RA for Data Master Class

Online Live 27th - 31st March

WEEK 1

Data Leakage Measurement & Prevention
Billing & Policy Controls

**Fully Interactive
Online Live Real Time**

Name:	
Company:	
Country:	
Phone#:	
Email:	

SLOT A
This Online-Live Class is scheduled to begin
7:00 AM Chicago Time

Chicago	7:00 AM - 11:00 AM
Buenos Aires	9:00 AM - 1:00 PM
London	1:00 PM - 5:00 PM
Cape Town	2:00 PM - 6:00 PM
Nairobi	3:00 PM - 7:00 PM
Dubai	4:00 PM - 8:00 PM
Delhi	5:30 PM - 9:30 PM

Special RA for Data Master Class

Overview:

The GRAPA - 4G/5G Revenue Assurance Master Class, is an intensive 20 hour briefing and workshop designed to provide your companies top revenue assurance, billing, marketing and finance teams with the chance to gain first hand knowledge about the latest , proven, successful approaches to the realignment of your Revenue Assurance activities to better implement 4G/5G products and services.

4G/5G is already installed or is is in the process of "going live" for the vast majority of GSM carriers around the world. But the rate of imple mentation and the "hybrid network mess" that most teams are facing make it difficult for your core billing, I/T, operations and accounting teams to keep up with the changes.

GSM carriers around the world are re-defining roles and responsibilities, and re-inventing what the reveue assurance job is going to be about.

SDN/NFV-HetNets and more!

WHAT WE KNOW IS THAT THE OLD RA APPROACHES and CONTROLS WILL NOT WORK IN THIS NEW ENVIRONMENT!!
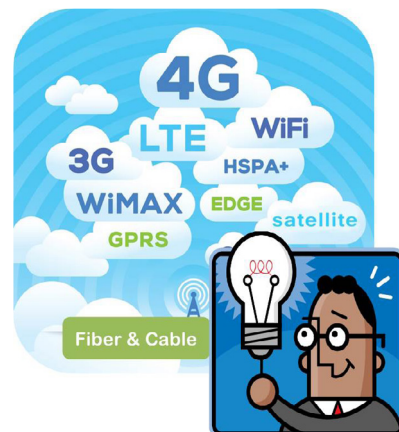
Some questions the professional must face in this chaotic world.

1. "What new controls need to be built to assure that data environment"
2. "What old controls should I stop running?"
3. "How do I assure these new Policy Enforcement, Radius, DPI and other systems that the network engineers are installing?
4. " Can I assure management that these new systems are NOT LEAKING or CREATING RISKS never before experienced? "
5. "What is the role of RA in the building of these new billing and policy enforcement environments?
6. "When should the RA Team "speak up" and insist on playing a stronger role?"
7. " What new jobs, responsibilities and operating environments will be required to help my company to dominate?"

Whether you are trying to figure out how to create a new job for yourself in your existing company, or you are looking around for new opportunities in the hundreds of 3G, GPRS, 4G and LTE

Who should attend? - Revenue Assurance, Finance, Billing & Operations Professionals

- GSM Telcos that have already deployed 4G/LTE
- GSM Carriers that will be launching 4G/LTE in the next year
- 3G Carriers that are already offering complex data offerings

Deliverables

	What You Will Get
1.	Learn the latest best practices in 4G / LTE Operations
2.	Develop a checklist of key concerns and issues to be adressed
3.	Speed the rate of change for your organization
4.	Become familiar with the "state of the industry" in the 3G/4G area
5.	Become the designated 4G/LTE "thought leader" for your organization

Week at a Glance

Daily Sessions	Day 1 - Policy - Charging Categories & Data Operations	Day 2 - 3G - GPRS - Architecture, Appliances, & Controls	Day 3 - 4G - LTE & IPX - Architecture, Appliances, & Controls	Day 4 - WiFi Offloading, IMS, VoLTE - Architectures, Appliances, & Controls	Day 5 - Data Roaming & Controls Assignment Roadmap

Week Overview

Day 1 - Policy - Charging Categories & Data Operations

During this class, we will discover the concept of architectural operations, as well as an introduction to revenue foundations for the internet and data authentication. We will also complete a policy & charging catergories workshop, in addition to a bundles & plans decomposition workshop.

