

## Mobile operators meet innovators: How to accelerate winning partnerships

**Thursday 8<sup>th</sup> October 2015, 16.45 – 18.00**  
**Crystal Towers Hotel, Century City, Cape Town**

Mobile operators in emerging markets are uniquely placed to support the delivery of life-enhancing services to underserved communities through win-win partnerships with world class innovators. Yet to date the number of services that have reached scale has been limited. As smart-phone penetration increases, and mobile operators invest to provide improved connectivity and mobile financial services, mobile operators have the infrastructure to support game changing services and to partner with innovators to deliver new services to their customers.

In order to capitalise on this opportunity MNOs and service providers need to start speaking the same language to better engage, collaborate and partner. But what partnership models actually exist and what are the benefits and risks of partnering on new product/service development?

This breakout session will discuss this significant topic in more detail, bringing together speakers from across the region to stimulate discussion on how to accelerate win-win partnerships.

16.45 – 17.00	GSMA Welcome & Setting the Stage: Partnership models
17.00 – 18.00	<p>Panel Discussion  Moderated by: Areef Kassam, Director, GSMA M4D Utilities  Presentations (25 min) followed by Panel Discussion and Q &amp; A (35 min)</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• Omar Moeen Malik, Head of Strategy &amp; Payments, Easypaisa – Telenor Pakistan</li> <li>• Mike Quinn – CEO, Zoono</li> <li>• Kevin Schuster – Director of Growth, Voto Mobile</li> <li>• Jonas Eshun - Portfolio Manager, Vodafone Ghana</li> <li>• Eston Kimani - Co-founder and Director, Africa's Talking</li> </ul>