MKG-125 - Management of International Telecom Traffic & Roaming

Description

A 5-day training course in which participants will learn to approach international traffic & roaming as businesses, exploring ways to improve revenues and reduce associated costs.

Objectives

- Learn to approach international traffic management & roaming as business opportunities and negotiate more advantageous agreements
- Be able to use a business case approach to improve revenues and reduce costs associated with international traffic management & roaming
- Develop international traffic analysis skills to help identify opportunities for increased profits
- Obtain a practical understanding of potential strategies and tactics to be used on a short- and long-term basis to increase profits

Topics*Note: the course structure may be subject to change as trainings are updated on a regular basis.

International traffic management

- Key concepts
- International interconnection
- Roles and responsibilities
- Managing interconnection
- Interconnection vs. wholesale services

Commercial arrangements for international traffic management

- Pricing
- Transit
- Hubbing/refile
- Sender Keeps All (SKA)
- Return traffic
- Complex deals
- Roaming

International traffic settlement

- Methods of settling
- Issues
- Revenue assurance and fraud

Alternative routings for international traffic

- Least Cost Routing (LCR)
- Hubbing/refile
- IP interconnection

Traffic analysis

Roaming

- Overview of roaming and types of roaming traffic
- Roaming agreements
- Steering of roaming traffic
- Commercial issues in roaming

Management of interconnection and roaming agreements

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Operator's objectives
- Project evaluation
- Project analysis: business case
- Development of proposal/counter-proposal
- Negotiations and signing of agreement
- Implementation
- Monitoring

Practical guide for negotiating international agreements

- Current situation analysis
- Development of scenarios
- Development of proposal and best strategy
- Negotiations
- Agreement
- Implementation and follow-up

Target audience

- Telecommunications managers and personnel responsible for international traffic, roaming, commercial arrangements and settlements
- Managers looking to complement their skill-set by gaining a good understanding of the fundamental and basic concepts of the international telecommunications business

Methodology

Our training courses combine expert presentations, workshops, case studies and discussions on real-life situations faced by participants. Complete training material is provided to all participants for future reference and follow-up action plans.

Location

Our public training courses are held at regular intervals in selected cities around the world. Upon request, our expert trainers can lead private training courses at the location of your choice or using a virtual classroom (distance training using a web-conferencing platform). For more information, or if interested in a private session, please contact us at training@neotelis.com.

About Neotelis

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 100 countries around the world.