Day 2 - 3G - GPRS - Architecture, Appliances, & Controls

This class will cover data authorization, next gen wireless migration, GPRS, and DPI. To reinforce the concepts and ideas presented in this class, there will be a few workshops addressing GPRS controls, cell tower inventory, appliance research, and protocol reference. To end, we will do an architecture excercise.

Day 3 - 4G - LTE & IPX - Architecture, Appliances, & Controls

Following the 3G curriculum, the 4G class will address LTE, dynamic policy, QOS, next gen transport, IPX market trends, and AMS IPX. The workshops for this class will cover PCRF/DPI Research, 4G Protocol Reference, and 4G Routing.

Day 4 - WiFi Offloading, IMS, VoLTE - Architectures, Appliances, & Controls

Moving to more next gen technology, this class includes wired access and WiFi functions, voice over WiFi - GAN, voice over WiFi - Aptilo, IMS, IMS advanced, VoLTE / VoLGA, VoLTE GSM, and PCP Lifecycle. The workshop that will solidify the concepts of this class is Controls Domains and Responsbilities for 4G/Data.

Day 5 - Data Roaming & Controls Assignment Roadmap

To end the week, this class will cover GSM roaming - redux, GPRS roaming, LTE roaming, WiFi roaming, RTC, PCRF examples, and vendors & hybrids. To conclude, the workshops for this class will be controls mapping and roadmap, network controls, billing controls, and product development controls.
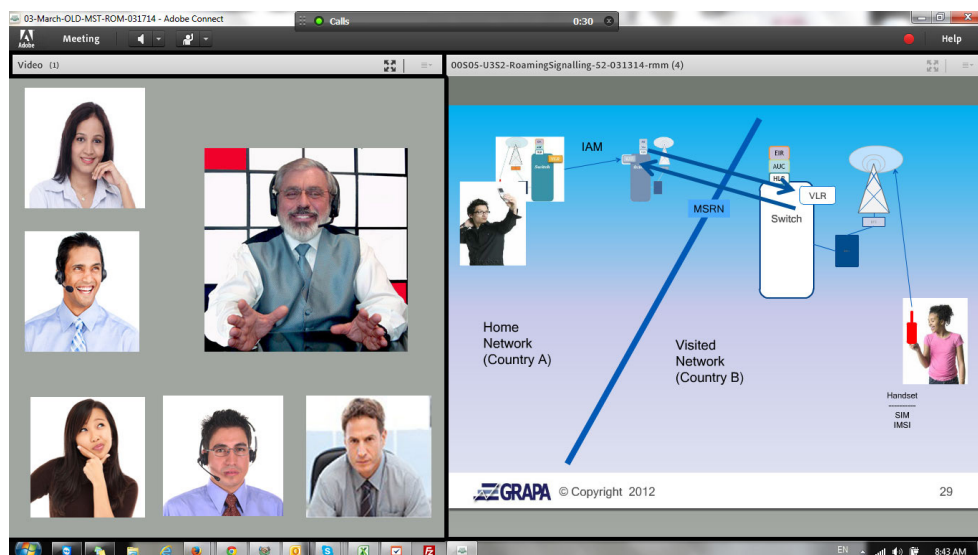
WHAT IS IT LIKE IN GRAPA ONLINE TRAINING?

Inside the Online Classroom

GRAPA has been delivering online training to telecoms professionals for several years. In that time, we have learned a lot about how to make the training as interesting, effective, and engaging as possible. Telecoms is a tough subject area, and training can get dry, boring, and mind-numbing if the material isn't made interesting.

