LTE: The Need for Speed!

(from a QoE perspective)

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Vice President, AsiaPacific

Date: 27 July 2017

App Experience

Roaming and Interconnection

Professional Services

Quality of Service & Quality of Experience

Revenue Assurance

Interconnect Fraud Detection





- SIGOS An Introduction
- Global LTE Statistics
- LTE: The Need for Testing
- LTE Reports
- LTE Roaming
 - LTE: IR.38 Testing
 - GSMA LTE GRQ
- LTE Test Scenarios
- LTE: SIGOS Customer Case Studies



27+ years Experience

350+ Employees

Over 470 Mobile Network Operators as Customers

Partners & Representations in 60+ locations

Customers in 157 countries

Cooperation with / Member of:















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SIGOS: Your Use Cases and Your Benefits

Testing is our Competence

Advanced Roaming Services

World's largest roaming test system

■ GSMA 4G reference system

#1 roaming rollout and services

Fraud & SIM Box Detection

- #1 fraud detection solution used
- Most innovative & certified solution
 - Fastest fraud detection available

End-to-End QoS & QoE Testing

- Underlying platform for all SIGOS products
- Most QoS & QoE solution used worldwide
- All technologies, all services, from core to radio

Billing & Tariff Verification

- Most comprehensive active RA
- Any stage, any tariff, any promo
- National and roaming RA

App Experience

- Market leader in mobile app testing
- Largest global device bank
- Used by over 400 enterprises



Representations & Authorized Partners



- SIGOS representative
- SIGOS authorized business partner



Use Case Overview

Testing is our Competence

Network Testing



Radio (2G/3G/LTE), Fixed & IP Network; Core Network

Quality of Service Testing (QoS)



Periodic QoS & QoE; On Demand; Network Diagnosis; Benchmarking; LTE, LTE-Advanced & IMS Testing; M2M Service Assurance

Quality of Experience Testing (QoE)



Test, Monitor and Benchmark Services on Real Devices; Test and Monitor Mobile Apps on Real Devices; VoLTE; VoWIFI

App & Real Device Testing and Monitoring

Live Monitoring; Performance Testing

Roaming Testing



Inbound Roaming; Outbound Roaming; Global Roaming Quality (GRQ); Roaming Hubbing; Steering of Roaming (SoR); Roaming Radar LTE, CSFB & Volte Roaming TestingL

International Carrier Quality Testing (ICQT)

Periodic QoS; A2P SMS; Incoming CLI Verification

Fraud & SIM Box Detection

Enhanced SIM Box Detection; Interconnect Assurance; OTT Bypass Detection; SMS Bypass; EU Refiling Detection; Leaky PBX Detection; SIM Box Terminator

Revenue Assurance



CDR Comparison and Testing; Billing Verification; Roaming RA; RA for Mobile Regulators; Prepaid SIM Recharging; Test Call / Event Generation

