# GSMA
# MEMBERSHIP

# CONTENTS

# OUR
# MISSION

Today's societal, economic and environmental challenges have never been more complex, and the mobile industry is crucial to solutions that bring about true change.

We believe, the GSMA has a role to play in creating a thriving society that is affordable, accessible and reliable for everyone.

GSMA

# OUR **VISION**

To unlock the full power
of connectivity so that people,
industry and society thrive.

_____

# WE'RE THE

# GSMA

We're a member-led organisation, unifying the end-to-end connectivity ecosystem.

From mobile operators to the development sector – we work with more than 1000 companies.
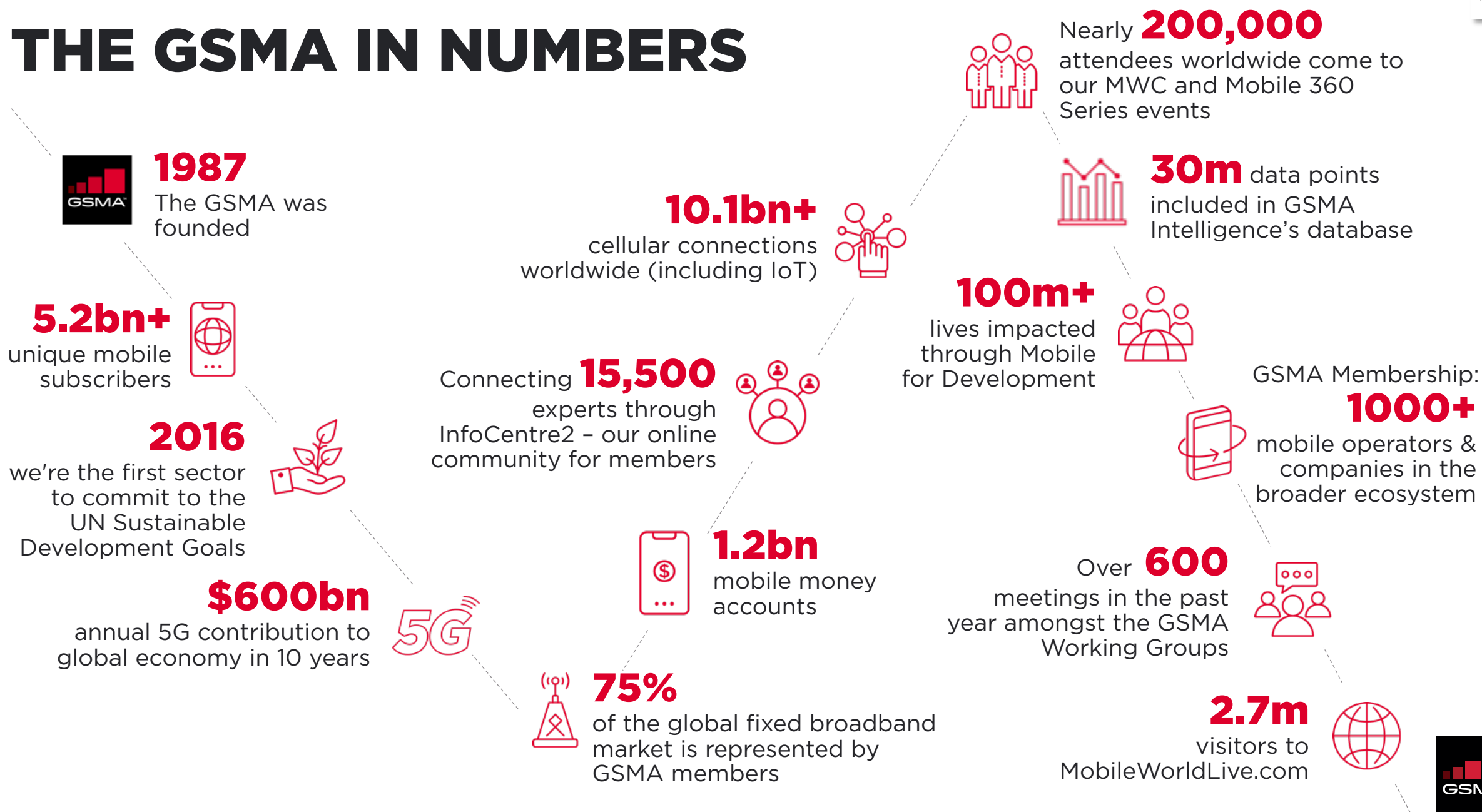
GSMA™

# OUR **VALUE PROPOSITION**

The GSMA unites the mobile industry around a common agenda to unleash innovation to create a positive business environment and to produce real societal change on a global scale.

