GSMA Latin America
Plenary Meeting
#46
PANAMA CITY 10-11 MAY 2018

Latin America
Regulatory
Working Group
GSMA

FRAUDBUSTER Qualcomm LATRO latroservices.com SIGOS

Agenda Working Group WASL
Venue: Sheraton Grand Panama

Thursday 10 May 2018	
08.00	**Registration**
09.00 - 13.00	**GSMA Latin America Plenary Meeting #46 session** WASL members participation
13.00 -14.00	**Networking Lunch**
14.00 –14.30	**Kick off WASL Sessions: Introductions with all participants**
14.30 –15.00	**RAEX IOT/Op data and IR.21 Compliance** • Introduction to RAEX applications • Benefits of using the applications • Main features and process • How to get started **Carmen Kwok,** RAEX IOT/Op data release manager GSMA
15.00 –15.30	**IPhone's assessment on roaming – Operator review** • Particularities of IPhone devices on roaming regime • Observations and evaluation **Fernando Duschitz**, Head of Strategic Management Interconnection & Roaming VIVO
15.30 -16.00	**Networking Break**
16.00 -18.00	**"Latin America Innovation & Strategy Forum session"** WASL members participation (joint meeting with TECT and LSIF Groups) • Megatrends & Review of Industry Performance and Outlook • eSIM (Consumer and enterprise) • Artificial Intelligence for Mobile Operators • The Business Case for 5G • Future Spectrum • Messaging as a Platform (RCS Maap) and Identity • Identity 2.0 capturing value through user-centric data monetization • The opportunity of IoT Security • Challenges of 5G **GSMA experts to present**

GSMA Latin America
Plenary Meeting #46
PANAMA CITY 10-11 MAY 2018

Latin America
Regulatory Working Group
GSMA

FRAUDBUSTER   Qualcomm   LATRO latroservices.com   SIGOS

Agenda Working Group WASL
Venue: Sheraton Grand Panama

Friday 11 May 2018	
08.00	**Registro**
09.00 - 09.30	**VoLTE Advance Globally** • Follow up on activities developed by GSMA **IoT Programs and developments** • Summary of global activities carried out by the Network Group Javier Sendin, **Network Group Director GSMA**
09.30 - 10.00	**VIVO Travel : Unique tariff for all services in roaming – VIVO Brasil case** • Commercial and technical implementation • Roam Like At Home Evolution model • Main challenges onwards **Fernando Duschitz**, Head of Strategic Management Interconnection & Roaming VIVO
10.00 - 10.30	**Roam Like At Home – Risks associated to Fraud** • European and African cases • Key regulations on end-user price • Scenarios for potential fraud after regulation **Katia Gonzalez**, Head of Fraud Prevention, Operations and Services, BICS
10.30 - 11.00	**Networking Break**
11.00 -11.20	**New agreements IOT – ways to roaming like at home – Andean Nations Community (CAN) Case** • Wholesale and retail implicancies • Roaming market in Andean countries **Daniel Caba,** Wholesale Responsible ENTEL Bolivia
11.20 -11.40	**Regulatory Update on Roaming** • Last Declaration from Citel Assembly in Buenos Aires • Current status of regulatory initiatives of Latam Countries **Alexis Arancibia**, Strategic Engagement Director GSMA
11.40 -12.00	**Revision of Regulatory initiatives and perspectives from operators** • Revision of the different initiatives from Governments and Regulators. • Borders roaming • Operators initiatives and situation assessment **Discussion with all attendees**
12.00 -13.00	**Networking Time** WASL members have a time slot to network

GSMA Latin America
Plenary Meeting #46
PANAMA CITY 10-11 MAY 2018

Latin America
Regulatory
Working Group
GSMA

FRAUDBUSTER   Qualcomm   LATRO latroservices.com   SIGOS

Agenda Working Group WASL
Venue: Sheraton Grand Panama

13.00 -14.00	**Networking Lunch**
14.00 –14.30	**Roaming scenarios in the way to 5G** • Parallel interconnection model • IoT roaming simplification & generalised interconnection • 5G business models **Michele Zarri**, Technical Director GSMA
14.30 –15.00	**TELNA Roaming Innovations solutions** • Partnership with Big Group • MVNE model and opportunities for Latam operators **Iván Ramos,** Roaming Manager TELECOM NORTH AMERICA
15.00 –15.30	**LTE Roll out in the Chilean market – Entel case** • Commercial and operational processes • Difficulties faced to LTE roaming • Challenges on next steps **Alan Ward,** Head of Wholesale, VAS and Roaming ENTEL Chile
15.30 -16.00	**Networking Break**
16.00 -16.30	**eSIM Card and Remote Subscription Management – Status & Opportunities for the mobile industry** • Current status of the GSMA Initiative • The consumer eSIM/SM model explained • A use case: connectivity for travelling scenario **Carlos Romero**, MKT Business Dev & Innovation Americas GEMALTO
16.30 -17.00	**Roaming Implementation Services (Operators cases)** • Expert team taking care of all the roaming agreement negotiation including setup new IRA´s, C9, CLL and more. • Inbound and outbound remote IREG testing based on SIGOS GlobalRoamer test platform • Supporting all technologies from 2G/3G, LTE, VoLTE. • Inbound and outbound TADIG Validation and completion of TAPCC and CLL. **Carlos Sanz**, Key Account Manager Northern Latam & the Caribbean SIGOS **VoLTE Testing with GlobalRoamer (Success case)** • App experience, Roaming & interconnect • QoS & QoE Testing **Ian Obando**, Technical Sales Engineer SIGOS
17.00 -17.30	**AOB, Final remarks & Close of the meeting**

