



# EVENT BROCHURE

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5-7 November, 2025  
Meliá Villaitana  
Alicante, Spain

Organiser

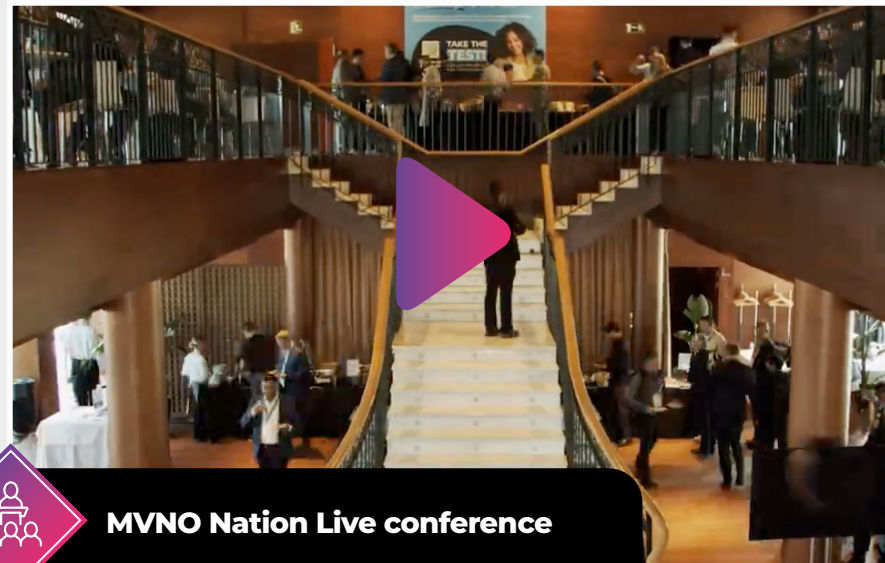


# ABOUT



**MVNO Nation Live was born with the simple mission to connect MVNOs with the partners they need to flourish.**

Our mission is simple: to bring the MVNO community together, spark great conversations, and help ideas turn into partnerships that move the industry forward. Each year, 450+ CEOs and senior decision-makers from top MVNOs, leading operators, and innovative solution providers join us. That's what makes this event so special - it's where the community connects, collaborates, and creates what's next.



**450+**

Total Attendees



**300+**

MVNO & Operator Attendees



**89%**

of attendees play a role in the decision-making process

# AGENDA AT A GLANCE

Day 1: 5 November 2025

**Innovation & Differentiation**

## Driving the Future of MVNO Innovation

Keynotes on building next-gen MVNOs, smarter growth strategies, customer experience

What's Next for MVNOs?

