

Billing & Roaming Working Group Sessions

Thursday 14 May
WORKING AGENDA

8.00 – 9.00	Registration
9.00 – 09.30	Opening and Introductions with all participants
9.30 – 10.00	Best offer and other advanced analytical projects based big data <ul style="list-style-type: none"> • Silent roamers and travel application • Business application on fraud prevention • Customer satisfaction personalized campaigns <p>Vagner Araujo, Brazil Sales Director, Mobileum</p>
10.00 – 10.30	Infrastructure & traffic management SMS A2P for MNOs – Orange IC evaluation <ul style="list-style-type: none"> • Operator case – Orange International Carrier • Main Considerations <p>Adrian Chavez, VP Sales, Telintel</p>
10.30 – 11.00	Networkig Break
11.00 – 12:00	Roaming activation solution. – Claro Peru Case <ul style="list-style-type: none"> • Regulation in Peru • Details of the requirement and solution deployment <p>John Asto, Claro Peru & Sergio Flores, Starhome Mach</p>
12.30 – 13:00	“Roaming Fraud - Prevention Strategies” <ul style="list-style-type: none"> • How to prevent high risk fraud in roaming • Profiling and self-control approaches • Latam and Asia cases • Recommendations <p>Osvaldo Torres, CEO, TI-Gestión</p>
13.00 – 14.30	Networking Lunch
14.30 – 15:00	Internet of Things & M2M in roaming <ul style="list-style-type: none"> • GSMA Connected Living Programme • Impact of M2M on future of roaming • Separation of M2M traffic for differential billing & tracking <p>Jeanine Vos, Executive Director C-Living GSMA</p>
15.00 – 15:30	New identity Service: Mobile Connect and roaming considerations <ul style="list-style-type: none"> • New, simple and safe way to log-in • Mobile ID service including roaming scenario • Strategic opportunity <p>Jenny Chong, Project Manager, GSMA</p>

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15.30 – 16:00	World Cup Results and Preparation for the Olympics – Claro Brazil Case <ul style="list-style-type: none"> • Launch of new agreements and improvement on quality to support the roamers • Lessons learnt from world cup • Forewarning & measures <p>Leticia Domingues, Claro Brasil & Denison Risso, Syniverse</p>
16.00 – 16.30	Networking Break
16.30 – 17:00	Improving monetization of Roaming Services through Multi-IMSI Roaming Hubs <ul style="list-style-type: none"> • Economies of scale costs through Multi-IMSI • Monetizing wholesale tariffs agreements • Value Added Services to improve customer's experience <p>Ivan Ramos & Yehi Benshoshan, Telecom North America</p>
17.00 – 17:30	Roaming Regulation in Latam and globally <ul style="list-style-type: none"> • Last facts • Advance per region <p>Alexis Arancibia, GSMA</p>
17.30– 18:00	Conclusions and Closing

Chairman: Claudio Reyes creyes@antel.com.uy

Deputy Chair: Agustín Barría agustin.barría@telefonica.com

GSMA LA Coordinator: Alexis Arancibia aarancibia@gsma.com

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TELECOM ITALIA GROUP





Speaker BIOS



Osvaldo Torres, CEO - Principal Consultant TI Gestión

Osvaldo Torres is CEO and Principal Consultant at Ti-Gestion, has twenty years of experience in Fraud Control, Risk and Security at Telecommunication industry, thirteen years of experience in Management Consulting and over twenty years of parallel experience as Professor and Investigator. Osvaldo Torres is Doctor candidate in Advanced Management, Master in Enterprise Direction and also Master in International Commerce.

Currently Osvaldo also represents Neural Technologies and other Hi-Tec vendors for Risk Management, Fraud and Revenue Assurance to Latin America.



Leticia Domingues, Gerente de Roaming Internacional e Configuração na Claro Brasil

Engenheira de Telecomunicações, com pós graduação em Gestão de Negócios. Possui mais de 10 anos de experiência em Roaming Internacional. Foi responsável pelo projeto de Operação e Manutenção da Rede da Claro Brasil durante a Copa do Mundo além de desenvolver o projeto para fortalecer o Roaming Internacional também durante a Copa do Mundo em 2014. Atualmente possui um novo desafio: operar e manter a rede da Claro Brasil que é patrocinadora oficial das Olimpíadas Rio2016.



Denison Risso, Sales Executive Director, Brazil & South America Syniverse

Denison Risso is an experienced professional with over 15 years of professional experience in both IT and Telecommunication industries. He has worked in tier-1 carriers in Brazil and with carriers in North America, Latin America and Europe. He holds a degree in computer engineering by São Francisco University and has a specialization in Project Management by University of São Paulo (USP).

Denison is currently the Sales Executive Director for Latin America in Syniverse Technologies.

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Adrian Chavez, VP Sales, Telintel

With education in CERAM Sophia Antipolis, ITESM Campus Estado de Mexico, Colegio Indoamericano and Colegio Cristobal Colon, Adrian has more than seventeen years of experience in International Businesses, Technology, Telecommunications, Software and Consumer product companies.



John Asto, Gerente de Relaciones Intercarriers en América Móvil Perú SAC

MBA, Diplomado en Finanzas e Ingeniero Electrónico, con 15 años de experiencia profesional en el ámbito empresarial y de telecomunicaciones. Especialista en gestión comercial, evaluación de proyectos, inversiones y ofertas comerciales. Actualmente John es responsable por el área internacional en AMX Perú, particularmente la negociación intercarriers.



Jeanine Vos, Executive Director Connected Living GSMA

Jeanine Vos is Executive Director within the Connected Living Programme at the GSMA. She leads initiatives that help unlock the consumer and business benefits of the Internet of Things (IoT). The GSMA represents the interests of 1000+ companies in the mobile communications industry worldwide. Jeanine's aim is to stimulate growth and innovation in connected IoT services, with a particular focus on the areas of health and education, as well as policy and regulation ecosystem to identify, prioritise and execute activities and communicate findings.



Alexis Arancibia – Senior Technology Policy Manager, GSMA Latin America

Alexis joined the GSMA in July 2005 and is responsible for the positions in key matters of the business. He also has been key for delivering the Vision of the Mobile Industry in the region, according to the roadmap of GSMA. Among his responsibilities are supporting and coordinating the activities of the BARG LA working group. Before joining the GSMA, Alexis built a broad experience in business/projects management and products development in multinational companies such as Ericsson, Agfa and BellSouth, with over 15 years' experience in the telecoms industry. Alexis has a degree in Electronic Engineering and an MBA from the Universidad de Chile.

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