevance with customers</p>	
12:00		<p>12:00 - Digital MVNx re-imagined by Optiva and Salam Mobile</p> <p>12:20 - New Realms for MVNOS – Use Cases</p> <p>12:40 - Panel Discussion: MVNO strategy and approach to build a private networks proposition</p>	
13:00	13:10 - Networking and Exhibition Break	13:10 - Networking and Exhibition Break	13:10 - Networking and Exhibition Break
14:00	<p>14:10 - Chair's Opening Remarks</p> <p>14:20 - Building a 'community' brand to drive subscribers and loyalty to your MVNO</p> <p>14:40 - Best-practices, challenges and lessons learnt – how to successfully deliver IoT connectivity for your partners</p>		<p>14:10 - Chair's Opening Remarks</p> <p>14:20 - Analyst Address: MNO and MVNO Wholesale Strategies</p> <p>14:40 - Cannibalisation is King: The Value of MVNO to an MNO</p>
15:00	<p>15:00 - MVNO to xVNO - A Transformation Journey with Alibaba Cloud and Whale Cloud</p> <p>15:20 - Distributed MVNO - A concept to mobile blockchain based network for universal usage that can replace the way people are roaming today</p> <p>15:40 - Networking and Exhibition Break</p>		<p>15:00 - Driving loyalty to your consumer MVNO business model with a conscious brand and digital-first approach</p> <p>15:20 - Carbon Neutral MVNE</p> <p>15:40 - Networking and Exhibition Break</p>

SCHEDULE

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06/2022

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8th - 9th June 2022 - Main Conference and
Exhibition
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TIME	THE DIGITAL MVNO	THE KEYNOTES	WHOLESALE AND 5G
16:00	<p>16:10 - Home routing solved: Dynamic Breakout as a Service DBOS</p> <p>16:30 - Panel Discussion: Cloudifying your MVNO to boost agility, flexibility and investment in digital products and services</p>		<p>16:10 - Panel Discussion: How to create win-win MNO and MVNO partnerships with 5G access</p>
17:00		<p>17:20 - Networking Reception</p>	<p>17:00 - Fireside Chat: Building a dedicated 5G FWA proposition as an MVNO</p>
18:00		<p>18:50 - MVNOs World Awards sponsored by MDS Global</p>	

SESSIONS

MVNOS WORLD CONGRESS MAIN CONFERENCE AND EXHIBITION - 09/06/2022

MVNOS World Congress

8th - 9th June 2022 - Main Conference and Exhibition
Mercure Hotel MOA, Berlin

MVNOS World Congress 5km Run

07:00 - 09:00

The Keynotes

The traditional MVNOS World 5km run returns. Meet in the Maritim Pro Arte lobby - check out the route here!

<https://www.komoot.com/tour/789615546>

Chair's Opening Remarks

09:00 - 09:10

The Keynotes

Participants

James Gray - Managing Director, Graystone Strategy

Speed tiers, price premiums and VAS – Strategies and approaches to drive new consumer revenue streams with 5G

09:10 - 09:30

The Keynotes

Participants

Soichi Nakajima - Senior Analyst, Tarifica

Accelerating MVNOS and digital brands with SaaS BSS

09:30 - 09:50

The Keynotes

Participants

Shahar Dumai - Head of Marketing, Amdocs Digital Brands

Fireside Chat: Key success factors to challenge the incumbent MNOs in a mature market

09:50 - 10:10

The Keynotes

- Developing an innovative business model for competitive advantage
- Diversifying your target audience to future-proof your revenue streams
- Technology investment to create stronger customer propositions

Participants

Erick O'Connor - Commercial and Technology Strategy, Graystone Strategy

Fouad Halawi - Chief Commercial Officer, Salam Mobile

A Model For The New Digital MVNO

10:10 - 10:30

The Keynotes

Participants

Deepak Gusain - Director Mobility and Collaboration Services, Tata Communications

Panel Discussion: Panel Discussion: To what extent does the impending EC legislative 'room-like-at-home' proposal benefit MVNOS?

10:30 - 11:00

The Keynotes

- What the updated legislation means for consumers across the EU
- Wholesale roaming prices and technology – have MVNOS benefited from the new legislation?
- What does the new legislation mean for EU MNOs and MVNOS across the next 10 years and how can they best prepare for this?