## Differentiating Value Propositions & Services

Redefining Customer-Centric Innovation

RCS as a Differentiator

Niche Lifestyle Plans

Device Journey Transformation

**Short Presentations:** Best Marketing Campaigns

## Innovating Through Customer Experience and Digital Services

Talks on customer analytics, cloud-native stacks, quad-play, and payments

Digitalisation & Transforming Customer Journeys

## Building Scalable, Loyal MVNO Businesses

Cause-Driven MVNOs

New Age Business Communications for B2B

Expanding Rural Connectivity

**Short Presentations:** Meet the New MVNOs

**Exclusive Party**

Day 2: 6 November 2025

**Business Improvement & Efficiency**

## Utilising New Tech

Keynotes on Cloud, AI & Next-Gen Networks

AI-Driven MVNO Engagement

Reinventing Roaming for Global Reach

## Operational Efficiency & Modern Wholesale Partnerships

Talks on Automation, Wholesale Dynamics, eSIM Strategy, Telco-to-Techco

Next-Gen Wholesale

## MVNO Scalability via IoT, eSIM, and Verticalisation

New eSIM IoT Standard & POCs

Consumer eSIM & Travel eSIM MVNOs

Industry-Specific MVNO Solutions

## Partnering Programme (3 Parallel Activities)

IoT Working Group - Innovative eSIM/IoT Models

eSIM Exchange - Debate & Speed Networking

B2B Working Group - Short Talks on Enterprise Offerings

**Awards Party - Celebrating MVNOs, Operators & Service Providers**

Day 3: 7 November 2025

**Collaboration & MVNO Ecosystem Expansion**

## Strategic Alignment & Purpose-Driven Growth

Operator-MVNO Alignment for Growth

ESG Leadership & Impact Case Studies

Short Presentations: New Value-Added Services

## Expanding Through Partnerships & Cross-Industry Convergence

Broadband & Utility MVNO Convergence

Talks on New Types of Partnerships with Fintech, Content & eCommerce Players

## Thriving in Future Markets

Regional Champions

Competing & Collaborating with New Entrants

**Future-proofing Your Business**

# KEY THEMES THIS YEAR



**Building  
next-gen  
MVNOs**



**Redefining  
Customer-Centric  
Innovation**



**Utilising New Tech:  
Cloud, AI, Next  
Gen Networks**



**AI-Driven  
MVNO  
Engagement**



**Reinventing  
Roaming for  
Global Reach**



**MVNO  
Automation &  
Telco-to-Techco  
Transformation**



**MVNO Scalability  
via New Niches  
Targeting**



**New eSIM  
IoT Standard  
& POCs**



**New Age Business  
Communications  
for Enterprise  
and SMEs**



**Collaboration &  
MVNO Ecosystem  
Expansion**



**ESG Leadership  
& Impact Case  
Studies**



**New Value-  
Added Services  
to Increase  
ARPU**



**Expanding Through  
Partnerships &  
Cross-Industry  
Convergence**



**Rich  
Communication  
Services for Churn  
Reduction**



**Operator-  
MVNO Alignment  
for Growth**

7.45-9.00

## Coffee & Ice-breaker

### The first round of speed networking

Everyone in the room gets to meet each other



9.00 - 9.10

## MVNO NATION OPENING

### Driving the future of MVNO innovation

9.10 - 9.30

## KEYNOTE ADDRESS

### Building the Next-Generation MVNO - Innovation, Experience, and Scalability at the Core

- Exploring how MVNOs can craft a differentiated value proposition through niche targeting, service bundling, and personalised customer journeys
- Understanding the importance of digital-first strategies - from eSIMs and mobile apps to seamless multichannel support
- Identifying scalable business models that unlock future growth opportunities across IoT, fintech, quad-play, and B2B verticals
- Discussing how forward-looking MVNOs can adapt to shifting market demands and position themselves as agile, customer-centric challengers in today's telecom landscape

9.30 - 9.50

## KEYNOTE ADDRESS

### Rewiring the MVNO Playbook: Strategies for Smarter Growth in a Shifting Telecom Landscape

- Addressing how operators can better collaborate with MVNOs to overcome wholesale limitations and unlock mutual value
- Showcasing the best examples of how MVNOs are moving beyond voice and data to build compelling, differentiated value propositions
- Examining how improved business alignment and understanding between operators and MVNOs can drive long-term success
- Identifying the technologies that can truly elevate the MVNO customer offering and experience - from digital platforms to AI, eSIM, and automation

9.50 - 10.05

## KEYNOTE ADDRESS

### Creating Lasting Customer Value: How Leading MVNOs Elevate the User Experience

- Exploring the strategies top MVNOs employ to deliver exceptional value through personalized services, flexible plans, and seamless digital experiences
- Investigating how customer-centric innovation, data-driven insights, and responsive support help MVNOs anticipate needs and exceed expectations
- Showcasing examples of MVNOs that build strong brand loyalty by fostering trust, transparency, and community engagement

10.05 - 10.45

## KEYNOTE DEBATE

### What's Next for MVNOs? Innovation, Shifts & New Frontiers

- Where should MVNOs focus next - new services, new segments, or entirely new business models?
- Reflecting on the biggest developments in the MVNO space over the past year: what moved the needle, and what didn't?
- How can MVNOs stay competitive amid declining voice revenues and shifting customer behaviors?
- Exploring untapped potential beyond traditional telecom - digital services, connected ecosystems, and markets undergoing rapid disruption
- Is there still room for a winning formula, or do today's MVNOs need to rewrite the rules?

10.45 - 11.30

## Coffee break

### Differentiating value proposition & service

11.30- 12.15

## DEBATE

### Redefining Customer-Centric Innovation: How Leading MVNOs Create Must-Have Offerings

- Translating deep customer understanding into standout services that redefine the modern mobile experience
- Highlighting bold and creative offerings such as bundled services, rewards programmes, and next-gen customer support - that resonate with evolving user needs
- Analysing what makes these offerings unique, how they are designed for ease of use and personalisation, and why they've become essential for today's mobile-first consumers



