



Seminar 6: Network Evolution – The Technology Road Ahead

Tuesday 27 May 2014 - Radisson Victoria Plaza, Montevideo- Uruguay

FINAL AGENDA

Time	Discussion Topic
14:00 – 14:20	<p>1.INTRODUCTION TO GSMA’S VISION ON NETWORK EVOLUTION - THE TECHNOLOGY ROAD AHEAD</p> <ul style="list-style-type: none"> What will be the main GSMA Programmes to support this change? How GSMA can contribute to the Regional advocacy and help with the key technology aspects? Quality of Service, Spectrum, Internet Evolution and Network & Infrastructure Economics. <p>Sebastian Cabello, Director, Latin America, GSMA</p>
14:20 – 14:40	<p>2. NETWORK DEPLOYMENT AND QUALITY OF SERVICE</p> <p>- Viva Bolivia Investment on radio access network to face customer demand</p> <ul style="list-style-type: none"> Bolivian case study to invest Million dollars in two key areas: to grow the network and adapt the radio to future LTE deployments. <p>Edgar Geidans, Group CTO, Trilogy International Partners</p>
14:40 – 15:00	<p>- Antel Uruguay Quality of Service approach</p> <ul style="list-style-type: none"> Uruguyan case study to provide quality to the customers and suggested best practice used in the country. <p>Natalia Pignataro, Technology Director, Antel Uruguay</p>
15:00 – 15:20	<p>- Claro Argentina Quality of Service approach</p> <ul style="list-style-type: none"> Argentinean case study to provide quality to the customers and suggested best practice and QoS KPIs metrics used in the country. <p>Pablo Virgolini, Director of Network Quality, Claro Argentina</p>
15:20 – 15:40	<p>- Claro’s experiences on LTE deployment and new Services</p> <ul style="list-style-type: none"> Claro’s experience in LTE/IMS implementation and opportunities to launch new services in the IP world: Voice over LTE plans. <p>Marco Iglesias, CTO, Claro Uruguay</p>
15:40 – 16:00	<p>3. PROLIFERATION OF CONNECTED DEVICES - MACHINE TO MACHINE COMMS: A SIGNIFICANT REVENUE OPPORTUNITY FOR MOBILE OPERATORS.</p> <p>There is an opportunity for the Industry to protect the network performance for existing mobile customers and expose new network capabilities to partners for new services.</p> <p>- How to accelerate the adoption: Standardized GSMA embedded SIM solution</p> <ul style="list-style-type: none"> Embedded SIM and remote provisioning: how GSMA can support industry ‘go to market’ activities to enable the Embedded SIM specification to become a reality. <p>Fabio Moraes, Strategic Engagement Manager, Embedded SIM Deployment, GSMA</p>
16:00- 16:30	Coffee Break sponsored by ZTE



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<p>16:30 – 16:50</p> <p>16:50 – 17:10</p>	<p>3. PROLIFERATION OF CONNECTED DEVICES - MACHINE TO MACHINE COMMS: A SIGNIFICANT REVENUE OPPORTUNITY FOR MOBILE OPERATORS (contd).</p> <ul style="list-style-type: none"> - Machine to Machine solutions in Long Term Evolution <ul style="list-style-type: none"> ▪ LTE for Smart Grids as deployment enabler for network automation, electric cars, customer monitoring on demand or intelligent metering Alberto Rodrigues, Solutions Director, Ericsson <p>16:50 – 17:10</p> <p>Internet of Everything - Where the Bits meet the Atoms</p> <ul style="list-style-type: none"> ▪ Overview of concepts, drivers, marketing trends, and impact of the internet of Everything in how we live, work, play and learn Renato Trino, Mobility Business Development Manager for Latin America
<p>17:10 – 17:25</p> <p>17:25 – 17:45</p>	<p>4. NEW OPPORTUNITIES LEVERAGED THROUGH MOBILE BROADBAND: PERSONAL DATA AND MOBILE IDENTITY</p> <p>Operators have two strategically important opportunities: (1) to provide customers with digital identities and (2) enabling privacy protecting access to personalized services.</p> <ul style="list-style-type: none"> - Positioning Operators as trusted providers of identity: Mobile Connect Architecture <ul style="list-style-type: none"> ▪ Product Solution: High level design, Operator discovery, Federation modes, Level of Assurance, Authenticator options, identity Gateway, SIM applet auth. Jose Antonio Aranda, Technology Director, Latin America, GSMA - Personal Data in Latin America for Mobile Money <ul style="list-style-type: none"> ▪ How mobile identification can be used to support Digital Commerce: Enabling Mobile Money. Mobile Payments and Mobile Retail Carlos Romero, Marketing Business Development for Latin America, Gemalto
<p>17:45 – 18:00</p> <p>18:00 – 18:20</p>	<p>5. HOW MOBILE INDUSTRY CAN MAKE THE DIFFERENCE IN DIGITAL COMMERCE</p> <p>Is there room to provide a better customer experience for mobile money customers?</p> <ul style="list-style-type: none"> - Mobile Money Interoperability, an opportunity or a need. <ul style="list-style-type: none"> ▪ How can the industry increase the addressable market size for mobile money and market value? Is there an opportunity to grow the mobile money ecosystem with mobile operators positioned at the centre? Mireya Almazan, MMU Manager, Mobile Money Programme, GSMA - Hola Paraguay's Case Study <ul style="list-style-type: none"> ▪ How Hola Paraguay is facing the implementation of Mobile Money Services and the lessons learnt of the Paraguayan example. Orlando Pereira, MIS Director, Hola Paraguay
<p>18:30</p>	<p>End of Meeting</p>

Workshop Coordinator: Jose Antonio Aranda (jaranda@gsma.com)



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