

Understanding MVNOS

Covers both technical & business aspects of the MVNO ecosystem

Overview

This course focuses on enhancing your understanding of the MVNO business and covers an introduction to the technical and service aspects as well as explaining all the terminology & classifications associated with MVNOS.

You will be able to

- Understand the differences between different classifications of MVNOS
- Understand the roles of the different business entities in the MVNO ecosystem
- Explain the pros and cons of each scenario
- Understand the basic connection life cycle in a mobile network
- Explain interaction with the HLR/HSS and SIM
- Understand how billing is processed & reconciled between the MVNO and MNO
- Describe the service model for the MVNO business

Who can benefit

Technical managers, consultants, engineers and communications professionals who need to be able to understand the role and operation of an MVNO.

Pre requisite knowledge

Participants should have a basic appreciation of the mobile communications industry.

Outline

The MVNO Business Model

- What is an MVNO?
- How does it benefit a mobile operator?
- Breaking down the business between the mobile operator & MVNO
- Licencing & regulatory requirements
- Opportunities & threats

Overview of Mobile Technology

- The 3GPP mobile framework: from GSM to 4G/LTE
- End to end network architecture: from device to service
- Subscriber management: the SIM, HLR/HSS and VLR
- Basic connection life cycle
- The role of the Internet Protocol (IP)
- Voice & data support
- Connecting to external services
- Roaming architecture
- Security architecture

MVNO Terminology & Types

- Defining different MVNO types
- The MNO
- Skinny, thick and thin MVNOS
- The MVNE
- Pros and cons of different MVNO models

MVNO Interconnect & Billing

- Interconnection points between MNO and MVNO
- Interoperability & interworking
- Network management
- How charging & billing is done
- Postpaid, prepaid & policy control
- Billing flow between MNO and MVNO

MVNO Services & Service Models

- Customer segments
- Service segmentation
- Traditional voice & SMS
- Data services
- Funding from advertising
- Example service scenarios
- Example MVNO deployments

DURATION 2 days

MAXIMUM CLASS SIZE 12