



WASL WG MEETING

Latin
America

PANAMA CITY • 25 - 26 APR 2017

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WASL AGENDA

Wednesday 25 April

Venue: Las Américas Golden Tower Hotel

8.30 – 9.30	Registration
9.30 – 10.00	Introductions with all participants
10.00 – 11.00	Data roaming in Central America <ul style="list-style-type: none"> • Current facts and expectations onwards Central American operators TBC
11.00 – 11.30	Networking Break sponsored by Infobip
11.30 – 12.15	Next generation data roaming <ul style="list-style-type: none"> • Using analytics to segment roamers and identify upsell opportunities • Leveraging LTE roaming • LTE and Wi fi – using the best of both for lower cost and higher revenue Rajneesh Kapur, SVP Growth Markets MOBILEUM
12.15 – 13.00	The secret to bringing your customers home - Case study analysis Belize Telemedia Case <ul style="list-style-type: none"> • Does your roaming policy bar pre-pay subscribers from Roaming generally? • How much potential revenue might be recognised if they were allowed to roam? • Benefits associated with keeping your subscribers on the home network and controlling access by pre-pay subscribers Nigel Dodd, Regional Sales Director EVOLVED INTELLIGENCE Darlene Coye, Belize telemedia
13.00 – 14.30	Networking Lunch sponsored by Syniverse
14.30 – 15.00	LTE roaming experience to customers <ul style="list-style-type: none"> • Interconnect agreements • Operator case implementation Michael Van Veen, Global Sales Director IPX SAP
15.00 – 15.30	The Next Billing Evolution <ul style="list-style-type: none"> • IDS Billing solutions • Fundamentals and considerations Randall Peterson, Software and Roaming Standards Architect UNION WIRELESS



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15.30 – 16.00		Networking Break
16.00 – 16.30	eSIM Card – Opportunities for the mobile industry <ul style="list-style-type: none"> • Current situation of the SIM Card • Evolving model to embedded-SIM • Analysis of Latam reality Henry Gutierrez, Business Development Manager for LATAM (TBC)	
16.30 – 17.00	Business Cases on roaming – Part 1 <ul style="list-style-type: none"> • New services • New scenarios and opportunities Operators and vendors to present real cases	
17.00	Close of first day	

Thursday 26 April

8.30 – 9.30		Registration
9.30 – 10.30	Business Cases on roaming -- Part 2 <ul style="list-style-type: none"> • New services • New scenarios and opportunities Operators and vendors to present real cases	
10.30 – 11.00		Networking Break
11.00 – 12.15	Industry Panel on Fraud & threats for roaming <ul style="list-style-type: none"> • How to Secure Your Signalling Network From Unauthorised Access and Fraudulent Activities • The growth in fraud and privacy breaches via SS7 on 2G, 3G & 4G/LTE • Addressing the problem to insure networks from potential malicious attacks Moderator: TBC Panellists: A Nigel Dodd, Regional Sales Director EVOLVED INTELLIGENCE Fidel Aponte, VP Business Development Latam, Araxxe Osvaldo Torres Yañez, CEO TI GESTIÓN (TBC)	
12.15 – 12.40	Real Use Case - Jersey Telecom <ul style="list-style-type: none"> • Detail TBD Miguel Calvo Vervaeet, SVP International Markets Jersey Telecom	
12.40 – 13.00	Wholesale roaming billing verification – European Operators Case Study <ul style="list-style-type: none"> • Data roaming: maximizing incomes and avoiding losses • Voice: Roaming still an important revenue generator despite changes and regulation pressures Fidel Aponte, VP Business Development Latam, Araxxe	



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13.00 – 14.30

Networking Lunch sponsored by BICS

14.30 – 16.00

Industry Panel on Present and Future of A2P SMS

- A2P SMS opportunities
- Challenges in maximizing revenues
- Ecosystem reality
- Best practices

Vendors and operators TBC

16.00– 16.15

Conclusions and Closing

Chairman: Mariana Vieira Rangel Nunes mariana.rnunes@telefonica.com

Deputy Chair: Claudio Reyes creyes@antel.com.uy

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