



MOBILEUM
Roaming Business Advisor
Wholesale



Business Challenges

Monitor
roaming
business
effectively



Increase
roaming
profitability



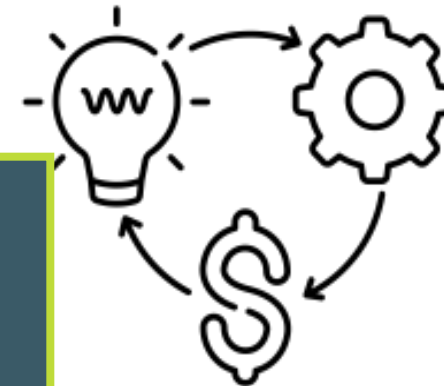
How to
adapt to
market
changes and
regulation



How to
negotiate
profitable
wholesale
deals



How to
monetize
roaming
insights





Operator benefits?

Manage
roaming from a
single
dashboard



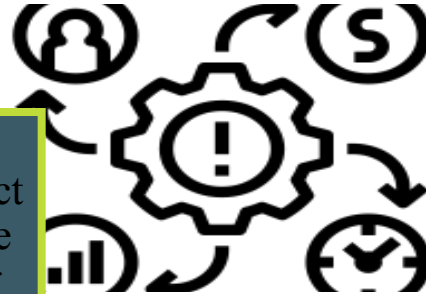
Discover and
Increase
profitability of
roamer
segments



a. Manage
wholesale deals
and commitments
profitably



Analyze impact
of a wholesale
deal on other
agreements



Monetize
Insights





Our Solution: Roaming Business Advisor

Analytics enabled product suite to enable retail and wholesale analytics

Retail roaming plans cannot be “reasonable” if wholesale costs are “unreasonable”

Retail Business Advisor

Wholesale Business Advisor



Our Solution : Roaming Business Advisor

Data Sources

Usage

Signaling

CRM and
Billing

Wholesale
Contracts

Roaming Business Advisor

Retail
Insights

Retail
Analytics

Wholesale
Insights

Wholesale
Analytics

Insights and
recommendation

Use Cases

Revenue Insights

Usage Insights

Segmentation

First and Next best
offers

Deal Tracking

Country/Network
dashboard

Budgeting

Deal modeling

Customer Insights

Travel corridors
and variations

Customer Contexts

Travel Prediction

Revenue/Cost
Insight

Wholesale Trends

Deal Forecasting

Settlement



Business Challenges specific to Wholesale Roaming



Agreement Tracking

- Many agreements need to be signed and coordinated every month
- All operator data is stored in excel/word increasing the risk of mistakes

Deal Building, Simulation and Forecasting

- Manual calculation for trend analysis and profitability estimation per each deal
- Analyze Impact of deal on country and other Group/ Individual MNO
- Steering decisions without data driven intelligence