12.15- 12.30

### Differentiating Through RCS: A New Value Proposition for MVNOs

- Discovering how Rich Communication Services (RCS) is enabling MVNOs to elevate their service offerings and new revenue streams through AI-driven, conversational customer experiences.
- Exploring the evolving RCS ecosystem and what MVNOs need to build, integrate, and scale differentiated B2B and B2C communication solutions that drive engagement and loyalty
- Avoiding common missteps in implementing RCS and understanding where real business value lies, from service personalization to revenue-generating use cases
- How service providers help MVNOs efficiently launch, manage, and monetize RCS for Business, turning rich messaging into a strategic service differentiator

12.30- 12.45

### Differentiating Through Customised Plans for Specific Lifestyles and Communities

- Designing offerings for niche segments like remote workers, gamers, travellers, and veterans
- Shaping unique value propositions to stand out in a highly competitive MVNO market
- Building loyalty by aligning services with audience identity and daily habits
- Capitalising on niche focus to drive sustainable growth and customer retention

12.45 -13.00

### Transforming Device Journeys: A Case Study in Customer Experience Innovation

- Exploring how telecom operators and partners are leveraging MCE Systems' AI-powered digital platform to reimagine device-related customer interactions
- Uncovering use cases from BYOD onboarding and trade-in upgrades to insurance eligibility and service care- turning complex device workflows into seamless, value-generating experiences
- Showcasing award-winning deployments with leading operators like Vodafone UK and AT&T, and how they drive efficiency, personalisation, and loyalty at scale
- Understanding how digital transformation of the device journey enhances customer experience, reduces operational friction, and unlocks new revenue streams for MVNOs and MNOs alike

13.00 - 13.20

## SHORT PRESENTATIONS

### Best Marketing Campaign ideas - Innovating Customer Reach



- Audience Segmentation: How to conduct market research to identify target demographics and tailor messages accordingly
- Orchestrating omnichannel campaigns across various platforms to maximise reach and engagement
- Optimisation and analysis - Monitoring campaign performance, optimising content, and leveraging data analytics for better results

Featuring 2 case studies - 10 minutes each

13.20 - 14.40

## Networking lunch

### Innovating and differentiating via customer experience and services

14.40 - 14.55

### Unleashing the Power of Customer Analytics: Enhancing Understanding and Optimising the Customer Journey

- Harnessing big data and advanced analytics to unlock deeper customer insights and drive smarter decision-making
- Can any business afford to ignore a comprehensive view of its customers in today's data-driven digital economy?
- Using AI, machine learning, and cloud-based analytics to uncover hidden patterns, predict behavior, and personalize experiences
- Building a robust customer insights process - from data collection to actionable intelligence
- Strategic value for MVNOs: Creating hyper-targeted services, identifying untapped segments, and launching differentiated offerings that resonate

14.55 - 15.10

### Cloud-Native by Design: Powering the Next Generation of MVNOs

- From agile launch to monetisation: How a cloud-native stack accelerates go-to-market for thin and thick MVNOs
- Full-stack flexibility: Supporting hyper-personalised services and new revenue streams through open APIs and low-code BSS
- Messaging reimaged: Unlocking A2P and B2C growth with IMS and integrated messaging platforms
- Scalable success: How cloud-native MVNOs can dynamically adapt, personalise, and expand across markets with digital-first infrastructure

15.10 - 15.25

### Quad-Play for MVNOs: Providing Excellent Customer Experience through Expanding Beyond Mobile into Broadband, TV, and Digital Services

- Why MVNOs must embrace convergence to stay competitive - and how to transition from mobile-only to full-service offerings
- Exploring strategic opportunities: bundling mobile, broadband, fixed-line, and streaming for deeper customer value
- Best practices for infrastructure partnerships, content licensing, and customer lifecycle management in a quad-play environment
- Measuring success: KPIs for bundle uptake, ARPU growth, churn reduction, and cross-service engagement

15.25 - 15.40

### Unlocking Hidden Margin: How Smart Payments Can Fuel MVNO Growth

- From cost centre to growth engine: Why MVNOs must rethink their payments strategy
- Avoiding the margin drain: Combatting avoidable declines, fraud losses, and inefficient routing
- Turning transactions into advantage: Boost approval rates, cut fees, and enhance customer experience
- Lessons from the field: Real-world strategies and client examples that show measurable impact on revenue

15.40 - 16.20

## DEBATE

### How MVNOs Are Embracing Digitalisation to Transform Customer Journeys and Expand Connectivity

- Building fully digital onboarding and self-care experiences tailored to mobile-first users
- Delivering seamless customer journeys through multilingual apps, real-time support, and intuitive account management
- Using data and automation to personalise offers, improve engagement, and reduce churn
- Driving financial and digital inclusion through accessible, flexible plans designed for underserved and expatriate communities