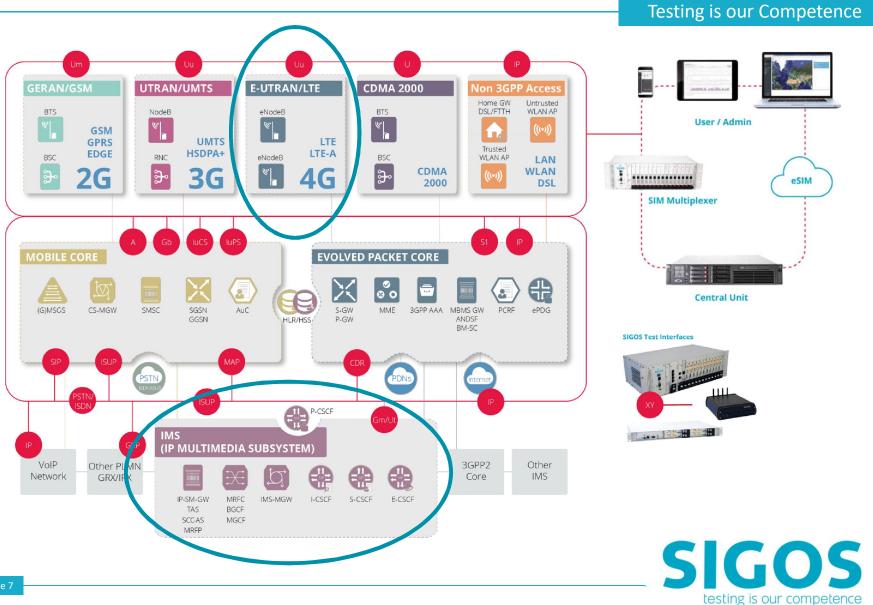
Boundary Free Testing



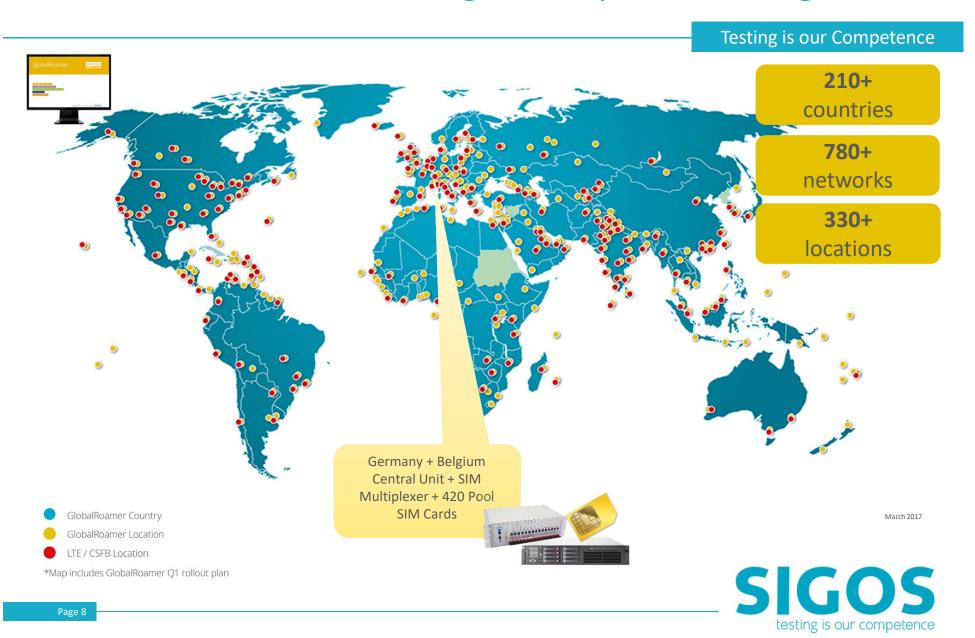
QoS Testing on the Move; Nomadic, Venue or Large Scale Testing; SITE 360