GRAPA has established a reputation for being more effective than anyone else in blending technical intensity with the need for people to relate the material to themselves and the different business areas they serve.
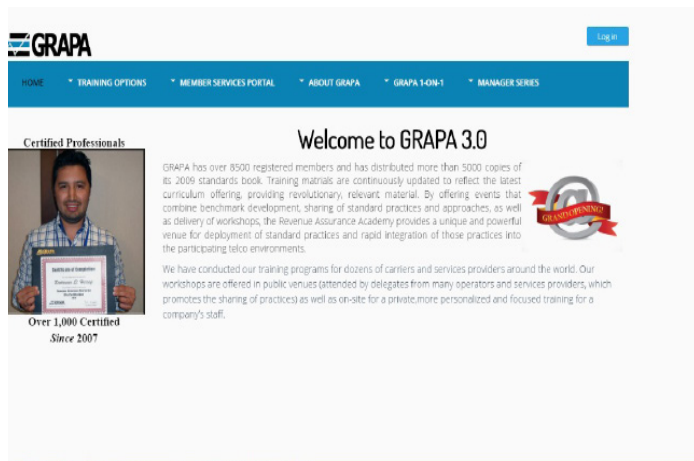
It's Interactive ...
It's Personal

GRAPA training events are conducted by live teachers and teacher assistants who are there to answer questions and make sure that you understand the material as you move ahead. students are required to have a webcam and voice connection because student questions and answers in a more personal, face-to-face environment are the key to comprehending GRAPA courses.

Your Personal Portal Page

We make it easy for you to get at the information you need and provide the tools to make your learning as efficient as possible. Each class has its own portal page, providing you with links to slides, handouts, entry to your course each day, and most critically, the certification tests that let you prove your mastery of the material and earn your certification.

Class Material
You will be provided with a .pdf version of all slides to be covered. This makes it easy for you to follow along, take notes, and have a copy for reference.

Daily Testing
Each day, you will take a short online test (multiple choice and essay). Testing is required for certification and verifies that you have learned the material.

Easy Access
Your online portal gives you easy one-stop access to everything about the class.

It's Fun ... It's Easy

Learning can be hard work. And if you can't figure out a way to make it easy to understand and integrate, then real learning just won't happen. We do more than just tell you how it works, we help you understand how it applies to your situation. Our interactive games, quizzes and light-hearted approach can make this the most enjoyable time you ever spent in front of a computer.

NINE REASONS TO CHOOSE THE ONLINE OPTION

NextGen Certification for NextGen Professionals

For many, the thought of taking "serious" certification training in an online environment may seem strange and inappropriate. Old, crude, unfriendly, boring, and ineffective training programs that promise "self-paced training" and "quick study" turn into nothing more than electronic books with a submit button.

The incredible increases in internet speed, coupled with next generation innovations in online interaction have, in many ways, made the online training experience better than an on-site or public venue event.

Time Pressure

Reasonable 4-hours per day for 10 days. Easily managed time commitments.

Budget Crunch

Online training is less expensive per student hour, and offered in smaller blocks, meaning lower costs.

I Need it NOW!

Over 30 courses; different course offered weekly. It's there when you need it.

Train While You Work

Too much to do? Can't get away from the office for more than a couple hours? Our 4 hour a day format means you can still meet those deadlines while improving your skills.

Focus

With our unique training, you can focus on learning what you need

Live Interaction

Training is online, but the teacher is live and so are your fellow students. In a true online classroom you get the same benefit of interaction and the personal attention you need to master the complex material.

Study from Home

Can't take classes during the day? With our flexible timetables you can take the course just as easily from home as from the office. (As long as you have internet – you're ready).

Networking

One of the biggest benefits is the interaction with other practicing professionals. Our classes make interaction easy and let you build professional connections that can last.

Night or Day Time

Different people have different times that are best for their training needs. Our programs are offered at convenient times for you, no matter what part of the world you are in.