16.20 - 17.00

## Networking break

### Building a scalable business through better customer stickiness

16.40 - 16.55

### Cause-driven MVNOs – Building loyalty through values, not just value

- Exploring how Patriot Mobile aligns mobile services with faith, freedom, and political values to create a distinct brand identity
- Harnessing mission-driven messaging to attract and retain like-minded customer communities
- Creating customer stickiness through advocacy, donations, and transparent impact models
- Case studies of values-based MVNOs demonstrating strong growth through purpose-led positioning and targeted outreach

16.55 - 17.05

### How MVNOs Are Transforming Business Communications and Unlocking Enterprise Value

- Delivering unified communications by integrating voice, messaging, and data into seamless platforms for business users
- Enabling secure and compliant device management to support remote and hybrid workforces
- Offering flexible, usage-based billing models aligned with diverse corporate structures
- Creating tailored plans and support packages for SMEs and large enterprises across sectors

17.05-17.20

### Cooperative-Powered MVNOs – Expanding Rural Connectivity through Regional Alliances

- Exploring how imowi is partnering with cooperatives, SMEs, and local governments to bring mobile services to underserved areas
- Integrating mobile with internet, TV, and landline offerings to deliver a competitive QuadPlay solution across Argentina
- Strengthening customer relationships and reducing churn by aligning with trusted local providers
- Showcasing a scalable, inclusive model that empowers small operators while transforming the rural telecom landscape

17.20 - 18.00

### Meet the New MVNOs

- Introduction of a company profile
- What makes your business different from the competitors in your country?
- How do you plan to develop in the coming years, and what partners are you looking for?

Featuring 6 short MVNO pitches - 8 minutes each

18.00

## End of Day 1 & Exclusive Party



7.45 - 9.00

### Coffee & Ice-breaker

#### The second round of speed networking

Everyone in the room gets to meet each other



9.00 - 9.05

### MVNO NATION OPENING

#### Business improvement & efficiency through new technologies

9.05 - 9.50

### KEYNOTE DEBATE

#### Learning from the best how to design a unique customer experience and improve your offering

- What role do AI and 5G-enabled innovations play in shaping the next phase of MVNO evolution?
- Cloudifying the MVNO: unlocking agility, scalability, and faster go-to-market through cloud-native architecture
- How can MVNOs future-proof their services by leveraging network advancements and automation?
- What are the practical steps MVNOs can take today to stay competitive in tomorrow's tech-driven landscape?

9.50 - 10.05

### KEYNOTE ADDRESS:

#### Leveraging AI for MVNO Growth - Personalisation, Automation, and Smarter engagement

- How can MVNOs utilise generative AI to upgrade billing solutions, automate processes, and optimise revenue management
- What monetisation opportunities does generative AI enable, including content generation, product recommendations, and value-added services?
- Exploring how MVNOs can leverage generative AI to streamline operations, automate tasks, and reduce overhead costs, leading to increased efficiency and profitability

10.05-10.45

### KEYNOTE DEBATE

#### Reimagining Roaming - Innovating MVNO Strategies through Smarter Global Agreements

- Rethinking traditional roaming models to offer seamless, affordable international access
- Negotiating flexible, multi-network roaming deals to boost coverage and resilience
- Leveraging eSIM and cloud-based core networks to optimise roaming performance and cost
- Unlocking new revenue streams through travel bundles, day passes, and partner-led roaming products

10.45 - 11.00

#### An Award-Winning European MVNO Success Story: Achieving Rapid Growth in a Highly Competitive Market

- Examining how a customer-first approach led to strong loyalty and cost-effective growth
- Discovering the technology and partnership driving this MVNO's competitive advantage
- Understanding the technology foundations required for MVNOs to succeed in the digital/AI era

11.00 - 11.40

### Networking coffee break

#### Operational efficiency & business alignment

11.40 - 11.55

#### Digitalising for Agility: How Smart Automation Transforms MVNO Operations

- Transforming internal processes - digitising billing, provisioning, customer support, and partner management to drive operational excellence
- Accelerating time-to-market by enabling rapid product launches, updates, and customisation through streamlined digital workflows
- Reducing costs and manual overhead while improving responsiveness, service consistency, and customer satisfaction
- Creating a future-ready MVNO infrastructure by embedding intelligent, scalable automation across every layer of operations