LTE and IMS Testing Concept



GlobalRoamer – World's Largest test probe coverage



Worldwide Customers Footprint

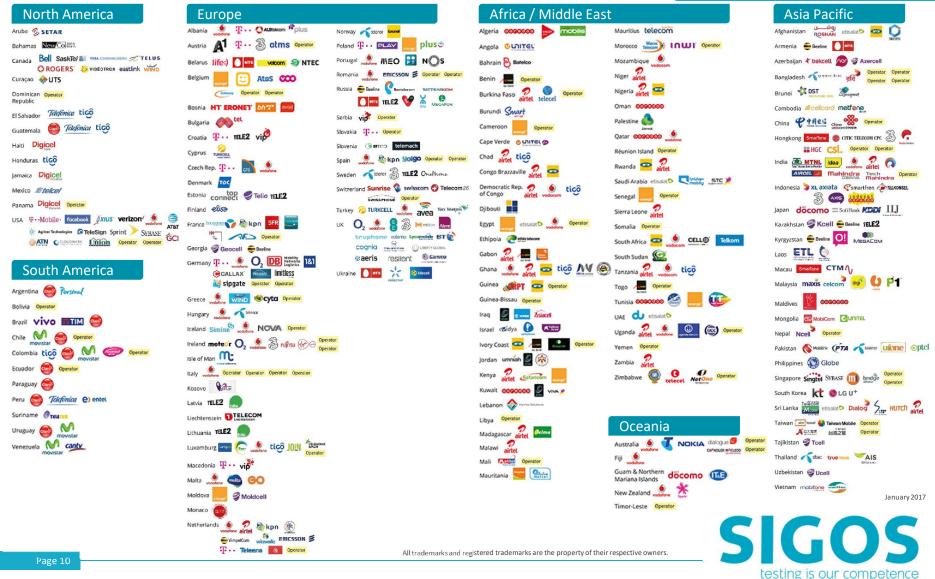
Testing is our Competence





Country without SIGOS Customer

Worldwide Customers: Leading Mobile Operators



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List of countries by 4G LTE penetration

Testing is our Competence

2016 November rankings

Rank +	Country/Territory •	Penetration +		10 110 101110			<u> </u>	
1	South Korea	96%	27	■ Belgium	70%	53	Romania	58%
2	Japan	92%	28	Thailand	70%	54	United Kingdom	58%
3	Lithuania	85%	29	<u></u> Spain	67%	55	New Zealand	58%
4	Mong Kong	84%	30	■ ■ Peru	67%	56	Chile	58%
5	Netherlands	84%	31	Austria	66%	57	■ Israel	58%
6	Singapore	83%	32	Portugal	66%	58	Germany	57%
7	⊞ Norway	82%	33	++ Georgia	65%	59	Poland	57%
8	Kuwait	82%	34	Luxembourg	65%	60	■-■ Guatemala	57%
9	Sweden	81%	35	■ Brunei	64%	61	Cambodia	55%
10	United States	81%	36	■•■ Mexico	64%	62	■ ■ Italy	54%
11	■ Qatar	81%	37	Slovakia	64%	63	Brazil	54%
12	= Hungary	80%	38	Saudi Arabia	63%	64	Tunisia	54%
13	Australia	79%	39	= Argentina	63%	65	■ Venezuela	53%
14	Taiwan	78%	40	South Africa	63%	66	Costa Rica	53%
15	— Finland	76%	41	Bulgaria	63%	67	Turkey	53%
16	United Arab	76%	42	Malaysia	63%	68	Pakistan	53%
17	Emirates ••• Canada	75%	43	= Croatia	62%	69	Dominican	52%
18	■ Estonia	75%	44	■ Oman	62%	70	Republic Kazakhstan	52%
19	China	74%	45	₽ Panama	62%	71	■ Razakiistaii	49%
20	■ Bahrain	74%	46	■ Albania	61%	72	Russia	49%
21	Slovenia	74%	47	E Iceland	61%	73	= Iran	48%
22	Czech Republic	73%	48	Morocco	60%	74	≥ Philippines	45%
23	Latvia	73%	49	Colombia	60%	75	■ Ireland	43%
24	<u></u> India	72%	50	⊞ Greece	60%	76	Ecuador	42%
25	Switzerland	71%	51	- Indonesia	59%	77	Lebanon	41%
26	■ Denmark	71%	52	■ Jordan	58%	78	Sri Lanka	40%



The fast keep getting faster

The best performers in our speed rankings continue to push LTE to its technological limits. 15 countries now deliver typical downloads in excess of 30 Mbps.