RA for Data Master Class

Online Live 3rd - 7th April 2017

WEEK 2

Profit Bundling & Product Development
Monetizing & Maximizing ARPU

Fully Interactive
Online Live Real Time

SLOT A	
This Online-Live Class is scheduled to begin 7:00 AM Chicago Time	
Chicago	7:00 AM - 11:00 AM
Buenos Aires	9:00 AM - 1:00 PM
London	1:00 PM - 5:00 PM
Cape Town	2:00 PM - 6:00 PM
Nairobi	3:00 PM - 7:00 PM
Dubai	4:00 PM - 8:00 PM
Delhi	5:30 PM - 9:30 PM

Name:

Company:

Country:

Phone#:

Email:

6

Special RA for Data Master Class

Overview:

The GRAPA - 4G/5G Revenue Assurance Master Class, is an intensive   20 hour briefing and workshop designed to provide your companies top reveue assurance, billing, marketing and finance teams with the chance to gain first hand knowledge about the latest , proven, successful approaches to the realignment of your Revenue Assurance activities to better implement 4G/5G products and services.

4G/5G is already installed or is is in the process of "going live" for the vast majority of GSM carriers around the world. But the rate of imple mentation and the "hybrid network mess" that most teams are facing make it difficult for your core billing, I/T, operations and accounting teams to keep up with the changes.

GSM carriers around the world are re-defining roles and responsibilities, and re-inventing what the reveue assurance job is going to be about.

SDN/NFV-HetNets and more!

*WHAT WE KNOW IS THAT THE OLD RA APPROACHES and CONTROLS **WILL NOT WORK** IN THIS NEW ENVIRONMENT!!*

Some questions the professional must face in this chaotic world.

1. "What new controls need to be built to assure that data environment"
2. "What old controls should I stop running?"
3. "How do I assure these new Policy Enforcement, Radius, DPI and other systems that the network engineers are installing?
4. " Can I assure management that these new systems are NOT LEAKING or CREATING RISKS never before experienced? "
5. "What is the role of RA in the building of these new billing and policy enforcement environments?
6. "When should the RA Team "speak up" and insist on playing a stronger role?"
7. " What new jobs, responsibilities and operating environments will be required to help my company to dominate?"

Whether you are trying to figure out how to create a new job for yourself in your existing company, or you are looking around for new opportunities in the hundreds of 3G, GPRS, 4G and LTE

Who should attend? - Revenue Assurance, Finance, Billing & Operations Professionals
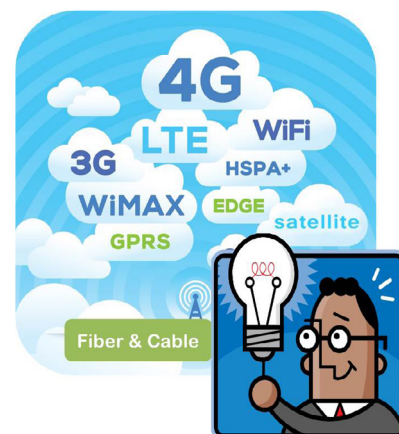
- GSM Telcos that have already deployed 4G/LTE
- GSM Carriers that will be launching 4G/LTE in the next year
- 3G Carriers that are already offering complex data offerings

Deliverables

	What You Will Get
1.	Learn the latest best practices in 4G / LTE Operations
2.	Develop a checklist of key concerns and issues to be adressed
3.	Speed the rate of change for your organization
4.	Become familiar with the "state of the industry" in the 3G/4G area
5.	Become the designated 4G/LTE "thought leader" for your organization

Week at a Glance

Daily Sessions	Day 1 - Revenue Engineering for Data	Day 2 - OTT/M2M Business & Billing	Day 3 - Marketing Controls for Data Services	Day 4 - Making Profitable Bundles	Day 5 - Winning at Data Monetization

Week Overview

Day 1 - Revenue Engineering for Data

During this class, we will discover the concept of architectural operations, as well as an introduction to revenue foundations for the internet and data authentication. We will also complete a policy & charging catergories workshop, in addition to a bundles & plans decomposition workshop.

