

# GSMA Membership

Intelligently connecting everyone and everything to a **#BetterFuture**



The mobile industry is the first to formally commit to the UN Sustainable Development Goals

**THE GSMA**  
WAS FOUNDED IN  
**1987**

Representing the interests of



**750+**  
MOBILE  
OPERATORS



NEARLY  
**400**  
COMPANIES  
IN THE BROADER  
MOBILE ECOSYSTEM



Hosting the world's leading mobile industry events, MWC Barcelona, MWC Shanghai, MWC Los Angeles and the Mobile 360 Series attract

**230,000+**

people from across the globe



**10 bn+**  
MOBILE CONNECTIONS WORLDWIDE

The GSMA works to deliver a regulatory environment that creates value for consumers by engaging regularly with



MINISTRIES  
OF TELECOMS



TELECOMS  
REGULATORY  
AUTHORITIES



INTERNATIONAL &  
NON-GOVERNMENTAL  
ORGANISATIONS



**InfoCentre<sup>2</sup>**  
Member-only platform connects **23,000+**  
**industry experts**

**100+** TECHNICAL  
WORKING  
GROUPS

Promote industry best practice,  
harmonise operational frameworks  
and standards



The GSMA is a member-centric organisation representing the mobile industry globally. Our unique and unparalleled position facilitates and empowers our members to work towards common goals around hot topics such as 5G, RCS, IoT, roaming, security and SIM technology.

Participating and driving discussions, decisions and initiatives that are shaping the future of mobile communications help our members open doors to invaluable market insights, intelligence and new business opportunities.

With the GSMA, you can make a real difference, not just to your business, but to your industry and society.

**Gregory Geodjenian**

Senior Director, GSMA Membership



AIRBUS



BMW  
GROUP



DENSO



htc



Jibe



NEC



NOKIA

NTT  
docomo



oppo

ORACLE



Qualcomm



sky

SoftBank

SONY

stc

syniverse

Telefonica



verizon

vmware



ZTE



# Get involved in **industry programmes & advocacy initiatives**

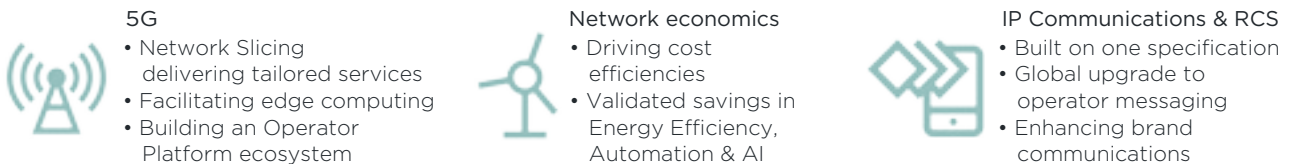
Shape, expand and drive new opportunities across the mobile industry through technical working groups, regional interest groups and specialist programmes.

# Industry programmes

Discover how the mobile industry is playing a leading role in developing Future Networks, mobilising the Internet of Things and managing Digital Identity.

## Future Networks

With the transformative capabilities of 5G and IP Communications being realised, mobile operators seeking to recognise the opportunities at hand must achieve economic optimisation of their networks. This will be accomplished via two principal approaches: deployment of innovative technologies and the development of new commercial principles. Directed by 21 leading operators the Future Networks Programme works to reduce the capital intensity required for the rollout of 5G, and to seek new ways of unlocking value from mobile networks.



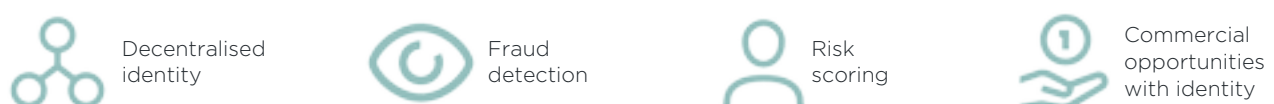
## Internet of Things

The GSMA's Internet of Things Programme is an industry initiative designed to help mobile operators accelerate the delivery of compelling and secure IoT solutions to deliver value to individuals and enterprises alike. By developing key enablers, facilitating industry collaboration and supporting network optimisation, the Internet of Things Programme is enabling consumers and businesses to harness a host of rich new services, connected by intelligent and secure mobile networks.