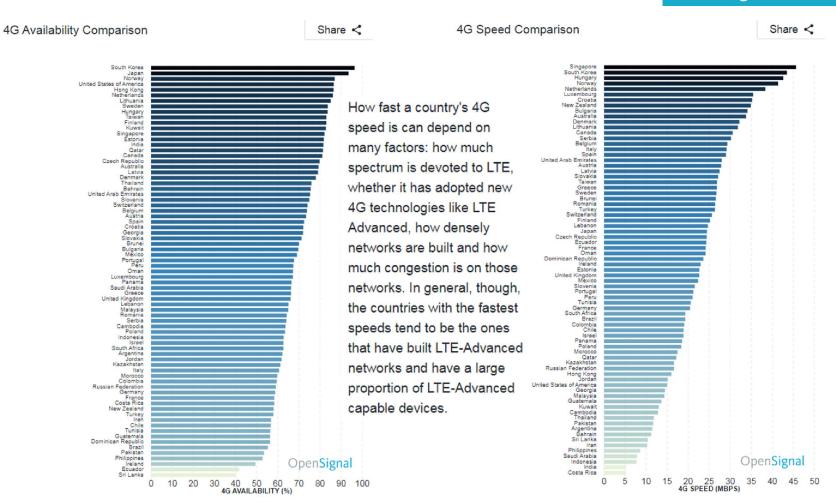
OpenSignal's average measured LTE speed globally, however, is dropping as more countries bring lower capacity networks online.

https://en.wikipedia.org/wiki/List_of_countries_by_4G_LTE_penetration



Global LTE Statistics

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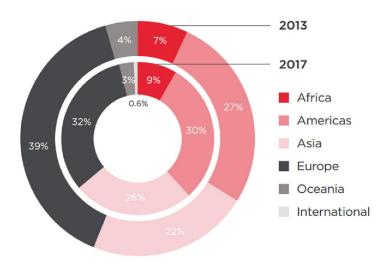


Source: OpenSignal

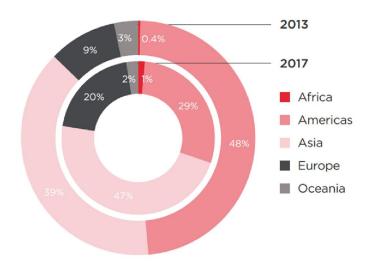


Regional LTE Deployments/Connections and Forecast

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LTE Deployments by Region 2013/2017



LTE Connections by Region 2013/2017

Source: GSMA Intelligence 2014



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New complexity in the network structure requires sophisticated solutions for network optimization

- Fast trouble shooting
- Detailed network diagnoses

The new service platforms will interact intensely with the network components and will require frequent network updates

- Root cause analyses will be more important
- Automated regression tests will be essential

QoS/QoE will also depend on smartphone and app interaction

Need for parallel channel of testing with smart phones/real devices

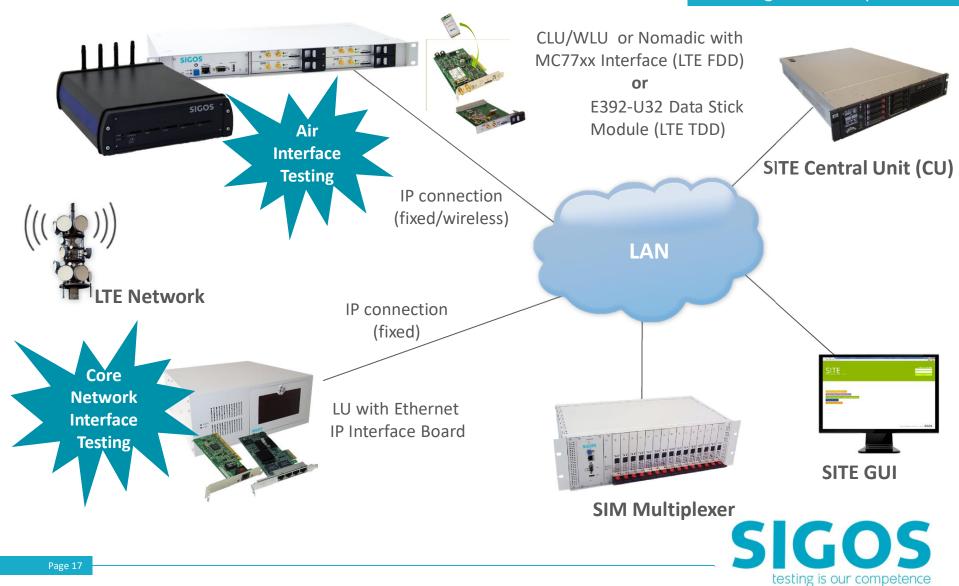
Voice based services in LTE require new solutions