# THE GSMA IN NUMBERS

**1987**
The GSMA was founded

**5.2bn+**
unique mobile subscribers

**2016**
we're the first sector to commit to the UN Sustainable Development Goals

**$600bn**
annual 5G contribution to global economy in 10 years

**10.1bn+**
cellular connections worldwide (including IoT)

Connecting **15,500**
experts through InfoCentre2 – our online community for members

**1.2bn**
mobile money accounts

**75%**
of the global fixed broadband market is represented by GSMA members

Nearly **200,000**
attendees worldwide come to our MWC and Mobile 360 Series events

**30m** data points included in GSMA Intelligence's database

**100m+**
lives impacted through Mobile for Development

GSMA Membership:
**1000+**
mobile operators & companies in the broader ecosystem

Over **600**
meetings in the past year amongst the GSMA Working Groups

**2.7m**
visitors to MobileWorldLive.com

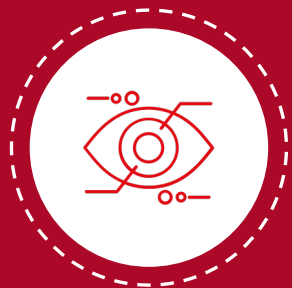# WE CONVENE THE INDUSTRY, CHAMPION ITS VALUE AND UNIFY ITS ECOSYSTEM

## Creating a common agenda

We unify the global mobile ecosystem, representing mobile operators and organisations across the mobile and adjacent industries

## Leading industry innovation

Our technical Working Groups bring together industry leaders and policymakers to innovate and action ideas that will have a positive global impact

## Ensuring representation

We work with governments, UN Agencies, NGOs and international organisations to amplify the industry's viewpoints

## Convening the connectivity ecosystem

Our MWC Barcelona, Shanghai and Las Vegas events are the epicenter of innovation

## Engaging the industry

We develop tightly-knit communities at our GSMA forums, seminars and facilitated meetings called working groups

## Standardising solutions

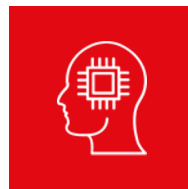We turn ideas into solutions, with frameworks and standards in commercial, operational and technical matters

GSMA

# WE FOCUS ON PLATFORMS AND PROJECTS THAT ARE ESSENTIAL TO ACCELERATE TECHNOLOGY AND A BETTER WORLD

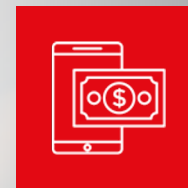| | | | | | |
|---|---|---|---|---|---|
| 5G | External Affairs | Artificial Intelligence | Live Media & TV Online | Ministerial Programme | Strategy |
| Roaming | Policy & Regulatory | Mobile for Development | Networks | Mobile Money | Live & Virtual Events |
| IoT | SIM Technology | RCS | Data Intelligence | Security | Identity |

GSMA

# THE GSMA BOARD HAS 26 MEMBERS,
## REPRESENTING THE LARGEST OPERATOR GROUPS AND INDEPENDENTS WITH GLOBAL REACH

**José María Álvarez-Pallete,**
Chairman & CEO, Telefónica.
GSMA Board Chair

**Rima Qureshi,**
Executive Vice President
& Chief Strategy Officer
GSMA Board Deputy Chair

**Susan Johnson,**
Executive Vice President,
Global Connections & Supply Chain

**Izzaddin Idris,**
Group CEO

**Gopal Vittal,**
CEO

**Gao Tongqing,**
Executive Vice President,

**Liu Guiqing,**
Executive Vice President

**Mai Yanzhou,**
Senior Vice President

**Dominique Leroy,**
Board Member for Europe

**Christian Salbaing,**
Deputy Chairman, Europe

**Mats Granryd,**
Director General

**Mathew Oommen,**
President & Member
of the Board of Directors

**Ahmed Essam,**
Chief Commercial Operations
& Strategy Officer

**Hyeonmo Ku,**
President & CEO

**Jens Schulte-Bockum,**
Group Chief Operating Officer

**Vyacheslav Nikolaev,**
President & CEO

**Motoyuki Ii,**
President & CEO

**Yuen Kuan Moon,**
Group CEO

**Olayan Alwetaid,**
Group CEO

**Sigve Brekke,**
President & CEO

**Andrew Penn,**
Group CEO

**Pietro Labriola,**
CEO & General Manager

**Michaël Trabbia,**
Chief Technology and
Innovation Officer

**Kaan Terzioğlu,**
Group Co-CEO

**Varlos M. Jarque,**
Executive Director America
Movil; International Relations
and Government and
Corporate Affairs

**Makoto Takahashi,**
CEO

# GSMA

Membership offers unparalleled access to the latest industry data, best practices, decision-makers and communities

## Connect with over
## 15,500 GSMA
## member contacts

GSMA members fuel their businesses by the connections, documentation, resources and industry expertise accessed through GSMA's secure online platform - InfoCentre2.

### Participate in global decision making

Through the GSMA Working Groups, members can work together with peers to address industry priorities, to promote industry perspectives, collaborate & harmonise – and engineer the future of connectivity and services.

### Access to key decision makers in the connectivity industry

GSMA Membership gives you the platform to enhance the profile of your business and promote your brand on the world stage, connect through GSMA communities, working groups or events, as well as promotion through the online member directory, profiles of success stories and white papers, plus invites to exclusive events at MWC.

### Accelerate Innovation

Shape the next generation of mobile through initiatives such as GSMA Foundry, an initiative to help the ecosystem accelerate the delivery of new connected devices and services – or access the latest industry data through GSMA Intelligence.