## Identity

Since its inception in 2014, the Identity Programme has grown into a major business with its flagship product Mobile Connect having been launched by more than 70 operators around the world, reaching over 4 million end users. It is also being used by a number of major service providers for authentication as well as other services such as fraud detection and identification. Mobile Connect is now a product mature enough for operators to continue developing and evolving without GSMA leading. The Identity programme is moving into a new phase of increased focus on Identity as a whole, understanding the role of identity as an enabler for other services and trends, such as decentralised identity, IoT, fraud detection and risk scoring; and drill into the commercial opportunities that identity presents to the operators.





# Advocacy initiatives

The GSMA tackles the world's most pressing challenges by bringing together the public and private sectors to transform lives through access to mobile innovation.

## Spectrum

The GSMA's spectrum team is working globally to advocate for timely release of harmonised spectrum to meet growing demand, improve coverage and power innovative new services.



Encourage countries to assign spectrum in a timely manner to support capacity and coverage needs of mobile networks



Advocate for harmonised mobile spectrum for next-generation networks to enhance the economies of scale



Ensure a fair, transparent and pro-investment spectrum management framework to maximise the benefits for all

### GSMA Spectrum Committees\*

Strategic Spectrum Management Group (SSMG)\*\*

Future Spectrum Group (FSG)\*\*

Spectrum Policy Working Group (SPWG)\*\*

Frequencies Operator Expert Group (FREQ)\*\*\*

## Public Policy

The GSMA policy team actively engages with policymakers and regulators, contributes to market research, and conveys the perspectives of the mobile industry across the range of issues that surround the digital economy and society.



Demonstrate thought leadership in digital policy and regulation



Develop and promote policies that accelerate the digital economy



Promote a competition framework that supports new and emerging challenges



Build trust and transparency in mobile connectivity



Help policymakers and regulators keep pace with the latest industry developments



Support connectivity for all

\* Admission to groups is subject to GSMA rules, terms and conditions.

\*\* Global.

\*\*\* European.

## External Affairs and Industry Purpose

Intelligently connecting everyone and everything to a #BetterFuture

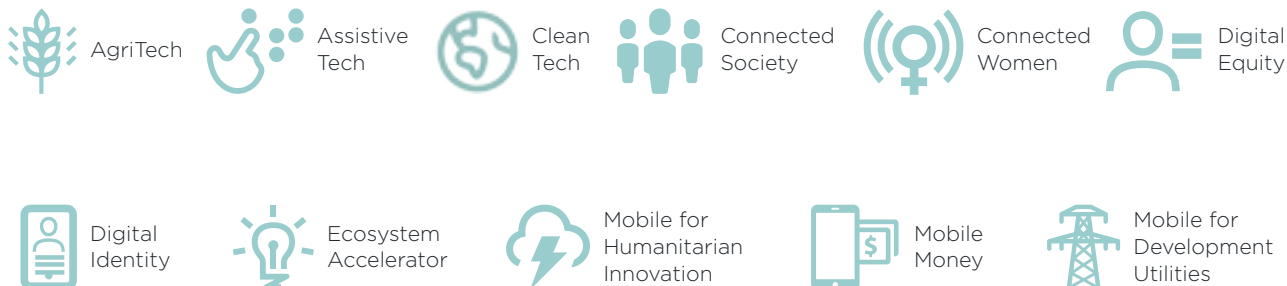
Working with industry leaders, the GSMA seeks to maximise the positive impact of the mobile industry in transforming people's lives and creating a more sustainable planet for all, in support of the UN Sustainable Development Goals (SDGs).



## Mobile for Development

Transforming millions of lives with digital technology.

GSMA Mobile for Development sits at the intersection of the mobile ecosystem and the development community, driving innovation in digital technology to reduce inequalities in our world.



## Our Members say



**“Juphoon System became a GSMA Member as China’s telecom carriers and mobile device providers increasingly look for solutions that are compliant with the GSMA RCS communications protocol.”**

**Anne Ding**

Head of Strategic Partnership  
Juphoon System Software



**“GSMA is an important part of our strategy, it provides a critical framework for the mobile communications industry, in terms of standards, technology initiatives, collaboration and co-operation.”**

**Timothy Sherwood**

Vice President, Mobility & IoT  
Tata Communications





# Create bonds through **participation & networking**

GSMA facilitated programmes, projects and working groups enable members to work together in a structured and efficient way towards a common goal. Members are encouraged to participate in a range of forums that set the frameworks and standards in respect of operational and technical matters.