11.55 - 12.10

#### Empowering MVNOs for Tomorrow - Partnering with Emerging Players in a Dynamic Wholesale Landscape

- Expanding horizons: Examining the influx of new participants - tech innovators, IoT enablers, content platforms - entering wholesale telecom
- Decoupling wholesale from retail: How embracing a modular wholesale billing engine enables MVNOs to adapt offers, launch creative commercial models, and remain agile as the market reinvents itself
- Building future-ready capabilities: by preparing for next-gen demand (5G, eSIMs, A2P messaging, B2B services) by utilising scalable, cloud-native wholesale billing designed for complexity and speed

12.10 - 12.25

#### eSIM as a Strategic Advantage for MVNOs - More Than a Technology, a Foundation for Agility

- Exploring how eSIM is enabling faster customer onboarding, lower distribution costs, and seamless scalability
- Redesigning customer journeys through digital-first activation, embedded partnerships, and remote provisioning
- Using eSIM to power niche propositions, global expansion, and lifestyle-centric mobile brands
- Case studies of MVNOs leveraging eSIM as a strategic business enabler rather than just a SIM replacement

12.25- 12.40

### From Connectivity to Capability: What the Telco-to-Techco Shift Means for MVNOs

- Exploring how the industry-wide evolution from telco to techco is reshaping opportunities for MVNOs to diversify offerings and unlock new business models
- Understanding the role of digitalisation in modernising MVNO operations and enhancing customer engagement across every touchpoint
- Evaluating the impact of emerging technologies - such as AI, cloud, and automation - on service innovation, agility, and competitiveness
- Identifying strategies for building cross-industry partnerships that support innovation, scale, and long-term growth in a rapidly evolving market

12.40- 13.20

### DEBATE

### Next-Gen Wholesale Partnerships – Rethinking MVNO-MNO Agreements for Sustainable Growth

- Exploring innovative wholesale models that align incentives and enable flexibility for both MNOs and MVNOs
- Designing long-term strategies that go beyond pricing to foster collaboration, innovation, and shared market expansion
- Incorporating service-level guarantees, data-driven insights, and co-investment opportunities into modern wholesale contracts
- Case studies of successful MVNO-MNO partnerships that have driven growth, reduced churn, and unlocked new revenue streams

13.20- 14.30

### Networking lunch

## MVNO business scalability - What is hot?

14.30- 15.05

### DEBATE

### The New eSIM Standard: Unlocking IoT Scalability for MVNOs

- Introducing GSMA's SGP.31/32 specifications to streamline eSIM implementation for IoT, reducing deployment complexity and integration overhead
- Eliminating key barriers - cost and fragmentation - that have slowed M2M eSIM growth, enabling global scalability with single-SKU devices
- Shifting from operator-specific integrations to a simplified, interoperable framework that accelerates IoT rollouts across verticals
- Enhanced device management: With the introduction of eSIM IoT Manager (eIM), MVNOs can efficiently manage large-scale IoT device deployments, ensuring secure and consistent connectivity across diverse devices

15.05- 15.20

### The Future of Global IoT: Enabling Smart Connectivity Through Partnerships, Standards, and AI Innovation

- Expanding from traditional IoT to broader connectivity use cases, including support for consumer data and multi-country deployments
- Unpacking the impact of new standards like SGP32 and how they open the door to innovative use cases - featuring examples such as connected mobility with Porsche bikes
- Examining the role of AI in network diagnostics and intelligent connectivity, and how this is reshaping operational efficiency and service quality
- Showcasing live and upcoming projects, including POCs and eSIM deployments across new markets

15.20- 15.55

### DEBATE

### Targeting Verticals: How MVNOs are Creating Industry-Specific Mobile Solutions

- Developing healthcare-ready connectivity with secure, regulation-compliant communication channels
- Powering retail operations through mobile integration with POS systems and loyalty platforms
- Supporting the construction sector with robust, on-site mobile solutions for teams and logistics
- Enabling other verticals with tailored services that address unique operational and compliance needs

15.55 - 18.00

### PARTNERING PROGRAMME

### IoT Working Group: Innovative business models for eSIM and IoT-focused MVNOs

- Device-centric subscriptions
- Pay-as-you-go and micro-billing models
- Platform-as-a-Service (PaaS)
- Multi-network global coverage
- Vertical-specific IoT MVNOs