# WELCOME TO
# GSMA MEMBERSHIP

## Operator Members

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

- MNOs using a GSM family technology
- Satellite Operator
- Aircraft Operator
- Maritime Operator
- Telecommunications Administrative/ Regulatory bodies...

## Industry Members

Open to companies in the broader mobile ecosystem, including equipment vendors, device manufacturers and software companies (as well as organisations using mobile connectivity to create better services).

- Handset and device makers
- Software companies
- Equipment providers
- Internet companies...

## Rapporteur Members

Open to non-GSM licensed operators moving to LTE/HSPA, or those planning to roam on GSM networks – plus Mobile Virtual Network Operators.

- Non-GSM Licensed Operators
- Fixed Wireless/Wireless Local Loop (FW/WLL) Operators
- M2M Operators
- Virtual Mobile Network Operators (MVNO)
- Wholesale Network Operators...

## Sector Members

Sector specific industry engagement bridging the gap between the mobile and key adjacent ecosystems in areas such as Financial Services, Manufacturing, Aviation, Gaming, Automotive and Tower & Fibre Infrastructure.

- Financial Services
- Automotive
- Aviation
- Manufacturing
- VoIP
- Tower & Fibre
- Gaming...

GSMA

# GSMA - WORKING GROUPS AND SECURITY
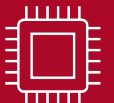
## 8 PERMANENT WORKING GROUPS

- INTERNET
- IPR
- INTEROPERABILITY DATA SPECIFICATIONS & SETTLEMENT
- NET WORKS
- SIM/eSIM
- WHOLESALE AGREEMENTS & SOLUTIONS
- TERMINAL STEERING
- FRAUD SECURITY

## CONNECTING OVER 15,500 EXPERTS

5,758 ACTIVE WORKING GROUP PARTICIPANTS

105 TASKFORCES & SUBGROUPS

### SINCE LAST BOARD MEETING

320 MEETINGS

T-ISAC MEMBERS

## SUPPORTING OVER 750 OPERATORS

500+ ESSENTIAL SPECIFICATIONS

- INTEROPERABILITY
- ROAMING
- INTERCONNECT

IMPACTING OVER 10% REVENUE

BENEFITTING EVERY SUBSCRIBER GLOBALLY

GSMA

**Fraud & security**
We push the security agenda in the industry to stay ahead of fraud and security threats, define preventative measures and provide support tools and processes

**Networks**
We create specifications, guidelines frameworks and systems to support operation of networks for interconnection and roaming

**Intellectual property rights**
We work to protect IP and play a part in defining effective regulations

**SIM**
We define eSIM specifications for the whole industry and general consensus on SIM technology and services

**Internet**
We identify changes in internet technologies and their application to Communications networks

**Terminal steering**
We avoid fragmentation and enhance devices, usability, security and consistency

# GSMA
## Working Groups

Working towards common goals, the GSMA Working Groups engineer the future of technology

**Interoperability data specifications & settlement**
We design flexible data exchange processes to support clearing, billing and settlement

**Wholesale agreements & solutions**
We develop charging models and agreement templates to ease the introduction of new services

GSMA

## Manufacturing, Aviation Financial Services, Automotive

These vertical focused groups bridge the gap between mobile and key vertical sectors, for example, the 5G IoT for Manufacturing Forum has grown to 29 organisations and delivered 5 reports including 5G IoT Private & Dedicated Networks and Operational Networks for Comparison of 5G and Wi-Fi

## Open Networks

Taskforce of all members was set up to investigate the impact of open interfaces and standards on Mobile Infrastructure supply chain

## IoT

GSMA Internet of Things is an initiative to help operators add value and accelerate the delivery of new connected devices and services in the IoT

## Identity & Data

Sharing knowledge and best practices on Identity and Data services, with a focus on commercial solutions from the mobile industry for third parties. Strengthening collaboration across the ecosystem, from MNOs through technology vendors to identity resellers and CPaaS players.

## Telco Edge Cloud

Operator Platform and Telco Edge Cloud, Multi-Operator MEC initiative and 5G Cloud Mobile Edge Computing (MEC)

# GSMA
## Communities

# eSIM | eSIM WORKING GROUP

**Group members** 500+
**Plenary attendance** 60+

Manages the delivery and approval of all GSMA eSIM specifications including Consumer, IoT and M2M variants.

## KEY INDUSTRY BENEFIT

Through seven sub-groups, the GSMA eSIM Group covers the full eSIM lifecycle from initial specification through testing and compliance to operational services.

## LATEST FOCUS | N E W

- Consumer eSIM version 3
- eSIM for constrained IoT devices
- eUICC Security Assurance
- End-to-end lifecycle for all eSIM products and services

## eSIM SERVICES

eSIM Discovery Server | eUICC Identifier (EID) Issuance | eUICC Security Assurance | eUICC / Operator Profile Interoperability Events

## NOTES

eSIM work split across 7 subgroups covering Requirements, Technical Solution, Testing, Compliance, Security Assurance, Interop Tests and IoT.