# Working groups

Working groups meet periodically to gather opinions, reach consensus and approve documentation. The insight of the working group members greatly benefits the formulation of GSMA's work on many projects and adds considerable value to the entire ecosystem.

For more information visit [gsma.com/workinggroups](https://gsma.com/workinggroups)



## Fraud & Security

Stay ahead of potential fraud and security threats by implementing preventative measures



## Interoperability Data Specifications & Settlement

Benefit from flexible data exchange processes to support billing and settlement



## Internet

Identify threats and opportunities in new internet technologies



## Intellectual Property Rights

Protect your IP and play a part in defining effective regulations



## Networks

Support dependable performance of networks for interconnection and roaming



## SIM

Build consensus on SIM technology and services



## Terminal Steering

Avoid fragmentation and enhance your device, usability, security and consistency



## Wholesale Agreements & Solutions

Support development of charging models and agreement templates to ease introduction of new services



## Our Members say



**"We look forward to building a standard of our technology eUICC solution with the help of GSMA SIM Working Group."**

**Mark Shi**  
CEO  
Roam2Free



**"The benefits of participating in the Working Groups are that you can learn from others and you can gain knowledge and expertise from people all across the world.."**

**David Rogers**  
CEO  
Copper Horse

# Locations of GSMA suites

Five GSMA suites are made available worldwide to members to use for business meetings, networking and collaboration. For bookings please contact the membership team via [membership@gsma.com](mailto:membership@gsma.com)



## Our Members say



**"IDEMIA has joined the GSMA to help shape the future of the mobile industry."**

**Ea Chaillioux**

Vice President Global  
Ecosystem Engagement, Digital  
Business Unit  
*IDEMIA*



**"We joined the GSMA to share and improve the highest level technical knowledge of eSIM and telecoms."**

**Ming Jiang**

CTO  
*Redtea Mobile*



**"GSMA is defining the path to innovations together with the industry. We are happy to contribute with our expertise and be integral part of defining the future in IoT."**

**Norbert Muhrer**

Senior Vice President  
*Quectel*



**"GSMA is very good in sharing technology and knowledge in the telecom industry."**

**Dalin Liu**

CEO  
*Zhejiang Qipeng Network  
Technology*



# Gain exclusive **access to key tools**

GSMA Members are provided with an ever-evolving range of tools, resources and guidance to ensure their organisation and the industry continues to grow.

# Key tools

Retrieve 1,000+ technical specifications, whitepapers and all permanent reference documents in our Official Documents library. Join our community of 23,000+ industry players, and reach out to them directly through our Contacts database, as well as accessing the GSMA Calendar and viewing our meetings and events in one place.



InfoCentre<sup>2</sup>



Newsletters



GSMA  
Whitepapers



Webinars



GSMA  
Black List

**GSMA<sup>®</sup>**  
**Intelligence**



Advance  
Training  
Discount



Device Database  
& Device Map  
Discount



TAC Allocation  
Discount



TAP Testing  
Toolkit  
Discount

## InfoCentre<sup>2</sup>

Our members-only portal, InfoCentre<sup>2</sup>, is the only place to participate in our technical working groups, and together, we drive and set the technical standardisation for the industry.



Join a global community  
of 23,000+ industry  
experts



Collaborate, network,  
search & share  
intelligence with your  
peers



Access resources that will  
help you influence & grow  
your business within the  
mobile ecosystem



### Our Members say



**“Being a member of this big family, we’ve built a lot of relationships and networks with operators and technical solution providers.”**

**Godfrey Chen**  
CBO  
*Joy Telecom*



**“Orange joined the GSMA to build a future with peers. Sharing visions and joining forces is key to deliver useful innovation that drives progress for all.”**

**Mari-Noëlle Jégo-Laveissière**  
Deputy CEO of the Group, Chief  
Technology and Innovation  
Officer  
*Orange*





# Take advantage of **events & marketing opportunities**

Promote your business at the GSMA's world-class industry events; benefit from exclusive invitations and discounts to attend.



# Global events

The GSMA hosts the world's leading mobile industry events, MWC Barcelona, MWC Shanghai, MWC Los Angeles and the Mobile 360 Series attract 230,000+ people from across the globe.

GSMA Members receive exclusive discounts to MWC events; including delegate passes, exhibition space and standard meeting rooms.