### eSIM Exchange Debate: Differentiating your MVNO with eSIMs and strategic partnerships for global connectivity

### How to tap into the travel market in eSIM market in 2025 and beyond?

Theme-focused speed networking

### B2B markets working group

### Short Presentations:

### B2B Customer Champions:

- Creating innovative offerings that meet evolving customer needs
- Enhancing experience through bundles, rewards, service, and personalisation
- Demonstrating ease of use and clear value for target audiences
- Standing out with must-have features developed in the last two years



18.00 - 21.00

 **MVNO**  
NATION  
Global Awards

**Awards Party - Celebrating MVNOs, Operators, and Service providers**



8.30- 9.25

### Coffee break

9.00 -9.10

### MVNO Nation opening

### Building a new ecosystem with MVNOs and for MVNOs

9.10 - 9.50

### KEYNOTE DEBATE

#### Building Win-Win Partnerships - Aligning MNO and MVNO Strategies for Shared Growth

- Exploring collaboration models that unlock value and align incentives on both sides
- Designing wholesale frameworks that support flexibility, innovation, and sustainable margins
- Leveraging MVNOs to reach niche segments, test digital services, and expand market presence
- Learning from real-world successes (and failures) in operator-MVNO partnerships

9.50 - 10.10

### KEYNOTE ADDRESS

#### Purpose-driven impact: Recognising MVNOs leading in ESG excellence

- Demonstrating commitment to sustainability, inclusivity, and ethical practices
- Implementing impactful internal and external ESG initiatives
- Innovating with purpose through clear strategies and measurable results
- Driving continuous improvement with transparency, equity, and long-term vision

Featuring 2 case studies - 10 minutes each

10.10-11.00

### SHORT PRESENTATIONS

#### Adding New Services to Deliver the Most Innovative Service Offering

- Fintech / Mobile money
- eCommerce
- All-in-one App
- Content
- Insurance
- Security

Each participant has 8 minutes to present their Value Added Service. One or two audience questions will be taken.

11.00- 12.00

### Morning break

12.00-12.40

#### How Brands Can Elevate Customer Engagement Through Mobile Services and Exclusive Experiences

- Integrating mobile connectivity into loyalty ecosystems to deliver personalised rewards, exclusive content, and service-based incentives
- Crafting seamless brand experiences by combining mobile services with offers that drive deeper customer connection and ongoing engagement
- Using real-time, data-driven insights to tailor promotions and optimise the customer journey across digital and physical touchpoints
- Leveraging mobile propositions to increase brand stickiness, boost repeat purchases, and improve long-term customer retention across industries - from retail and travel to media, fintech, and beyond

12.55 -13.10

### SHORT PRESENTATIONS

#### Expanding Value through Lifestyle Partnerships: How MVNOs Can Bundle Content to Drive Growth

- Creating compelling content bundles with streaming, gaming, or media platforms to boost user engagement
- Enhancing differentiation by aligning mobile services with entertainment and shopping behaviors
- Strengthening customer retention through value-added digital experiences beyond connectivity

13.10- 13.25

#### Partnering with Digital Disruptors: How MVNOs Can Collaborate with Fintechs, Super Apps, and Digital Platforms to Unlock New Revenue Streams

- Integrating mobile services with digital wallets, neobanks, and lending platforms to offer seamless financial experiences
- Co-developing mobile-first offerings with super apps, ride-hailing, or delivery services to expand reach and utility
- Using mobile identity and payment tools to enhance digital onboarding, trust, and conversion
- Building differentiated value propositions by aligning with the everyday digital habits of users

13.25 - 15.00

### Networking lunch

15.00 - 15.20

### REGIONAL CHAMPIONS

#### How MVNOs Are Winning in Local Markets

- Adapting mobile offerings to regional consumer needs and market conditions
- Building customer loyalty through localised support and trusted experiences
- Driving growth and market share while navigating regional challenges
- Expanding strategically with region-focused innovation and partnerships

Featuring 2 case studies - 10 minutes each

15.20- 16.00

### DEBATE

#### Preparing for the Future – How MVNOs Can Thrive in a Market Shaped by New Entrants

- Who's next? Exploring the rise of non-traditional players - tech giants, fintech innovators, digital brands, and content platforms - entering the MVNO space
- From competition to collaboration: How MVNOs can strategically partner with these new entrants to co-create differentiated services, unlock fresh revenue streams, and accelerate innovation
- Future-proofing the MVNO model: What capabilities, technologies, and mindsets MVNOs need to adopt today to remain relevant and competitive tomorrow
- Envisioning a new digital services ecosystem: How expanded collaboration could redefine market boundaries, customer expectations, and the role of MVNOs in the next decade

16.00

### End of event



## Celebrating the leaders and innovators shaping the MVNO Industry

6 November 2025

The MVNO Nation Global Awards shine a spotlight on excellence, innovation and impact across the global MVNO ecosystem. From MVNOs and MNO sub-brands to the service providers powering the industry, we celebrate the achievements driving our sector forward.