Solutions like CSFB and VolTE to be tested specifically

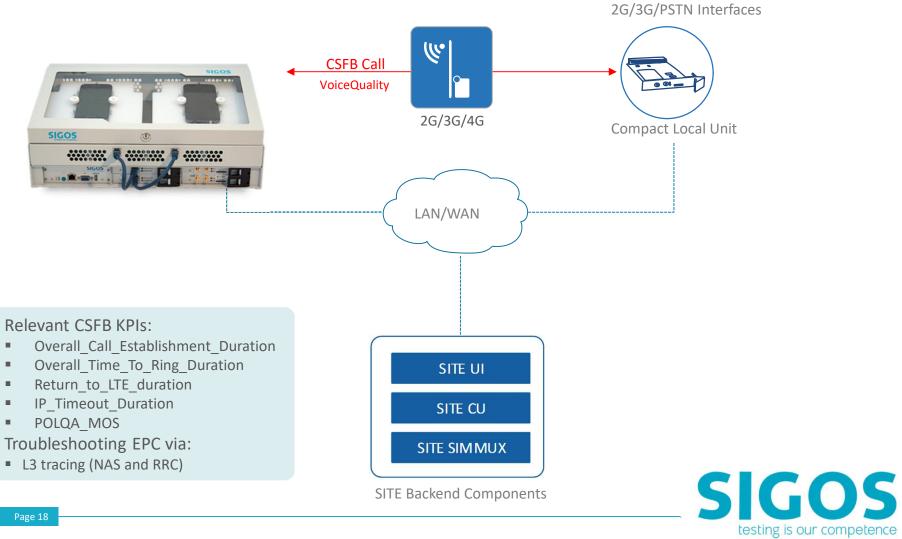


LTE Testing

Air and Core Network Interfaces Test Concept

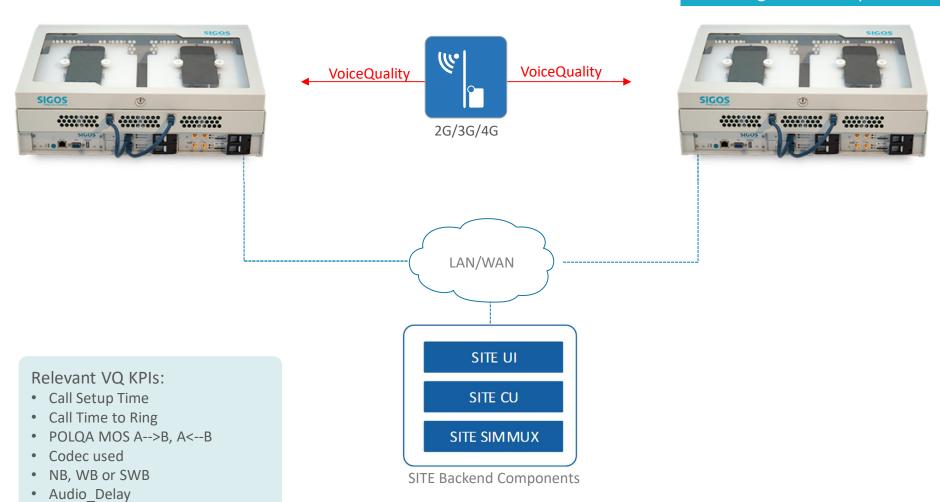


CSFB Smartphone



Voice Quality (incl. HD) on Smartphone

Testing is our Competence



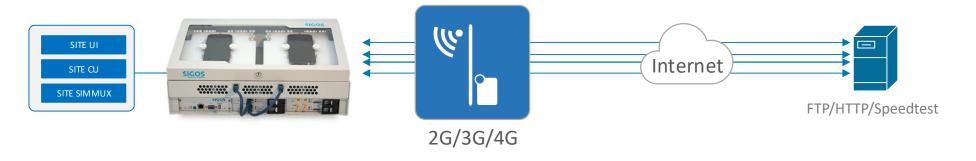
Note: For HD Quality Check, dedicated AMR-WB capable smartphone needs to be connected in the Hybrid CLU



Smartphone Data Speed Testing



TCP Session

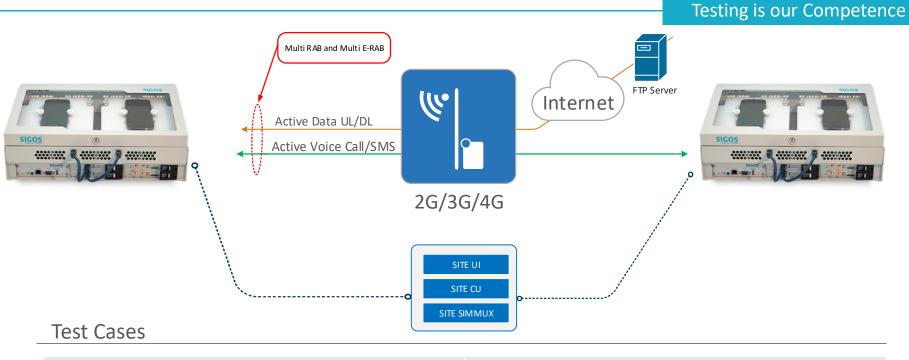


Test Cases

DG_FTP/HTTP_DL/UL	This test case initiates an FTP/HTTP UL/DL session
DG_SpeedTest	This test case initiates a speedtest session
KPIs: HTTP/FTP/Speedtest throughput in DL/UL	
Data Speed Troubleshooting: available via L3 (NAS and RRC)	
Supported Network Types: GSM, UMTS, LTE	
oupported items in types com, office, and	