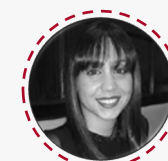## LEADERSHIP

### Chair



Sergio Cozzolino
**Telecom Italia**

### Deputy Chair



Denis Praca
**Thales**

### Technical Directors



Gloria Trujillo
**GSMA**



Yolanda Sanz
**GSMA**



Carmen Kwok
**GSMA**

### Coordinator



Eli Winters
**GSMA**

# FASG | FRAUD AND SECURITY GROUP

**Group members** 1400+
**Plenary attendance** 150+

Push the security agenda in the industry to stay ahead of fraud and security threats, define preventative measures and provide support tools and processes.

## KEY INDUSTRY BENEFIT

Build and maintain trust in mobile networks and technologies. Information sharing on latest fraud & security risks and mitigation to reduce compromises, losses and protects brands.

## LATEST FOCUS | N E W

- Fraud - intelligence sharing, roaming fraud management
- Network Interconnect Security (2G-5G) – SS7, Diameter, SIP, Signaling, Key Management, PKI
- Device Security – Theft, Hardening, Malware, Certification
- Security Architecture – Threats and Controls, Threat Intelligence

## FASG SERVICES

Intelligence Sharing (T-ISAC) | Coordinated Vulnerability Disclosure | IMEI Security testing | Stolen handset data sharing

## NOTES

FASG sub-groups address operational and standardisation activities in Fraud and Security.

## LEADERSHIP

### Chair

David Rogers
**Copper Horse Limited**

### Deputy Chair

Andy Mayo
**Vodafone**

### GSMA Head Of Security

James Moran
**GSMA**

### Director

David Maxwell
**GSMA**

### Coordinator

Karola Rajoo
**GSMA**

# IDS | INTEROPERABILITY DATA SPECIFICATIONS AND SETTLEMENT

**Group members** 1000+
**Plenary attendance** 50+

Provide standards for electronic roaming information exchange to support wholesale billing, fraud prevention, invoicing & settlement, network configuration and commercial agreement.

## KEY INDUSTRY BENEFIT

IDS standards maximise cash flows for roaming so the operators can pay each other timely.

## LATEST FOCUS | N E W

- Billing and Charging Evolution launch
- Billing and Charging Evolution Test Toolkit
- Electronic Invoicing Data Implementation for BCE and TAP
- Alias TADIG Code and MCC/MNC mapping in TS.25 Database

## IDS SERVICES

TADIG Code Allocation | GSMA Standardised Exchange Rate Tool | BID / Escalation Lists

## NOTES

Work within IDS is split between two major sub-groups: Billing and Charging Evolution (BCE) and Maintenance Charging and Settlement (MCS).

## LEADERSHIP

### Chair

Pascal Dejardin
**Orange**

### Deputy Chair

Elira Klosi
**Vodafone**

### Director

Carmen Kwok
**GSMA**

### Coordinator

Karola Rajoo
**GSMA**

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# IG | INTERNET GROUP

**Group members** 300+
**Plenary attendance** 28+

Identify threats and opportunities for mobile operators by analysing and assessing new technologies in the internet and web space.

## KEY INDUSTRY BENEFIT

Coordinate industry wide action for pushing forward common telco agenda in the Internet world, unlock new tech opportunities and mitigate common threats.

## LATEST FOCUS | N E W

- Study of Quantum Computing Networks and Technologies
- Blockchain Co-ordinated Effort
- DNS Encryption guidelines for MNOs
- Engagement with IETF and W3C on QUIC MASQUE, DNS Encryption, WebRTC and DLT

## NOTES

Internet Group publishes whitepapers and assessments of internet technology. Through subgroups, it is also responsible for GSMA's activities in Identity Federation and Blockchain fabrics.

Each activity within Internet Group is led by appropriate volunteers from members of the group.

## LEADERSHIP

### Chair

Chris Seal
**CK Hutchison**

### Director

Yolanda Sanz
**GSMA**

# IPR | INTELLECTUAL PROPERTY RIGHTS WORKING GROUP
## PLENARY ATTENDANCE 10+

Promote IP regulations that assist in growing the mobile industry and discourage abusive IP practises.



## KEY INDUSTRY BENEFIT

Deal with any Intellectual Property challenges threatening the use of mobile technology and compromise the provision of mobile operator services.



## LATEST FOCUS | N E W

- Intellectual Property Rights Regulations AA.32
- Joint GSMA IPR Strategy
- New publication "A History of Mobile Network Operators and Essential Telecommunication Technology"



## IPR SERVICES

Patent Search Service | Proposed one-stop arbitration | New public facing IPR website

## LEADERSHIP

### Chair



Heinz Polsterer
**T-Mobile Austria**

### Director



Michael Loch
**GSMA**

## NOTES

Currently (2021) all activity on IPR is being undertaken in the Open Networking IPR project.

# NG | NETWORKS GROUP

**Group members** 700+
**Plenary attendance** 120+

Provide technical support for operators addressing, testing and performance aspects of interconnection and roaming between operators.