Day 2 - OTT/M2M Business & Billing

This class will cover data authorization, next gen wireless migration, GPRS, and DPI. To reinforce the concepts and ideas presented in this class, there will be a few workshops addressing GPRS controls, cell tower inventory, appliance research, and protocol reference. To end, we will do an architecture excercise.

Day 3 - Marketing Controls for Data Services

Following the 3G curriculum, the 4G class will address LTE, dynamic policy, QOS, next gen transport, IPX market trends, and AMS IPX. The workshops for this class will cover PCRF/DPI Research, 4G Protocol Reference, and 4G Routing.

Day 4 - Making Profitable Bundles

Moving to more next gen technology, this class includes wired access and WiFi functions, voice over WiFi - GAN, voice over WiFi - Aptilo, IMS, IMS advanced, VoLTE / VoLGA, VoLTE GSM, and PCP Lifecycle. The workshop that will solidify the concepts of this class is Controls Domains and Responsbilities for 4G/Data.

Day 5 - Winning at Data Monetization

To end the week, this class will cover GSM roaming - redux, GPRS roaming, LTE roaming, WiFi roaming, RTC, PCRF examples, and vendors & hybrids. To conclude, the workshops for this class will be controls mapping and roadmap, network controls, billing controls, and product development controls.

IT'S EASY ... IT'S FUN ... IT'S ONLINE

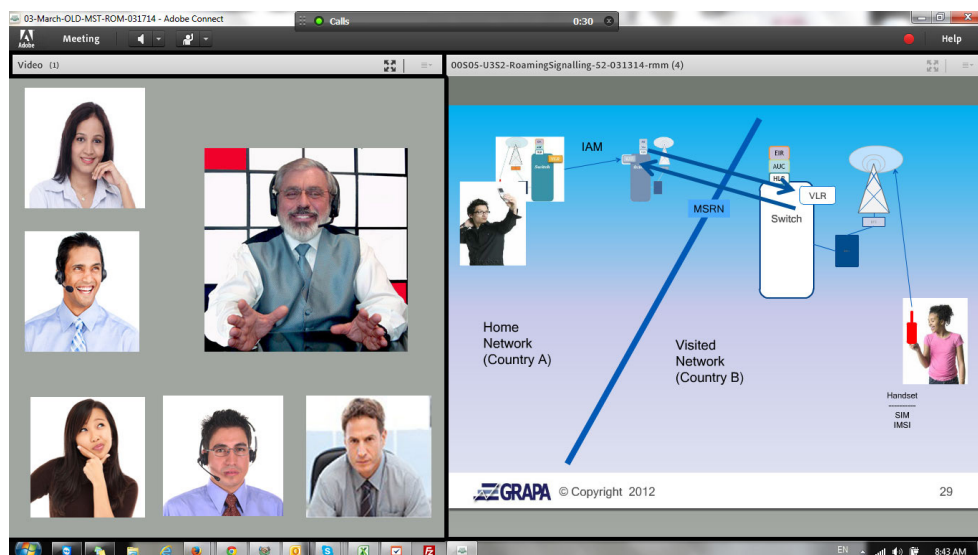# WHAT IS IT LIKE IN GRAPA ONLINE TRAINING?

Inside the Online Classroom

GRAPA has been delivering online training to telecoms professionals for several years. In that time, we have learned a lot about how to make the training as interesting, effective, and engaging as possible. Telecoms is a tough subject area, and training can get dry, boring, and mind-numbing if the material isn't made interesting.

