

Roamingwise

Training Roaming All-round





*Milja Hofman,
your trainer*

Roaming Essentials

This day provides an introduction to the roaming industry.

The course is a perfect start for people just entering the roaming industry as well as people wanting to refresh their memory.

Agenda

- Introduction to Roaming
 - Terminology
- GSM Network Architecture
 - Overview of the basic network elements
- Roaming Call Flow
 - Location Update
 - Outgoing / incoming calls
- Launch Process
 - The Roaming Agreement
 - Contract negotiation
 - IREG and TADIG Testing
- Data and Financial Clearing House
 - DCH and FCH processes
- The GSM Association
 - Structure and Working Groups
 - GSMA Infocenter
- Roaming Hub
 - Roaming Hub Model
 - Roaming Traffic Data Report (RTDR)
- Dual IMSI Solution
 - Dual and Multi-IMSI Solution Model
- Workshop

Focus Points

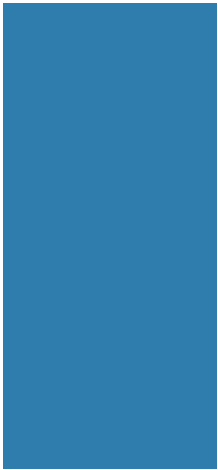
This day adds on the first day with an overview of prepaid and data roaming. After this training you are up-to-date with current roaming developments.

Agenda:

- CAMEL Prepaid Roaming
 - CAMEL network elements
 - CAMEL Phase 1/2/3/4
 - CAMEL IREG and TADIG Testing
- Minimise USSD Call-back on your network
 - USSD Call-back explained
- Data Roaming
 - GPRS basic network elements + testing
 - UMTS basic network elements + testing
- LTE Roaming
 - LTE basic network elements
 - EPC and VoLTE roaming testing
- Wi-Fi Roaming
 - WBA Interoperability Compliance Programme
- M2M Roaming
 - Connected Living – vision and mission
 - GSMA and M2M
- RAEX
 - RAEX compliancy and functionalities
 - Prepare RAEX IOT & Op Data
- Summary latest N & I Sharing Event



“What is happening in the Roaming Industry?”



Roaming Commercials

How to make Roaming most profitable?

A clear understanding of the cost structure of the various roaming services helps maximizing roaming margins. Steering of Roaming and IOT Discount Negotiation are important tools in this.

Agenda:

- Wholesale Pricing and Costs
 - Postpaid and prepaid roaming pricing and costs
 - Data roaming pricing and costs
- Retail Pricing and Margins
 - Mark-up / Zones / Bundle
 - Margins postpaid / prepaid / data
- How Regulation influences Pricing
 - Regulation in Europe
 - Regulation in the rest of the world
- Steering of Roaming (SoR)
 - SS7, SIM based, HLR/VLR blocking
 - (Anti-) steering and the GSMA
- IOT Discount Negotiation
 - IOT Discount Models
- Inter-active Exercise
- Marketing in Roaming
 - Marketing concepts applied to Roaming
- Inbound Market Share
 - Know your inbound market share compared to competition



Roaming Fraud & Revenue Assurance

Fraud and revenue assurance are hot topics in the roaming world.

This day offers an insight into the most common roaming fraud practices and how to minimize chance on fraud in the roaming industry.

Agenda:

- Most Common Roaming Fraud Practices
 - International Revenue Share Fraud, Spoofing, Wangiri, SIM Box, OTT Bypass
- NRTRDE Solution
 - Solution Architecture
 - Timescales and liability
- TD.35 File Format
 - Logical structure
 - Data dictionary
- Update Latest FASG
 - Examples latest fraud cases
- Revenue Assurance in Roaming
 - Issues and Controls Data loss
 - Tools
- Measurements and KPIs
 - The importance of control
 - Key Performance Indicators (KPIs)
 - Key reports in roaming
- Workshop