

Training and Workshop

Successful Implementation of Mobile Wholesale

INTRODUCTION

Mobile Virtual Network Operators (MVNO) and Mobile Virtual Network Enablers (MVNE), in all forms and sizes are active all around the world. Millions of subscribers receive mobile services from providers without their own mobile network. In many countries national telecommunication regulations currently prevent mobile wholesale.

The objective of this training is to prepare the participants for the upcoming implementation of MVNOs. The training is intended for existing mobile network operators (MNOs), new MVNOs, service providers, vendors and consultancy companies.

PROGRAM

Rabi3n Consultancy presents a training and workshop program that will provide insight and detail understanding of all aspects that are important for a successful MVNO implementation. The scope of the program ranges from (enhanced) service provider to full MVNO wholesale products, both from the perspective of the offering MNO as from the MVNO. In addition the Mobile Virtual network Enabler (MVNE) is presented.

The program is as follows:

The basics of mobile wholesale

- Overview of MVNO concepts
- Terminology
- Business models (dealer, SP, ESP, MVNO, MVNE)
- MVNO processes
- Components of the MVNO solution
- Legal/Regulatory aspects (market specific, if available)
- Financial Commercial aspects
- Technical aspects
- MVNO implementations
- Impact of business processes such as billing, interconnection, customer activation, network routing, etc.
- Examples

Expert Session 'Building an MVNO'

- (Virtual) Operator processes and organisation
- Customer Relationship Management
- Retail and wholesale/interconnect billing and validation
- Numbering management and number portability
- Inter-operator interfaces
- Full MVNO / MVNE
 - Core network
 - Value Added Services
 - SMS interworking
 - International roaming solutions
 - Interconnection for voice and data

- Discussion and Questions

Expert Session 'Offering mobile wholesale'

- Wholesale portfolio and pricing models
- Technical solutions
 - Wholesale provisioning/billing interface
 - MVNO/MVNE network interfaces
 - Wholesale billing
 - International roaming
- Process impact
- Discussion and Questions

METHOD

The trainers for this program is Raymond Bouwman of Rabión Consultancy, the Netherlands. He is an international industry expert on mobile wholesale and have worked on various MVNO/MVNE projects for network operators and service providers. The trainer will make sure that all workshop participants will acquire (basic) knowledge of mobile wholesale and will gain detailed insight into the consequences and implications of launching MVNO.

The participant can choose for only the basic program and/or for one or more expert sessions. The participant will receive a copy of the material that the trainer has been using during the training sessions.

The participants will receive a certificate for successfully completing the training.

Session 'The basics of mobile wholesale' will take 1 working day. Each expert session takes half a day. The language of instruction will be English.

The proposed planning is as follows:

The basics of mobile wholesale		9.00-12.00 13.00-16.00
Expert Session BUILDING an MVNO		9.00-12.00
Expert Session OFFERING MOBILE WHOLESale		13.00-16.00

For more information, please contact Rabión Consultancy (office@rabion.com)