Settlement

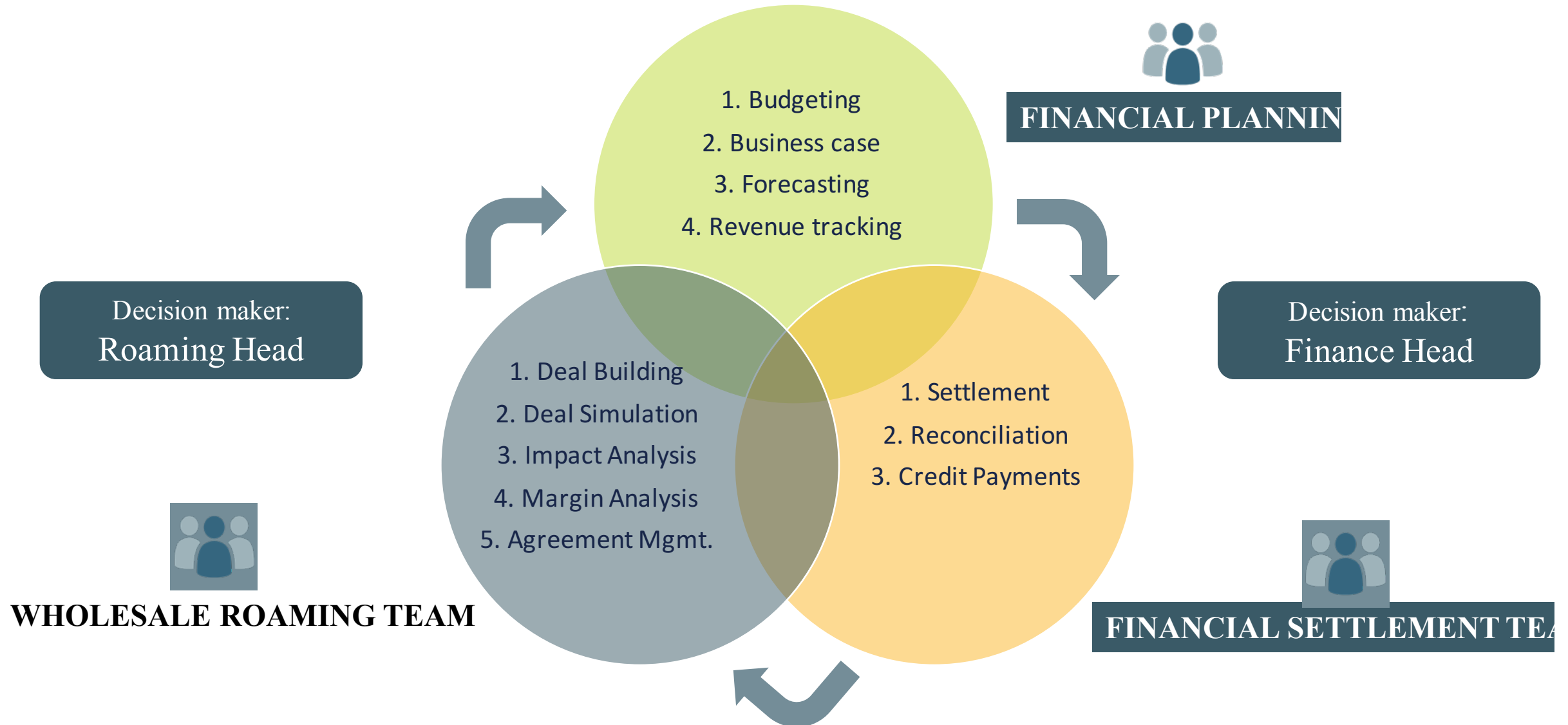
- Manual processes for settlement and dispute identification
- Difficult to accurately forecast accrual every month

Budgeting

- Manual preparation of Budget reports and forecasts may result in error
- Consolidating Budgets across multiple stakeholders reports / Repeated efforts



What Wholesale Roaming Stakeholders need?





Wholesale Analytics



Budgeting

- Create and manage roaming budget
- Monitor performance against forecast



Deal Building

- Create deal scenario through intuitive Builder
- Forecast traffic to use in deal simulation



Simulation

- Compare deal scenario
- View deal recommendation
- Measure impact of deal on other Operator and Groups



Tracking

- Track performance of all agreements and take action
- Monitor traffic steering to optimize margin



Settlement

- Generate monthly accrual report
- Download templated settlement report



Step 1: Budgeting



- View system generated Budget forecast for next year based on ongoing IOT rates and traffic forecast
- Adjust the discount rates for one of more Operator/ Groups based on expected IOT for the year
- Recalibrate the traffic for Operator or Group if expected traffic is know and not as per system generated forecast
- Additional cost like Interconnect, IPX/ GRX, IT, infrastructure cost can be added to budget to calculate Net Income



Step 2: Deal Builder

Progress: General Details (active), Deal Details, Deal Values

General Details

Agreement Name: Start Date: End Date:

Agreement Owner

☒ Individual ☐ Group

Country: Operator:

Agreement Partner

☒ Individual ☐ Group [Create Group](#)

Country: Operator:

Auto Renew

☒ Yes No. of years:

Agreement Type

☐ Regular ☐ Enterprise ☐ M2M

☒ Spot

[CONTINUE](#)

- Option to create Individual and Group deals
- Support for M2M, QCI, Enterprise agreements

Progress: General Details, Deal Details (active), Deal Values

Deal Details

Inbound **Outbound**

Scheme Type: Call Type:

Exclude Satellite/Premium: ☐ Blend Voice: ☐

Choose Schemes for service type ☒ Same for all

MO	MT	Data	SMS
Increment unit 1	Increment unit 1	Increment unit 1	Increment unit 1
Rae unit 1	Rae unit 1	Rae unit 1	Rae unit 1

Commitment ☒ Add commitment

☐ None ☒ Group ☐ Volume

MO: MT: Data:

[BACK](#) [CONTINUE](#)

- Flexibility to create complex deals using a combination of KPI.
- Intuitive selection criteria.

