

**GSMA™**

# Specialist roaming courses




**Developed by industry  
experts. Designed for you.**

The GSMA now provides a range of technical and commercial courses, delivered jointly with specially selected training providers, through GSMA Advance, to enhance careers and teach new skills.

Learn more at [www.gsmaadvance.com](http://www.gsmaadvance.com)



## See our upcoming roaming courses, delivered in partnership with Roamingwise

Course name	Inter Operator Tariff (IOT) Discount Negotiation	Introduction to Roaming	VoLTE Roaming
Where + when	In-person Amsterdam: 15-16 May 2024	Virtual MS Teams: 28-29 May 2024	Virtual MS Teams: 9-10 July 2024
What is included?	<ul style="list-style-type: none"> <li>• Understand roaming profit and loss models</li> <li>• Compare wholesale and retail pricing</li> <li>• Turn traffic data to your advantage</li> <li>• Explore IOT discount models</li> <li>• Be ready to engage in complex negotiations in a confident manner</li> </ul>	<ul style="list-style-type: none"> <li>• Introduction to international roaming</li> <li>• Direct roaming relationship vs a roaming hub</li> <li>• How best to calculate costs and margins</li> <li>• Explore VoLTE roaming</li> <li>• Mitigate the risks of roaming fraud</li> </ul>	<ul style="list-style-type: none"> <li>• Examine VoLTE network architecture</li> <li>• Know how to amend roaming agreements and RAEX documents</li> <li>• Understand VoLTE roaming in TAP</li> <li>• Unpack recent wholesale and retail model changes</li> <li>• Learn about SIP, IMS and IREG call flow test cases</li> </ul>
How will you benefit?	<p>You will be equipped to confidently engage in complex inter operator tariff (IOT) negotiations.</p> 	<p>Hear how to establish an effective business relationship with roaming partners, whilst also mitigating roaming fraud risks.</p> 	<p>Covers commercial and technical aspects, for roaming managers and testers.</p> 



Please note, as a **GSMA member**, your company can receive a **20% discount** on GSMA Advance courses.