Chairman: Mariana Vieira Rangel Nunes mariana.rnunes@telefonica.com
Deputy Chair: Claudio Reyes creyes@antel.com.uy
GSMA LA Coordinator: Alexis Arancibia aarancibia@gsma.com

GSMA Latin America

Plenary Meeting

#46

PANAMA CITY **10-11 MAY 2018**

Latin America
Regulatory
Working Group

GSMA

FRAUDBUSTER Qualcomm LATRO SIGOS

Agenda Working Group WASL
Venue: Sheraton Grand Panama

Speakers' BIOS

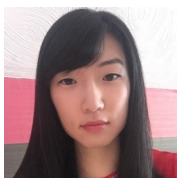**Katia Gonzalez, Head of Fraud Operations and Services, BICS**
With more than 14 years of experience in the Mobile and Wholesale Telecom industry, Katia has held different positions in the Wholesale Carrier Business that allow her to understand the various aspects of the business as well as its challenges.
Katia also chairs the i3 Forum Fraud Group, which brings together the communications expertise of more than 40 telecommunication providers, representing a combined retail base of over 1.5 billion customers across 100+ countries.

Alan Ward, Head of Wholesale Services ENTEL CHILE
Alan Ward joined Entel Chile in October 1999. With over 18 years of experience in the telecommunications industry, Alan has played multiple tasks within the scope of Wholesale services associated to Voice, Transport Capacity and Roaming. Currently he is the Head of Wholesale Roaming and Value Added Services in the company. Before Entel, he worked in ProChile as Export coordinator and Head of Finance at the Osorno Bank. Alan is Commercial Engineer, with an MBA from the Catholic University of Chile.

Carmen Kwok, Remote SIM Provisioning Architect & RAEX IOT Manager GSMA
Carmen joined the GSMA in 2014 as Technology Analyst. Then she worked in the GSMA Digital Commerce programme and is currently working on defining the eSIM Architecture, as the Remote SIM Provisioning Architect. She is also managing RAEX IOT/Op Data releases at GSM Association. Carmen studied Mobile Communications & Digital Signal Processing at Queen Mary University of London.

Agenda Working Group WASL
Venue: Sheraton Grand Panama

Carlos Sanz, Key Account Manager Northern Latam & the Caribbean SIGOS
Colombiano, ingeniero en electrónica y telecomunicaciones graduado de la Universidad del Cauca (Col). 21 años de experiencia en l industria de las telecomunicaciones cubriendo áreas como ventas, negociaciones, gerencia de proyectos e ingeniería. 15 años con Telefónica en donde dese 2012 me enfoqué en el mercado latinoamericano al unirme al equipo del Global CTO. Los últimos 3 años me he desempeñado como Key Account Manager de SIGOS GmbH para el norte de LATAM (de México a Perú) y el Caribe, desarrollando negocios en el campo de testing de QoS/QoE, roaming testing, Revenue Assurance y App testing.

Ian Ovando, Technical Sales Engineer SIGOS
With a degree in Computer Science & a MBA from UNITEC, HONDURAS he started as a DB Consultant. For 5 years he worked in the CORE & RAN Optimization Unit at TIGO HONDURAS. For the last 4 years he works as the Technical Sales Engineer for LATAM (Mexico to Peru + Caribbean region), working with more than 20 operators in QoS, QoE, Roaming, Revenue Assurance, Fraud & Application Experience projects.

Daniel Caba, Engineering Planning and Wholesale Responsible ENTEL Bolivia
Daniel is graduated from the Universidad Mayor de San Andrés in Engineering. He founded and directed Dynatel Co., company specialized in Consulting Enterprise on Integration and Design for vertical market in Bolivia. Since 2007 he is in charge of the wholesale business in Entel Bolivia.

Javier Sendin, Network Group Director GSMA
With a degree in Computer Science from the University of Deusto, Spain he started as a computer consultant. For 14 years he worked in the Technical Roaming Management Unit at Telefonica in Spain ending as area manager of International Roaming Operations and in charge of the 24x7 monitoring and troubleshooting unit. CTO in the beginning of L2O Roaming Hub Company and Chief Operating Officer for GRTU, Telefonica Group. Roaming Manager for Syniverse in Tampa (US) during a year and, since 2013, working at the GSMA as Technical Director, leading the Global Technical Group (Networks Group) and working closely with the technical activities of North America (NA NG) and LATAM (TECT).

GSMA Latin America
Plenary Meeting
#46
PANAMA CITY 10-11 MAY 2018

Latin America
GSMA Regulatory
Working Group

FRAUDBUSTER Qualcomm LATRO latroservices.com SIGOS

Agenda Working Group WASL
Venue: Sheraton Grand Panama

Carlos Romero, MKT Business Dev & Innovation Americas GEMALTO
Carlos Romero has been working in the smartcard industry for more than 12 years, in different areas from Manufacturing to Services and Marketing.
Currently in Gemalto is responsible for introduction of new products using SIM technologies for Latam Market, these includes new applications as NFC, M2M, Mobile Payment and LTE networks.

Alexis Arancibia – Strategic Engagement Director, GSMA
Alexis joined the GSMA in July 2005 and is responsible for delivering the Strategic Vision of the Mobile Industry in the region - in accordance with the GSMA roadmap - contributing to sustainable definitions for the future of the business. He also collaborates in consensus on positions on key issues.
Among his responsabilities are coordinating the activities of the Wholesale Agreements and Solutions group in Latam (WASL).
With over 20 years' experience in the telecoms industry, before joining the GSMA Alexis built a broad experience in business/projects management and products development in multinational companies such as Ericsson and BellSouth. Alexis has a degree in Electronic Engineering and an MBA from the Universidad de Chile.