Progress: General Details, Deal Details, Deal Values (active)

Deal values

Inbound **Outbound**

Revenue Commitment:

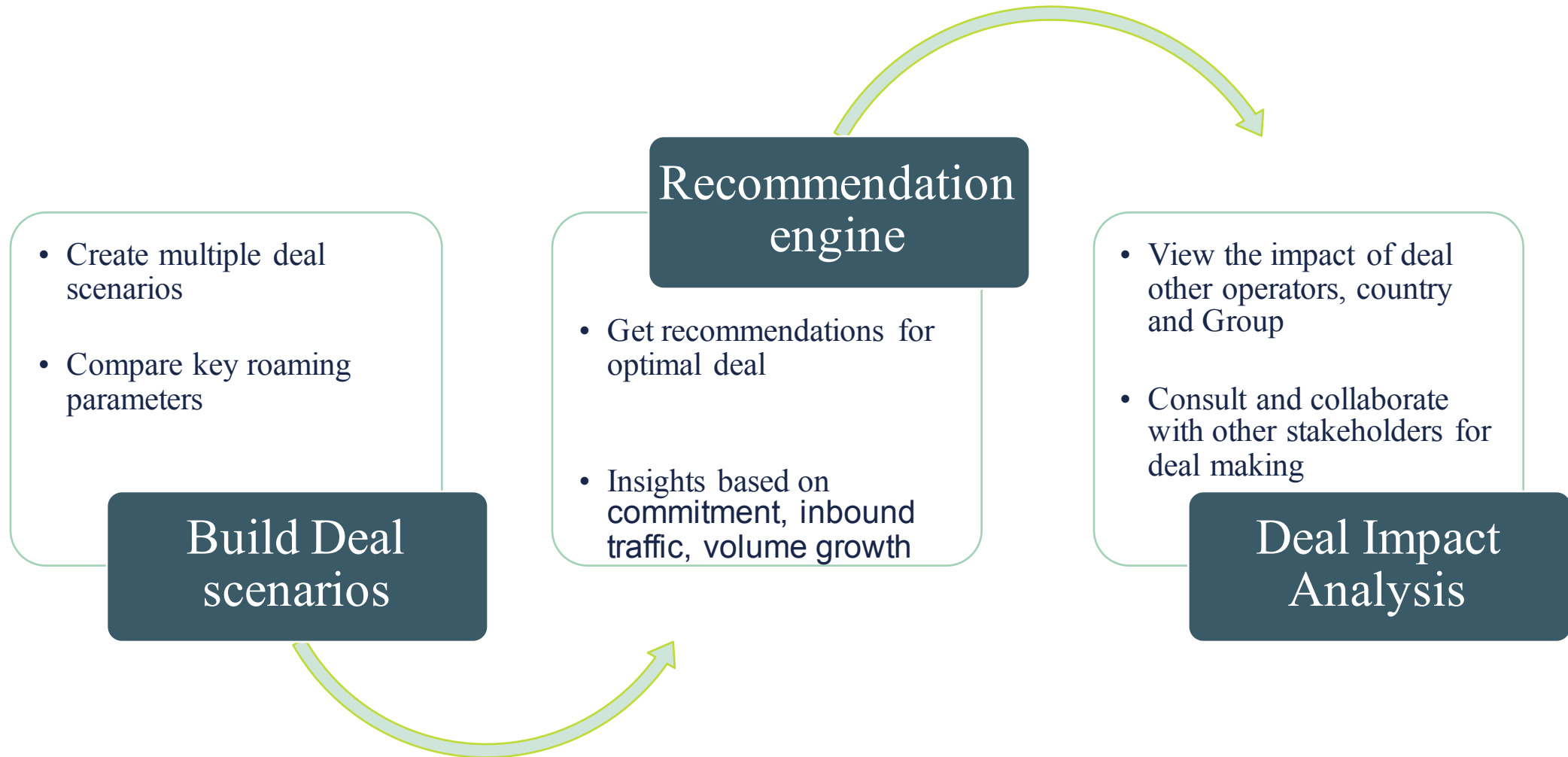
Start Range	End Range	MO	MT	SMS	DATA
0	150,000	0	0.60	0.5	0.4
151,000	500,000	0.4	0	0.5	0.2
500,000		0.3	0	0.5	0.1

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- Simplistic order entry format to enter pre-templated deal structure



Step 3: Deal Simulation



Building different deal scenarios and selecting the most optimized model for improved wholesale margin