Multi RAB and E-RAB Testing on Smartphone



DG_MutiRAB_Voice_MX_w_backgrd_FTP	This test case initiates an FTP UL/DL session, once established, it Originates/Terminates a Voice Call.
DG_MutiRAB_SMS_MX_w_backgrd_FTP	This test case initiates an FTP UL/DL session, once established, it Originates/Terminates an SMS.

KPIs: POLQA MOS (optional), FTP DL/UL Throughput, VoiceCall establishments durations, E2E_SMS_Durations Multi (E) RAB troubleshooting: available via L3 (NAS and RRC) Supported Network Types: GSM, UMTS, LTE



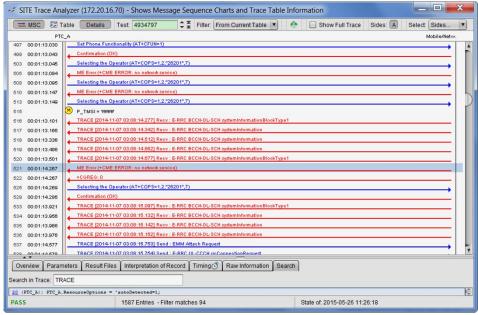
Layer 3 Traces from Smartphones

Testing is our Competence

 Layer 3 messages from UEs (NAS and RRC) are an important tool for troubleshooting and extracting KPIs

- With SITE 2.10, L3 messages are available for the Samsung Galaxy Family with Qualcomm Chipsets:
 - Standard device firmware
 - Root-access device firmware







