



EDCH Data Clearing House

Roaming Agreement Negotiation

Commercial Outline

To offer roaming services both competitively and profitably, an operator needs to maximize its roaming footprint by concluding roaming agreements with suitable roaming partners on reasonable terms. This can be a challenge both for new operators, and increasingly for operators who lack the leverage of large parent groups.

Additionally, making contact with potential partners and persuading them to fit you into their testing schedule, can make concluding roaming agreements laborious and protracted! Thus, valuable roaming revenues may be left on the table simply because the administrative overhead of expanding an operator's coverage, competes for time with the day to day business of providing and supporting the roaming service.

Roaming Agreement Negotiation

EDCH will contact candidate roaming partners on behalf of the client and will attempt to negotiate a roaming agreement based on the client's deviations from the standard roaming agreement. Following successful negotiations, EDCH will exchange the related documents between the two operators for signature. Finally, EDCH will exchange test SIM cards between the operators so that they can begin testing and launch roaming services.

The workflow:

1. The operator sends to EDCH its info pack and a priority list of networks or countries.
2. Leveraging its rich experience and broad network of contacts, EDCH will contact a suitable operator and negotiate the agreement with them.
3. EDCH drafts AA.12 & AA.13 documents for signature by both operators.
4. EDCH then exchanges those documents between the operators, ensuring that the signed agreement matches the terms agreed during the negotiation process.
5. Following countersignature of the agreement, EDCH exchanges the test SIM cards between both operators.

EDCH's Roaming Negotiation team will send periodic updates on the status of all open negotiations by email.

Client Support

EDCH's Roaming Negotiation team can be contacted via roaming@edch.com during normal business hours for more details on pending negotiations, or to answer any queries related to the service.

Related Services

PRA Settlement: By outsourcing the Preferred Roaming Agreement settlement process to EDCH, operators can save significant time and resources, as EDCH will handle the time-consuming PRA maintenance on their behalf, allowing them to focus on their core business as well as having revenue assurance.

Training: EDCH's training courses provide an excellent overview of GSM roaming, for both newcomers and seasoned professionals.

Conclusion

EDCH has 14 years of experience in roaming agreement negotiation, leveraging strong relationships with key contacts in many operators around the world. From our offices in the United Arab Emirates, we have excellent international shipment connectivity for quick exchange of SIM cards and documents. We offer a low cost and convenient solution which frees operators from the administrative hassle of growing their roaming business. All that is left for the client to do, is perform the necessary tests and launch the roaming service.

Please contact your Account Manager or marketing@edch.com for more information.