## KEY INDUSTRY BENEFIT

Ensuring Inter-Operability between the various Industry participants to the benefit of End Users

## LATEST FOCUS | N E W

- 5G Task Force for all 5G related specifications - 5G Roaming Guidelines, UNI on 5G, VoWiFI over a 5G Network and Network Slicing, 5G interoperator signalling
- Emergency Calling
- RCS
- Open Infrastructure

## NG SERVICES

RAEX IR.21/IR.85 | ASN Allocation | Root DNS for GRX/IPX

## NOTES

Network Groups works through subgroups focussing on Roaming, RCS, 5G, Open Infrastructure.

## LEADERSHIP

### Chair

Sandra Ondrusova
**Hutchison 3G UK Limited**

### Deputy Chair

Walter Zielinski
**Huawei**

### Director

Javier Sendin
**GSMA**

### Coordinator

Karola Rajoo
**GSMA**

GSMA

# TSG | TERMINAL STEERING GROUP

**Group members** 300+
**Plenary attendance** 30+

Manage terminal activities within GSMA and beyond to avoid fragmentation and enhance services, usability, security and consistency

## KEY INDUSTRY BENEFIT

Align terminal capability related recommendations, testing and information to ensure consistent functionality across all devices.

## LATEST FOCUS | N E W

- TS.48 Generic eUICC Test Profile for Device Testing
- TS.37 Requirements for Devices with Multiple SIM
- TS.43 VoWiFi and VoLTE Entitlement Configuration.
- TS.47 AI Mobile Device Requirements Specification

## TSG SERVICES

HD Voice Logo | TS.25 Database | TAC Allocation Process

## NOTES

TSG has 21 subgroups covering a wide range of terminal topics including RCS client specifications, field trial testing, antenna performance, artificial intelligence, eco ratings and more.

## LEADERSHIP

### Chair

Kay Fritz
**Vodafone**

### Deputy Chair

Jian Jun Wu
**Samsung Electronics Co Ltd**

### Director

Paul Gosden
**GSMA**

# WAS | WHOLESALE AGREEMENTS AND SOLUTIONS

**Group members** 2500+
**Plenary attendance** 1000+

To develop Agreement Templates, Charging Models & Principles that support the commercial aspects of Inter-operability.

## KEY INDUSTRY BENEFIT

Ensuring Inter-Operability between the various Industry participants to the benefit of End Users

## LATEST FOCUS | N E W

- VoLTE Roaming promotion
- MIoT implementations
- Support of 5G Stand Alone & Network Slicing
- Support for future Billing and Charging Processes

## WAS SERVICES

RAEX IOT/Op Data Tool | Bi-annual WAS Networking & Information Sharing Events

## NOTES

Work within WAS is split between the Agreements (WAGREE) and Solutions (WSOLU) sub-groups.

## LEADERSHIP

Chair

Kathleen Leach
**T-Mobile**

Deputy Chairs

Stephen Breen
**Verizon**

Luc Lamoureux
**Reliance Jio**

WAGREE Chair

Anthony Pizzuto
**Vodafone Ltd**

WSOLU Chair

Marjolein Medendorp
**Telefónica**

Director

Julia Gullstrand
**GSMA**

Coordinator

Emma Wood
**GSMA**

GSMA

# Other Groups

As the work in GSMA expands across more of the Telecoms ecosystem, impacting more and varied types of companies, the number and scope of our working groups is increasing.

The following are more recent additions to GSMA's  Working Groups. These are a mixture of long-term permanent groups and also transient groups focussed on delivering single products and technologies.

## Industry Specification Approving Group (ISAG)

- Oversees all GSMA's activities in establishment of industry standards. Comprises a balanced mixture of Operator and Non-operator industry representatives managing process and work of GSMA's standard developing groups.

## Automotive Identity

- Manages the issues of using cellular subscriptions in cars, thus enabling users to make and receive calls within the car using existing subscriptions and obtain data connectivity using their existing data bundle

## IoT SAFE

- IoT SAFE – Leveraging a hardware secure element, or 'Root of Trust', to establish end-to-end, chip-to-cloud security for IoT products and services

## Operator Platform

- Creates the architecture and technical requirements to guide other Standard Developing Organizations (SDOs) to develop specifications for a federated Mobile Edge for the whole industry

## Secure Applications for Mobile

- Defining the capability to permit third-party download and execution of applications on the eUICCs and UICCs independently of operator telecom profiles

## Security Assurance

- Supplier security assurance schemes - e.g. eSA (eUICCs), SAS (SIM provisioning and management sites), NESAS (Network Equipment products and manufacturer processes)

# TECHNOLOGY THEMES THAT DEFINE THE
# 5G ERA

## Networks
Shaping the next generation of mobile networks. Enabled by open networking, and supporting flexible, accessible operator edge services.

## Internet of Things
Scaling mobile technologies and processes for the whole cellular IoT market and increasing adoption in key customer markets.

## Fraud & Security
Analysing threats to all stakeholders in the mobile ecosystem and empowering them to protect it.

## Identity & Data
Bringing operators and partners together to enhance data services and protect against fraud.

## PRIORITY TECHNOLOGIES FOR THE 5G ERA

## Energy Efficiency
Powering networks of the future whilst minimising energy use, maximising efficiency and promoting the use of renewable energy.