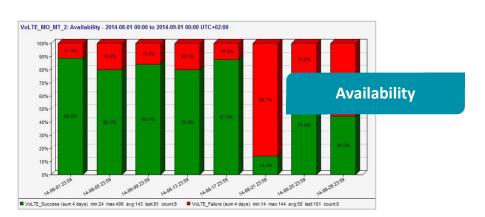
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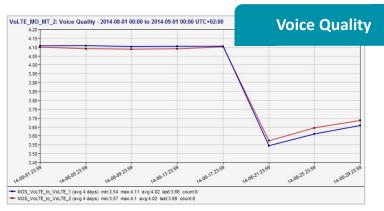
LTE Report Templates – VolTE Example

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VoLTE MO MT Service Performance



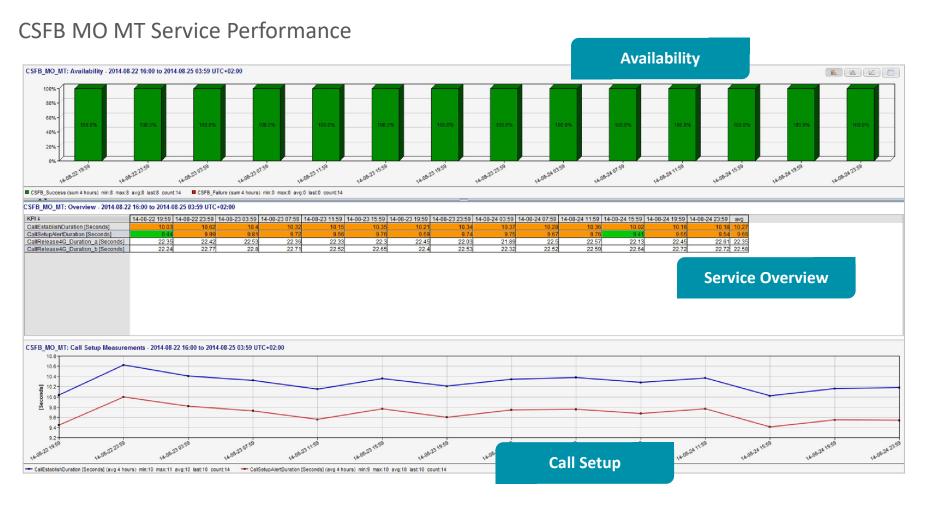




KPI ↓	14-08-01 23:59	14-08-05 23:59	14-08-09 23:59	14-08-13 23:59	14-08-17 23:59	14-08-21 23:59	14-08-25 23:59	14-08-29 23:59	avg
a_IMS_RegistrationDuration [Seconds]	1.92	1.95	1.95	1.67	1.73	1.17	2.28	2.05	1.8
a_SIP_TotalRegistrationDuration [Seconds]	6.01	6.08	6.17	7.15	6.79	6.56	5.74	4.86	6.1
EndToEndSessEstablishDuration [Seconds]	1.28	1.29	1.37	1.47	1.37	1.83	1.29	1.32	1.3
a_SIP_DeregistrationDuration [Seconds]	4.06	4.03	4.03	4.04	4.03	4.03	3.28	3.4	3.9
a_RTP_AvglpdvRx [Milliseconds]	0	-0.7	-64.23	-46.13	-39.94	-14.5	-47.85	-51.17	-26.5
a_RTP_AvgJitterRx [Milliseconds]	0.87	1.06	0.97	0.91	0.96	1.1	1.93	1.91	1.1
a_RTP_NumPacketsLostRx	-840.21	0	0.02	0	0.11	0	0.1	0	-118.1
a_RTP_NumPacketsLostTx	-840.21	0	0	0	0	0	0	0	-118.1
ActiveSpeechLevelDegraded_1 [dBov]	-27.78	-27.78	-27.78	-27.78	-27.78	-27.82	-27.37	-27.36	-27.7
ActiveSpeechLevelDegraded_2 [dBov]	-27.78		-27.78			-27.79	-27.35	-27.35	
ActiveSpeechLevelReference_1 [dBov]	-27.72	-27.73	-27.73	-27.73	-27.73	-27.59	-27.24	-27.24	-27.6
ActiveSpeechLevelReference_2 [dBov]	-27.72	-27.73	-27.73	-27.73					-27.6
ActiveSpeechRatioDegraded_1	0.41	0.41	0.41	0.41					0.4
ActiveSpeechRatioDegraded_2	0.44	0.44 0.44 0.44 0.44 Service Over							0.4
ActiveSpeechRatioReference_1	0.55	0.55	0.55	0.55	JE	IVICE	Overvi	EW	0.5