Awards Sponsor



### Categories

#### 2025 MVNO EXCELLENCE

Best Marketing Campaign

Best New MVNO

Best Regional MVNO

Best Wholesale Partner

Most Customer-Centric Offering

Best B2B Offering

Most Impactful MVNO

#### 2025 SERVICE PROVIDER EXCELLENCE

Best Digitalisation Partner

Most Innovative Billing Solution

Most Comprehensive eSIM Solution

Best Value-Added Service

Leading AI-Powered Solution

Best Roaming Partner

# MVNO NATION BRINGS THE MVNO WORLD TOGETHER

Awards Sponsor



## Awards Judges and MVNO Nation Global Ambassadors

The MVNO Nation judging panel consists of top experts and market leaders from every corner of the globe, bringing unparalleled insight and knowledge to the awards.



**Karim Taga**  
Managing Partner, Head of Global Functional Practices, Arthur D. Little



**Gary Bhomer**  
Principal and Founder, Tel-Consult



**James Gray**  
Managing Director, Graystone Strategy



**Eduardo Tude**  
CEO, Teleco



**Jignesh Dave**  
Founder & CEO, Next Communications



**Santiago Gomez**  
Managing Director, Telecom Trust Consulting



**Alexander Tsao**  
MVNO Expert



**Jon Horovitz**  
Principal Consultant, Atrium Unlimited



**Fredrik Wikner**  
General Partner, Amigos Venture Capital



**John Squillace**  
Founder and CEO, Helix Wireless



**Gilbert Relou**  
Head of Consultancy and Strategic Development, Kalleido



**Varun Gupta**  
Senior Analyst, Counterpoint Research



**Elhem Arfaoui**  
Former CEO, Lyca Mobile Tunisia



**Casey Zavaleta**  
Partner, Performance Culture Consulting



**Wesley Hellyar**  
CEO and Founder, Moth Innovate



**Daniel Guzmics**  
Manager, Arthur D. Little Austria



**Aleksandra Ahrens**  
Head of Web3, fliggs mobile



**Artur Negrao**  
Founder & CEO, Salvy



**Adrian Panozzo**  
Director, Better Life Mobile

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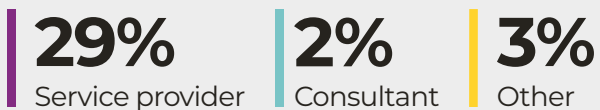
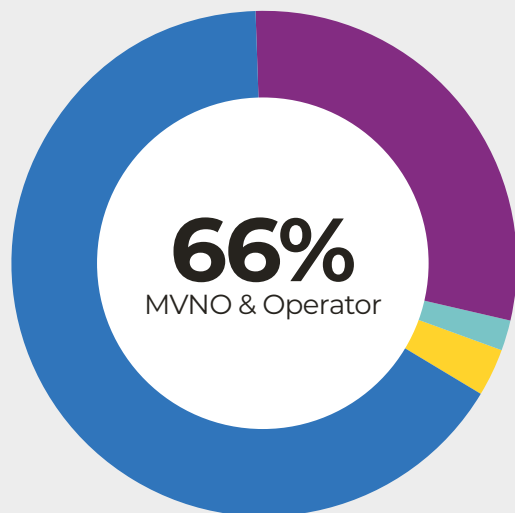