Regional Focus • Global Impact



# Marketing opportunities

GSMA Membership gives you the platform to enhance the profile of your business and promote your brand on the world stage.



Company listing & contact access on the GSMA web-based directory



Discounted rates for advertising in selected GSMA publications



Profiles of success stories



Use of the GSMA logo



# Become a **GSMA** Member

Together, we work on a set of common goals, increase efficiency in multiple aspects of your business, foster new opportunities for growth, and allow numerous benefits to flow through the industry to the consumer. To start your organisation's membership application, please contact us on **[membership@gsma.com](mailto:membership@gsma.com)**

# Meet the team



**Yvette Smith**  
Membership Coordinator  
*Operator Members*



**Gregory Geodjenian**  
Senior Director  
*Membership*



**Lucy Marshall**  
Membership Manager  
*EMEA*



**Abel Sinna**  
Membership Manager  
*EMEA*



**Harry Kai Wang**  
Membership Manager  
*Asia*



**Amanda Flower**  
Membership Manager  
*Americas*



**Barney Stinton**  
Senior Membership  
Manager



**Maria Smith**  
Membership Manager  
*Operator Members*





# Member types

## Operator

Open to licensed mobile network operators using a GSM family technology (GSM, 3G (UMTS/WCDMA), HSPA, LTE, LTE-Advanced).

## Associate

Open to companies in the broader mobile ecosystem, including handset and device makers, software companies, equipment providers and Internet companies. Organisations that are interested in using mobile connectivity to create new, enhanced or more efficient services in a diverse range of companies and industry sectors such as financial services, healthcare, media, transport and utilities are also welcomed as Associate Members.

## Rapporteur

Open to non-GSM licensed operators moving to LTE/HSPA, or those planning to roam on GSM networks. Rapporteur Membership is also open to affiliates of Operator Members, who are Machine to Machine (M2M) operators. As of Wednesday, 1 April 2020, Mobile Virtual Network Operators are eligible to join the GSMA.



# Benefits summary

## Participation & networking

GSMA facilitated programmes, projects and working groups enable members to work together in a structured and efficient way towards a common goal. GSMA Members are encouraged to participate in a range of forums.

Working groups

Regional interest groups

Industry focused projects

Seminars and training

Use of GSMA Members suites

## Access to key tools

GSMA Members are provided with an ever-evolving range of tools, resources and guidance to ensure their organisation and the industry continues to grow.

InfoCentre<sup>2</sup>

Access to GSMA Blacklist

Access to GSMA Network Settings Exchange

30% discount on GSMA Device Database

10% discount on TAC allocation fees

Access to standard global roaming agreement templates

Access to RAEX

Access to security algorithms

White label coverage maps

GSMA white papers

Access to TAP Testing Toolkit software licence

Newsletters

Webinars

GSMA Intelligence at a discounted rate



## **Global events**

The world's leading mobile industry events, MWC Barcelona, MWC Los Angeles, MWC Shanghai and the Mobile 360 Series of conferences, together attract over 200,000+ people from across the globe annually.

30% discount on delegate passes to all MWC events

3% discount on MWC Barcelona exhibition space and standard meeting rooms

Preferential rates for Mobile 360 Series

CEO invitation to attend the Ministerial Programme held during MWC Barcelona

Invitation to exclusive membership events during MWC

## **Marketing opportunities**

GSMA Membership gives you the platform to enhance the profile of your business and promote your brand on the world stage.

Company listing and contact access on the GSMA's web-based directory

Discounted rates for advertising in selected GSMA publications

Profiles of success stories

Publication of your organisation's press releases and white papers

Use of the GSMA Member logo



# Get in touch



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## GSMA Membership Enquiries

Please contact **[membership@gsma.com](mailto:membership@gsma.com)**

## General GSMA Information

For all non-media enquiries, please email **[info@gsma.com](mailto:info@gsma.com)**



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The GSMA represents the interests of mobile operators worldwide, uniting more than 750 operators with nearly 400 companies in the broader mobile ecosystem, including handset and device makers, software companies, equipment providers and internet companies, as well as organisations in adjacent industry sectors. The GSMA also produces the industry-leading MWC events held annually in Barcelona, Los Angeles and Shanghai, as well as the Mobile 360 Series of regional conferences.

For more information, please visit the GSMA corporate website at **[www.gsma.com](http://www.gsma.com)**

Follow the GSMA on Twitter: **@GSMA**



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