Participants

Moderator: Erick O'Connor - Commercial and Technology Strategy, Graystone Strategy

Joerg Henkel - Head of EU Wholesale, Deutsche Telekom

Benjamin Grimm - Director Carrier Relations, mobilcom-debitel GmbH / freenet Group

Marios Antoniou - Head Interconnection and Mobile Services National Wholesale Market, CYTA

Driving growth at your MVNO organically and through M&A

11:00 - 11:10

The Keynotes

Participants

Nicholas Constantinopoulos - Advisor to the CEO, PARLEM

Ernest Perez-Mas - CEO, Parlem Telecom

Speed Networking and Exhibition Break

11:10 - 11:50

The Keynotes

Meeting the challenge of digital transformation across Saudi Arabia with a thriving telecoms market

11:50 - 12:10

The Keynotes

- 2030 vision: the role of MVNOS and telecoms to meet the challenge of digital transformation in Saudi Arabia
- The mobile network landscape: driving competition, investment and innovation in a lucrative market
- Integrating Jawraa's MVNO with accompanying digital products to deliver cloud-based services

Participants

Yasser Alobaidan - Chairman, Jawraa

Connecting your factory and fleet for improved car life-cycle management

12:10 - 12:30

The Keynotes

Participants

Jacques Bonifay - CEO, Transatel

Connecting the Unconnected – Leveraging telecoms expertise and donations to bridge the digital divide across schools, campuses, villages, crisis zones and more

12:30 - 12:50

The Keynotes

Participants

Andrew Atkinson - CEO and Co-Founder, theunconnected.org

Networking and Exhibition Break

12:50 - 14:00

Analyst Roundtables: Digital Mobile Sub-Brands and Consumer Mobile Pricing Trends

14:00 - 15:00

Analyst Roundtables

14:00 Digital Mobile Sub-Brands

Dario Talmesio, Research Director, Service Provider, Omdia

14:00 Consumer Mobile Pricing Trends

Soichi Nakajima, Senior Analyst, Tarifica

Participants

Dario Talmesio - Principal Analyst & Practice Leader, Omdia

Soichi Nakajima - Senior Analyst, Tarifica

SESSIONS

MVNOs WORLD CONGRESS MAIN CONFERENCE AND EXHIBITION - 09/06/2022

MVNOs World Congress

8th - 9th June 2022 - Main Conference and Exhibition
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Chair's Opening Remarks

14:00 - 14:10
Digital and IoT

Participants

Georges-Harald BERNARD - Founder, MVNO Global

How MVNOs and MVNEs are leveraging ITU-allocated international numbering resources to support global IoT/M2M services

14:10 - 14:30
Digital and IoT

Participants

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

Improving engagement and differentiation through curated digital VAS ecosystem

14:30 - 14:50
Digital and IoT

Participants

Algis Akstinas - CEO and Founder, dotmobile

Increasing the value of your MVNO in preparation for an IPO – Fibre, OTT, Energy, International and more

14:50 - 15:10
Digital and IoT

Participants

Nicholas Constantinopoulos - Advisor to the CEO, PARLEM

Networking and Exhibition Break

15:10 - 15:40
Digital and IoT

End of MVNOs World Congress 2022

15:40 - 15:45
The Keynotes

SCHEDULE

MVNOS WORLD CONGRESS MAIN CONFERENCE AND EXHIBITION - 09/06/2022

MVNOs World Congress

8th - 9th June 2022 - Main Conference and Exhibition
Mercure Hotel MOA, Berlin

TIME	ANALYST ROUNDTABLES	DIGITAL AND IOT	THE KEYNOTES
07:00			07:00 - MVNOs World Congress 5km Run
08:00			
09:00			<p>09:00 - Chair's Opening Remarks</p> <p>09:10 - Speed tiers, price premiums and VAS – Strategies and approaches to drive new consumer revenue streams with 5G</p> <p>09:30 - Accelerating MVNOs and digital brands with SaaS BSS</p> <p>09:50 - Fireside Chat: Key success factors to challenge the incumbent MNOs in a mature market</p>
10:00			<p>10:10 - A Model For The New Digital MVNO</p> <p>10:30 - Panel Discussion: Panel Discussion: To what extent does the impending EC legislative 'roam-like-at-home' proposal benefit MVNOs?</p>
11:00			<p>11:00 - Driving growth at your MVNO organically and through M&A</p> <p>11:10 - Speed Networking and Exhibition Break</p> <p>11:50 - Meeting the challenge of digital transformation across Saudi Arabia with a thriving telecoms market</p>
12:00	12:50 - Networking and Exhibition Break	12:50 - Networking and Exhibition Break	<p>12:10 - Connecting your factory and fleet for improved car life-cycle management</p> <p>12:30 - Connecting the Unconnected – Leveraging telecoms expertise and donations to bridge the digital divide across schools, campuses, villages, crisis zones and more</p> <p>12:50 - Networking and Exhibition Break</p>
13:00			
14:00	14:00 - Analyst Roundtables: Digital Mobile Sub-Brands and Consumer Mobile Pricing Trends	<p>14:00 - Chair's Opening Remarks</p> <p>14:10 - How MVNOs and MVNEs are leveraging ITU-allocated international numbering resources to support global IoT/M2M services</p> <p>14:30 - Improving engagement and differentiation through curated digital VAS ecosystem</p> <p>14:50 - Increasing the value of your MVNO in preparation for an IPO – Fibre, OTT, Energy, International and more</p>	

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TIME	ANALYST ROUNDTABLES	DIGITAL AND IOT	THE KEYNOTES
15:00		15:10 - Networking and Exhibition Break	15:40 - End of MVNOS World Congress 2022