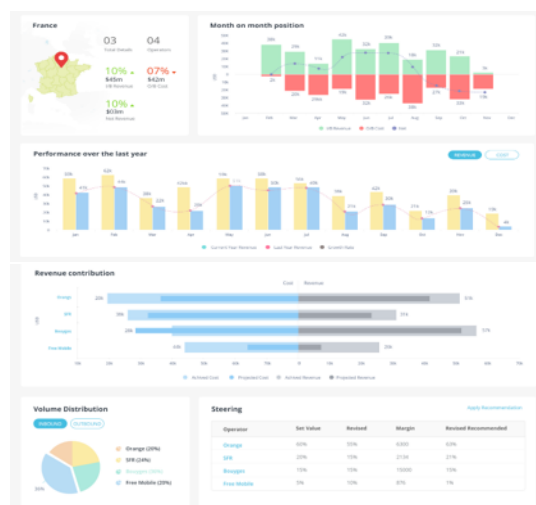
Step 4: Agreement Tracking



GLOBAL DASHBOARD



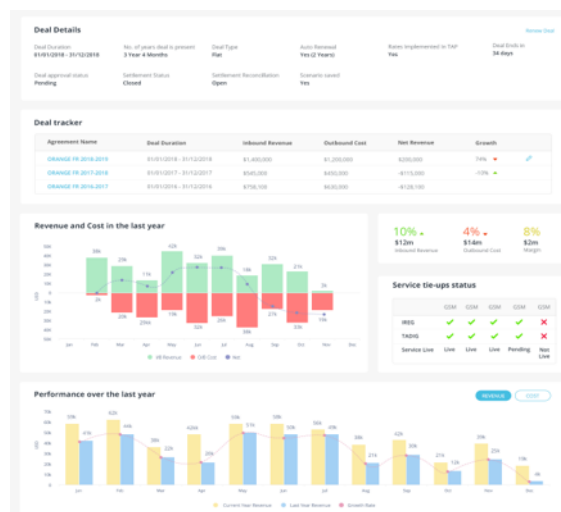
- Global heat map showing the performance of all country and partners
- Track performance of top roaming partner with respect to budget



COUNTRY DASHBOARD



- Manage avg. cost and margin targets
- Monitor commitment based on steering values



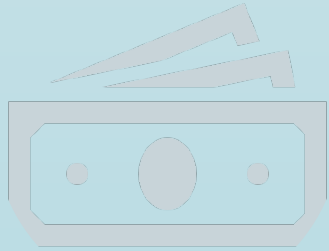
NETWORK DASHBOARD



- Capture weekly and monthly deviation in traffic/ revenue
- Forecast traffic and evaluate the impact of change on the budget

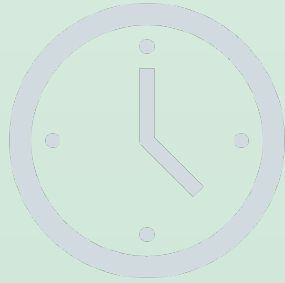


Step 5: Settlement



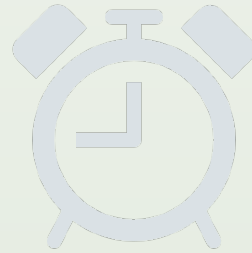
Settlement reconciliation

End of year settlement with roaming partner



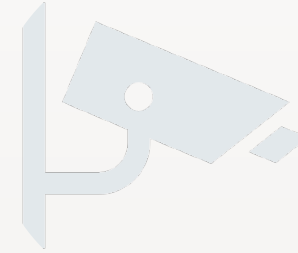
Monthly accrual forecasting

Monthly allocation of provision for roaming budget



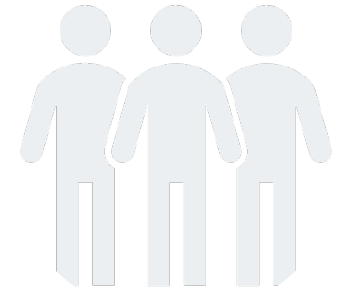
Settlement tracking & alerts

Alarms to avoid penalty for delayed payments



Invoice Audit

Reconciliation with credit/ debit invoice



Opcos level reporting for Group operators

End to end tracking the status of discount settlement of roaming partners



Acts as Insights Engine to Steering

Steer Subscribers based on Wholesale Insights

TAP

WHOLESALE
ENGINE

T2

NTR-
Zone/CoS

Network A

Network B

CoS – % Traffic

T1

T2

30

50

70

50



MOBILEUM
THANK YOU