# EXHIBITORS

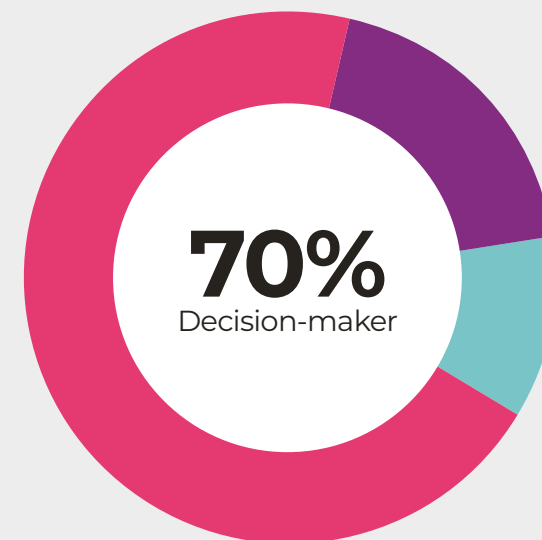


# AUDIENCE

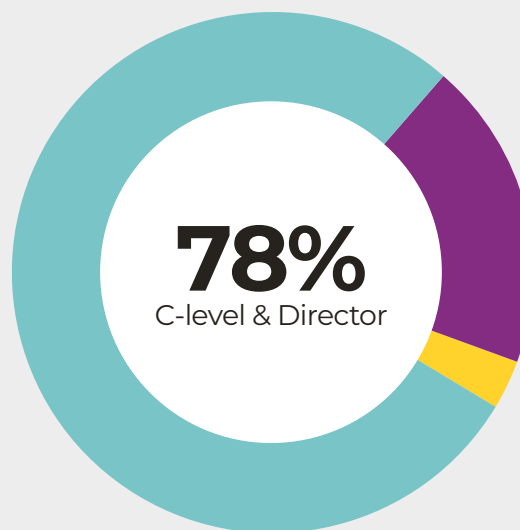
## ATTENDEES' BREAKDOWN



## BUYING ROLE

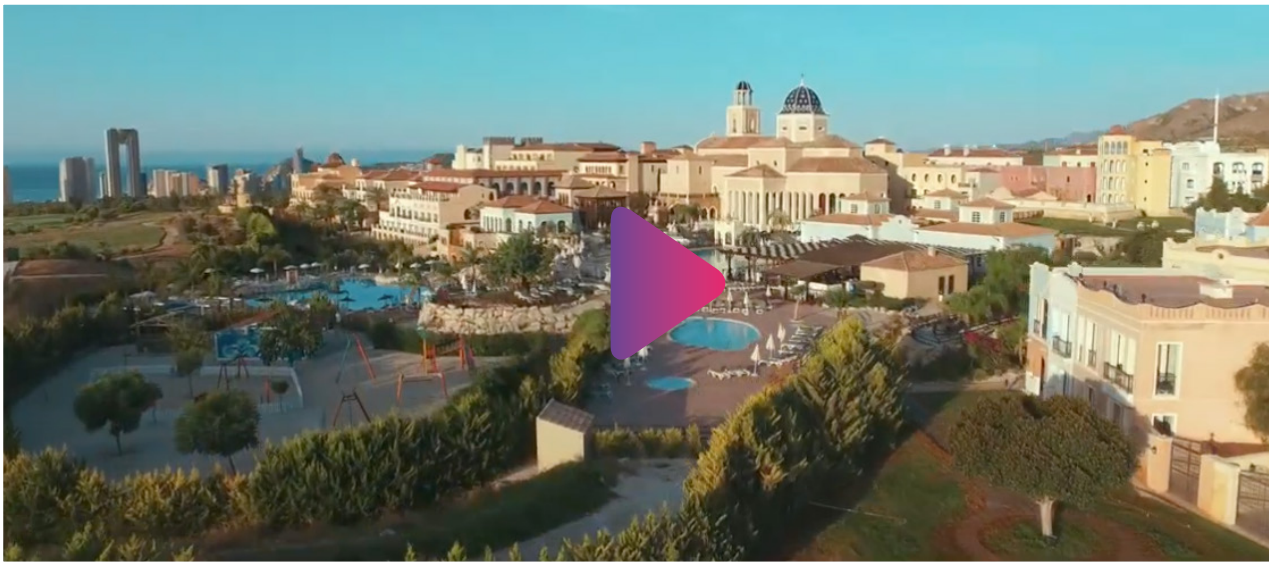


## SENIORITY



# MELIÁ VILLAITANA ALICANTE

This year we are moving to Meliá Villaitana in Alicante - Nestled between two golf courses on the Costa Blanca, this stunning hotel provides the perfect setting for networking and relaxation, with breathtaking views of the Mediterranean Sea.



## Discounted Accommodation

We've secured discounted rates for hotel rooms at Meliá Villaitana for our attendees — book your stay early to secure the best rate.

**BOOK YOUR ROOM**





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5-7 November, 2025  
Meliá Villaitana  
Alicante, Spain

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Register at  
**[www.mvnonationlive.com](http://www.mvnonationlive.com)**

Organiser