## Internet
Realising the opportunity and impact of new web technologies for the mobile industry.

## Roaming & Interconnect
Ensuring best practice operator roaming, billing and settlement for both legacy & future services.

## Artificial Intelligence
Maximise responsible use of AI & machine learning across all aspects of the mobile ecosystem & society.

GSMA

# WE CREATE END-TO-END VALUE IN VERTICAL INDUSTRIES

We collaborate with experts from the most innovative companies in the ecosystem, creating opportunities for brands in Automotive, Finance, Manufacturing, Aviation and more.

## VoIP

The GSMA and VoIP organisations are building strength as a community, understanding first hand the emerging trends, opportunities and challenges across the mobile landscape and helping to drive the future of voice communications.

## Financial Services

Together with the Financial Services community, the GSMA is addressing key strategic issues, unlocking value, improving security and delivering in areas such as security, eSIM, network slicing, car payments, blockchain...

## Manufacturing

GSMA's 5G IoT for Manufacturing Forum brings together mobile operators, ecosystem partners, as well as manufacturing & production companies to accelerate the adoption of fit-for-purpose connectivity for Industry 4.0

• GAMING • AUTOMOTIVE • HEALTHCARE • FINANCIAL SERVICES • ENERGY & UTILITIES • EDUCATION • AGRICULTURE • TRANSPORT & LOGISTICS •

GSMA

# Let's **shape** the **future** *together*

**GSMA FOUNDRY**

The GSMA Foundry is the go-to place for cross-industry collaboration and business development, where GSMA members and industry players come together to rapidly develop real-world solutions to industry challenges, nurture new ideas through initial commercial trials and scale proven solutions at a regional and global level to forge our digital future.

The Foundry utilises the global power and reach of the GSMA to convene, engage and unify the end-to-end connectivity ecosystem.

Focus on fixed term tangible projects with resource commitments from partners.

# MWC21 SERIES
## SHANGHAI, LA, BARCELONA IN NUMBERS

**MWC™** GSMA Shanghai·上海

**MWC™** GSMA Barcelona

**MWC™** GSMA Los Angeles

in **MOBILE WORLD LIVE TV**

**1,123,000** IMPRESSIONS

**MWL TV, LINKEDIN AND ONLINE PLATFORMS**

**53,145,000** SOCIAL IMPRESSIONS

**435** HOURS OF CONTENT

**58%** DIRECTOR LEVEL AND ABOVE

**1,420** EXHIBITORS

**1,321** SPEAKERS

**49,690** IN PERSON EVENT ATTENDEES

# DATA, RESOURCES AND TOOLS TO HELP YOUR BUSINESS THRIVE

## Device Information Services

Unique TAC* datasets that help optimise networks and service delivery.

**GSMA Device Database**
Original source for device identification and validation.

**GSMA Device Map**
Vital device intelligence for network and marketing planning.

**GSMA TAC Allocation**
We allocate the TAC that is used to identify all connected device models.

## eSIM Services

Advancing the growth of eSIMs, with services that facilitate global adoption.

**GSMA eSIM Discovery**
A seamless method of activating new eSIMs on the right network.

**GSMA eUICC Identity Scheme**
Allocation of eUICC identification numbers for manufacturers.

**GSMA eUICC Security Assurance**
Instilling confidence that eUICC chipsets have reached rigorous industry security standards.

## Fraud and Security Services

Essential tools to help reduce costly traffic fraud and mobile device crime.

**GSMA Fraud Intelligence Service**
Enables smart analysis and fast sharing of roaming and interconnect fraud.

**GSMA Device Check™**
Instantly look up whether a device has been reported lost, stolen or fraudulently obtained.

**GSMA Device Registry**
Flag a device's status to protect business and people against mobile device crime.

## Network and Interconnect Services

Helping devices, the internet and networks interconnect optimally in the 4G and 5G era.

**GSMA Interoperability Testing**
Tests to demonstrate a network, roaming networks or devices are VoLTE capable.

**GSMA Network Settings Exchange**
Making sure your device network services are reliable.

**GSMA PathFinder™**
Route important messages from businesses to their customers

**GSMA Root DNS**
Ensures network services work seamlessly when roaming.

## GSMA Roaming Services

Next generation wholesale roaming, with blockchain technology. Processes are now faster, transparent, and 5G-ready.

**GSMA eBusiness Network**
A multi-party blockchain telco network, enabling more efficient and cost-effective inter-operator business.

**GSMA Node**
A managed all-in-one toolkit for the GSMA eBusiness Network. Includes API access and hosting.

**GSMA Settlement**
Streamlined clearing and settlement process, for reduced disputes and speedier wholesale roaming billing.

* Type Allocation Code

https://www.gsma.com/services/

# OUR ADVOCACY WORK
# IS CENTERED AROUND

**External Affairs & Industry Purpose**
Intelligently connecting everyone and everything to a #BetterFuture

**Climate Action**
Climate change is one of the greatest threat humanity has ever faced and the mobile industry has a big part to play in fighting this global crisis.

