

“MVNO in a box”

The telecom market in general is usually busy with many product launches.

A newcomer needs to have the agility to bring new products fast to the market. But also to keep its flexibility to switch his niche market.

An MVNO needs to be early enough on that right telecom subscribers niche market if he wants to win that market.

Starting a full(hard) MVNO can be a challenging process because:

- Discover a profitable niche market for telecom subscribers.
- Starts with a large CAPEX, even though it continues with a smaller OPEX.
- The risk to invest effort and marketing in the wrong niche market.
- Lack of experience in the telecom field



MVNO in a box can help you overcome all those barriers by:

- The niche market is a battlefield between many players. MVNO in a box allows you to test different niche markets and speed up the time to market.
 - ◆ Using "MVNO in a box" to check how profitable a niche market is before diving into a full MVNO.
 - ◆ MVNO business has to avoid burning money for market research and customer surveys. At the same time, they still get the necessary market knowledge.
 - ◆ This way you have the opportunity to be ahead of the competition while serving the niche market.

- You don't need to deploy a full MVNO network and use your initial budget on a market that may not work for you.
 - ◆ You can prototype the business on a small scale market. Also, you see exactly how that works with low investment.
 - ◆ Even though a full MVNO has smaller operating expenses, you still need to invest in the Core Network. This means high CAPEX and may not convert. MVNO in a box is the solution to prototype your business. You deploy a small network with low implementation costs to get the best of the business's potential.

- Reduce the risk of investing effort and marketing into the wrong niche market. You can change the niche market if the prototyping results require it
 - ◆ You don't need to use your initial budget on deploying a network and advertise a business that may not work for you.
 - ◆ You are not limited by the first niche you choose to test. If the results don't match your expectations you can order another batch of SIMs. This way you can rebrand yourself in another niche or even in another country.

- Avoid mistakes caused by the lack of technical experience in the telecom field
 - ◆ Entering this business process requires technical knowledge and background. You need a complete understanding of the network architecture. Add the authentication process, voice/data sessions, or communication protocols.
 - ◆ MVNO in a box means a small factor Core Network and a Roaming Agreement. The agreement is made with Monty Mobile and allows you to run your business easily. You have full control over the services you provide to your customers.
 - ◆ The configuration of your network is done by professionals with years of experience.

“MVNO in a box” business applications :

- You can use MVNO in a box to limit data services to a certain destination.
 - ◆ This means you can give free internet to your streaming platform. This way you register more income by selling advertising on that platform. People will enjoy your streaming service and you will make money by playing ads.

- Use this product to build a billing system for your MVNO. The system is integrated into your other telecom business. You can talk about ISP or Fixed Wireless networks.
 - ◆ Develop your own MVNO billing to be in line with other businesses. MVNO in a box allows you to get access over JSON to all the billing information like a full/hard MVNO.

- ◆ After the integration is done you will have the freedom to upgrade to a full core MVNO network. This way you can get your own roaming agreements with local MNOs.

YateBTS references

- *We are very pleased with all your products, they work as expected, and at a fraction of the cost of the "biggest" in the sector. If there is any incompatibility with other providers, SS7Ware are capable, in a few hours, to create a patch and fix it. The support is very professional, and always find solutions to the challenges. We wish to be your clients for many and many years.*
 - Josep Olivet
 - CEO & CTO, Altecom - MVNO Spain
- *With Yate platform delivered by the Romanian technology vendor Null Team, we were able to set up Full MVNO interconnection with the MNO partner in an extremely short period of time. The solution covered new technology platform configuration (voice - GMSC and data - Yate UCN platform) and commissioning work as well as integration work with MNO partner. Due to the closed O&M contract, we have been able to work remotely and effectively. Null Team has a team of skilled professionals with a high level of technical expertise.*
 - Michal Klimeš
 - ICT PMO, Nordic Telecom - MNO Czech Republic
- *Yate has been a central and important partner to Wavely for the last 12 months and has proven to be very competent both technically and businesswise. They have shown a strong ability both to understand our business and to technically support it.*
 - Gustav Piper
 - Client Director Mobile IoT, Wavely - Global IoT MVNO

Technical specification

“MVNO in a box” components:

- ❑ **MiniCore**
 - ❑ a full core network in a tiny box to be installed in your datacenter
 - ❑ 300 pre-written SIMs which can be branded with your company logo
 - ❑ MiniCore comes pre-installed to interconnect with the Roaming Hub
 - ❑ Billing platform
 - ❑ provided by Monty Mobile through a web portal which gives you access to your customers information.

MiniCore components:

- ❑ YateUCN (MSC/VLR, GMSC, gsmSCF, MME/SGW/ SGSN, PGW/GGSN, IMS CSCF)
- ❑ YateHLR/HSS (AuC, HLR, HSS, Subscriber management)
- ❑ YateSMSC (SMS store-and-forward, routing, home routed SMS)
- ❑ YateSTP (routing of SS7 messages by Point Code or Global Title)
- ❑ YateDRA (routing of Diameter messages by host, realm, application)
- ❑ YateMMI (Web management interface)

How do I get it?

Order it now at: sales@ss7ware.com

* By purchasing this product, you will also enter into a contract with Monty Mobile.

** This contract will allow your subscribers access to Monty Mobile roaming agreements, therefore access to mobile service. You will pay monthly roaming fees for the sessions registered through Monty Mobile platform.

*** We strongly recommend to decide initially what would be the service you want to provide to your subscribers, in terms of SMS, voice and data since the roaming fees can be significant.