GRAPA has established a reputation for being more effective than anyone else in blending technical intensity with the need for people to relate the material to themselves and the different business areas they serve.
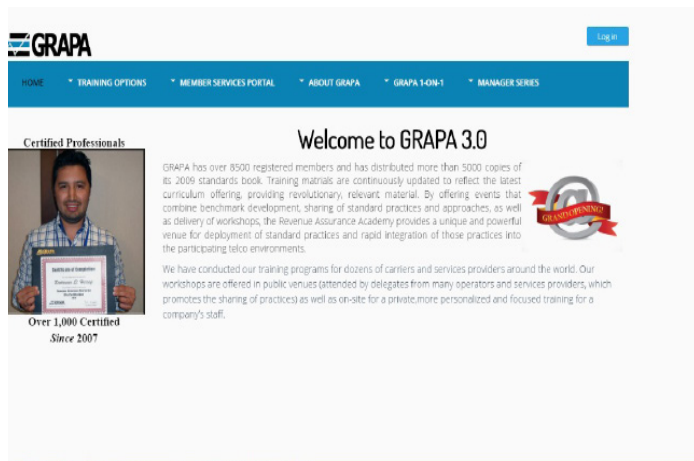
It's Interactive ...
It's Personal

GRAPA training events are conducted by live teachers and teacher assistants who are there

to answer questions and make sure that you understand the material as you move ahead. students are required to have a webcam and voice connection because student questions and answers in a more personal, face-to-face environment are the key to comprehending GRAPA courses.

Your Personal Portal Page

We make it easy for you to get at the information you need and provide the tools to make your learning as efficient as possible. Each class has its own portal page, providing you with links to slides, handouts, entry to your course each day, and most critically, the certification tests that let you prove your mastery of the material and earn your certification.

Class Material
You will be provided with a .pdf version of all slides to be covered. This makes it easy for you to follow along, take notes, and have a copy for reference.

Daily Testing
Each day, you will take a short online test (multiple choice and essay). Testing is required for certification and verifies that you have learned the material.

Easy Access
Your online portal gives you easy one-stop access to everything about the class.

It's Fun ... It's Easy

Learning can be hard work. And if you can't figure out a way to make it easy to understand and integrate, then real learning just won't happen. We do more than just tell you how it works, we help you understand how it applies to your situation. Our interactive games, quizzes and light-hearted approach can make this the most enjoyable time you ever spent in front of a computer.

WHY ONLINE?

NINE REASONS TO CHOOSE THE ONLINE OPTION

NextGen Certification for NextGen Professionals

For many, the thought of taking "serious" certification training in an online environment may seem strange and inappropriate. Old, crude, unfriendly, boring, and ineffective training programs that promise "self-paced training" and "quick study" turn into nothing more than electronic books with a submit button.

The incredible increases in internet speed, coupled with next generation innovations in online interaction have, in many ways, made the online training experience better than an on-site or public venue event.

Time Pressure

Reasonable 4-hours per day for 10 days. Easily managed time commitments.

Budget Crunch

Online training is less expensive per student hour, and offered in smaller blocks, meaning lower costs.

I Need it NOW!

Over 30 courses; different course offered weekly. It's there when you need it.

Train While You Work

Too much to do? Can't get away from the office for more than a couple hours? Our 4 hour a day format means you can still meet those deadlines while improving your skills.

Focus

With our unique training, you can focus on learning what you need

Live Interaction

Training is online, but the teacher is live and so are your fellow students. In a true online classroom you get the same benefit of interaction and the personal attention you need to master the complex material.
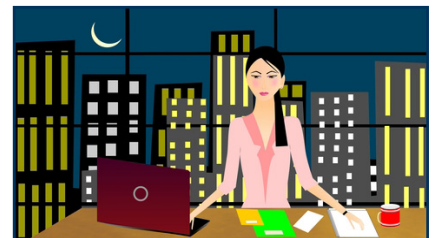
Study from Home

Can't take classes during the day? With our flexible timetables you can take the course just as easily from home as from the office. (As long as you have internet – you're ready).

Networking

One of the biggest benefits is the interaction with other practicing professionals. Our classes make interaction easy and let you build professional connections that can last.

Night or Day Time

Different people have different times that are best for their training needs. Our programs are offered at convenient times for you, no matter what part of the world you are in.