**Regulatory Modernisation**
Setting the right rules to advance the digital economy

**Spectrum**
Securing the foundation for the future of mobile

**Mobile for Development**
Transforming lives through mobile innovation

GSMA

# CLIMATE ACTION PROGRAMME

## ACTION AREAS

**ENERGY EFFICIENCY**

**RENEWABLE ELECTRICITY**

**SUPPLY CHAIN & CUSTOMERS**

**ENABLING TECHNOLOGIES**

## STAKEHOLDER ENGAGEMENT

Target setting and maintaining leadership

Policy & advocacy – updated Climate policy, Green New Deal response

Convening the industry – Climate Taskforce, September Seminars, MWC

- Climate Action Taskforce – more than **40 operator** members globally

- Collaborate to move the mobile industry to Net Zero carbon emissions by 2050

- More than half the industry has climate targets aligned to the Paris Agreement



GSMA

# REGULATORY
# MODERNISATION

**Monitor Developments**
In the law and in policy discourse

**Promote & Partner**
Through events and engagements

**Look to the Future**
By considering the implications of emerging technologies for consumers and society

**Educate & Influence**
By spreading understanding and insights

GSMA

# SPECTRUM

Ensure mobile operators have timely and affordable access to appropriate spectrum. Building the foundation for the future of mobile and working towards:

Identify mobile spectrum for future data demand

Assign identified spectrum through fairness and transparency

Maximise the 5G opportunity to unleash the next wave of innovation

# CASE
# **STUDIES**

# WE ARCHITECT
# CONNECTED SKIES

The GSMA is actively working with the telecoms and aviation industries to maximise the use and capabilities of UAS (drones), develop new use cases and help create an open and trusted regulatory environment. One example of this is our work with search and rescue.

Drones are in a unique position. With an airborne, compact, and nimble nature, they can access many locations, which would otherwise be difficult and costly to reach. As a result, they are ideally suited to perform object recognition tasks which can be connected to search, rescue and recovery missions.

LMT (Latvian Mobile Telephone) is working in collaboration with Riga Technical University to develop AI solutions that provide fast and reliable information from the site to the search, rescue and recovery teams.

With the help of several sensors, drones are able to efficiently collect a large amount of data, process it quickly with the help of edge computing on the mobile network and deliver the information to the rescue service.

# WE'RE DRIVING
# **CONNECTED VEHICLES**

More than 500 million connected cars will be on the road by 2025 (Ericsson, 2019), making the connected vehicle market one of the highest growth areas in the IoT.

More importantly, the connected vehicle market will have the biggest impact on the safety and wellbeing of citizens. By 2025, connected cars could save 11,000 lives and lead to 260,000 fewer accidents every year, while avoiding 400,000 tonnes of $CO_2$ emissions and saving 280 million hours of driving.

The GSMA is working with mobile operators, automotive OEMs and suppliers, industry associations and regulatory bodies to accelerate the growth of the connected vehicle market by agreeing a common approach to security, regulatory and infrastructure solutions. Only a standardised and collaborative approach of the industry can unlock the full potential of this market.

GSMA

# WE SAFEGUARD
## SECURITY

As the threats targeting the mobile ecosystem increase, the GSMA continues to enhance the security support offered to its membership. That's why we analyse the industry's threat landscape and provide information that enables our member's ability to protect the mobile ecosystem.

The GSMA Security Team supports the Fraud and Security Group (FASG). We work collaboratively with this group of experts on Fraud and Security topics.

Further to our work with the FASG, we have broadened our presence within industry through best practice publications, as well as providing security operations services for our membership. We work with a wide variety of stakeholders to deliver our services, these include:

- Academia
- Industry bodies
- Standards Development Organisations (SDO)
- Security practitioners
- Security researchers
- Senior security representatives

GSMA

# WE'RE ACCELERATING
# O-RAN WITH 5G ALLIANCE

Mobile operators are re-evaluating the way that their networks are deployed. New virtualised architectures with open interfaces can drive cost efficiencies and allow operators to accelerate the deployment of 5G networks. Also, open interfaces can help diversify and reinvigorate the supply chain promoting competition and innovation – for example, by building and operating a RAN based on mix-and-match components from different vendors.

The GSMA and the O-RAN ALLIANCE have joined forces to accelerate the adoption of Open Radio Access Network products and solutions that take advantage of new open virtualised architectures, software and hardware. The organisations will work together to harmonise the open networking ecosystem and agree on an industry roadmap for network solutions, thereby making access networks as open and flexible as possible for new market entrants.

GSMA

# WE BRING
# CLOUDS CLOSER

With the support of the GSMA, leading operators; China Unicom, Deutsche Telekom, EE, KDDI, Orange, Singtel, SKTelecom, Telefonica and TIM, have joined forces to develop an interoperable platform to make edge compute capabilities widely and easily available. The platform will make local operator assets and capabilities, such as latency, compute and storage, available to application developers and software vendors – enabling them to fulfil the needs of enterprise clients.

Operators have agreed to work together to develop an Edge Compute architectural framework and reference platform. And the GSMA has launched an Operator Platform Project to support this exciting operator initiative. Initially, the platform will be deployed across multiple markets in Europe and progressively extended to other operators and geographies to achieve global reach.

GSMA

# WE WORK WITH INSPIRING ORGANISATIONS ON A GLOBAL SCALE

World Bank, WEF, GSMA and ITU all mobilised in the fight against COVID-19.

Finance and ICT ministers, ICT regulators and telecom and technology CEOs discussed an accelerated action plan to better leverage digital technologies and infrastructure during the COVID-19 pandemic.

GSMA

# **GSMA** MEMBERSHIP BENEFITS

## Industry action & influencing

- Only as a GSMA member can you access and partake in the GSMA working groups – the cornerstone of mobile technology evolution
- Collaboration and harmonisation to influence mobile industry standardisation and solution development

## Knowledge share & documentation

- Access to GSMA's secure extranet & 15,500 contact database
- Opportunity to publish relevant documentation on GSMA website and through GSMA channels

## Networking & community

- Virtual and in-person forums, meetings and dedicated networking at GSMA events
- Discounts on MWC event space & passes

## Marketing & promotion

- White papers, case studies, success stories & press releases published on the GSMA website, alongside member listing
- Promotion on social media and use of GSMA membership logos
- Webinars & virtual showcases

## GSMA services

- Access to and preferential rates across many of GSMA's services, including GSMAi, RAEX and Telecommunication Information Sharing and Analysis Center (T-ISAC)

# GSMA MEMBERSHIP BENEFITS

| GSMA Services | Operator Member | Industry Member | Rapporteur Member (MVNOs) | Sector Member |
|---|---|---|---|---|
| GSMA Device Registry | ✓ | | | |
| GSMA Device Database | 30% Discount | | | |
| GSMA Device Map | 10% Discount | 10% Discount | 10% Discount | |
| GSMA Network Settings Exchange | | | ✓ | |
| TAC allocation | | 10% Discount | | |
| Roaming Agreement EXchange (RAEX) | ✓ | | ✓ | |
| Standard global roaming agreements | ✓ | | ✓ | |
| TAP Testing Toolkit software licence | ✓ | 50% Discount | 50% Discount | |
| Telecommunication Information Sharing and Analysis Center (T-ISAC) | ✓ | ✓ | ✓ | |
| GSMA Intelligence | Discount | Discount | Discount | |
| GSER - GSMA Standardised Exchange Rate Tool | ✓ | ✓ | ✓ | |
| GSMA Advance Training | 20% Discount | 20% Discount | 20% Discount | |
| Security Accreditation Scheme | Discount | Discount | Discount | |
| High Risk Numbers | ✓ | | ✓ | |

| Participation & Networking<br>GSMA facilitated 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. | Operator Member | Industry Member | Rapporteur Member (MVNOs) | Sector Member |
|---|---|---|---|---|
| Working Groups | ✓ | ✓ | ✓ | Observation* |
| Regional Groups | ✓ | ✓ | ✓ | |
| Industry Focused Projects | ✓ | ✓ | ✓ | 1 Activity |
| Seminars & Training | ✓ | ✓ | ✓ | |
| Use of GSMA Member Suites | ✓ | ✓ | ✓ | |
| GSMA Foundry | ✓ | ✓ | ✓ | 1 Activity |
| **Marketing Opportunities**<br>GSMA Membership gives you the platform to enhance the profile of your business and promote your brand on the world stage. | | | | |
| Company listing on the GSMA web-based directory | ✓ | ✓ | ✓ | ✓ |
| Discounted rates for advertising in selected GSMA publications | ✓ | ✓ | ✓ | ✓ |
| Profiles of success stories | ✓ | ✓ | ✓ | ✓ |
| Publication of your press releases, white papers and case studies | ✓ | ✓ | ✓ | ✓ |
| Use of the GSMA Member logo | ✓ | ✓ | ✓ | ✓ |
| Discounts at MWC events; 30% discount on delegate passes<br>3% discount on MWC Barcelona exhibition space and standard meeting rooms | ✓ | ✓ | ✓ | |

*Where relevant and at the discretion of Working Group Directors

# GSMA MEMBERSHIP BENEFITS SUMMARY

## Working Groups

- Work towards common goals
- Collaborate with members
- Influence mobile industry standards
- Contribution lead
- Forums for discussion and sharing

## Projects & Advocacy Initiatives

- Participate in Projects
- Spectrum and Public Policy
- Mobile for Development
- External Affairs and Industry Purpose

## InfoCentre[2]

- Members-only portal
- Join and participate in groups
- Access to resources and PRDs
- RAEX and key tools

## Resources & Training

- Newsletters
- Webinars
- Discounts on GSMA Advanced Training

## Discounts on Services

- GSMA Device Database
- GSMA Intelligence
- TAC allocation fees
- Security Accreditation Scheme

## Events & Networking

- 30% discount on delegate passes
- 3% discount on MWC Barcelona exhibition space and standard meeting rooms
- Invitation to exclusive Membership Events and Industry events

## Regional Support

- Our Regional Teams support with key topics and regional industry objectives
- Members can participate in regional initiatives and groups

## Marketing Opportunities

- Case Studies and press releases published on the GSMA website
- Company listing on the GSMA website
- Testimonials / Success Stories
- Bespoke Social Media

# MEET YOUR **MEMBERSHIP MANAGER**



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