LTE Report Templates – CSFB Example





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Challenge:

- Verifying the LTE roaming services from the GSMA's Standard International Roaming Agreements: AA.12/ AA.13/ AA.14
- Ensuring QoS for LTE services in roaming scenarios and offering the same
 LTE experience as in the home network

Solution:

- IR.38 Automated Test Case Suite
 - Mandatory pre-defined set of tests used for testing roaming agreements,
 can be executed ad-hoc or periodically
- LTE Global Roaming Quality (GRQ)
 - Framework developed by SIGOS to test LTE services for roaming subscribers
 - Periodic testing and reporting for the most important KPIs



Benefits:

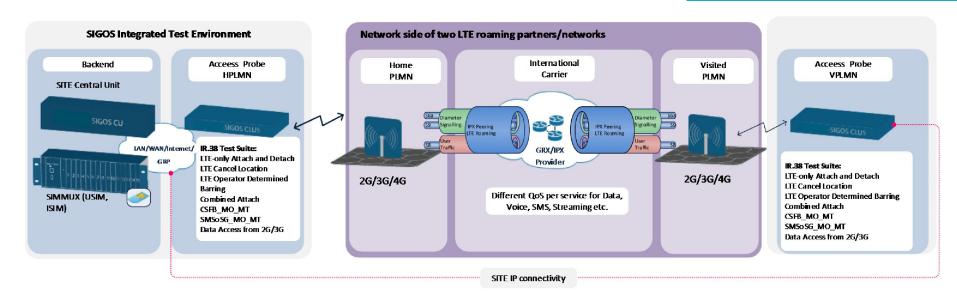
- Verify the LTE roaming services from the GSMA's Standard International Roaming Agreements
- Ensure that your roaming partners respect SLAs
- Determine subscribers to use mobile data when roaming, by offering guaranteed QoS



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SITE IR.38 Test Suite



- Provides end-to-end functional capability tests for roaming services over LTE: LTE data,
 CSFB voice and SMS over SGs
- Validation of LTE roaming interoperability for HPLMN (a) and VPLMN (b)
- Automated IR.38 test suite execution
- Automated IR.38 GSMA template report creation
- Ad-hoc or periodic execution for each individual test case within the IR.38 suite



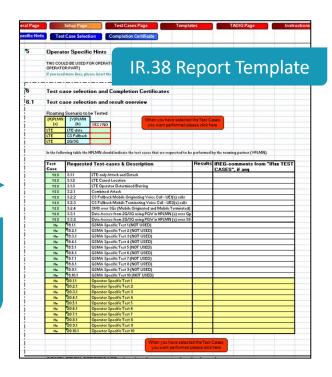
SITE IR.38 Test Case Support

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IR.38 Test-cases & Description	SITE support
LTE-only Attach and Detach	Υ
LTE Cancel Location	Υ
LTE Operator Determined Barring	Υ
Combined Attach	Υ
CS Fallback Mobile Originating Voice Call - UE1(a) calls UE2(a)	Υ
CS Fallback Mobile Terminating Voice Call - UE2(a) calls UE1(a)	Υ
SMS over SGs (Mobile Originated and Mobile Terminated)	Υ
Data Access from 2G/3G using PGW in HPLMN (a) over Gp Interface	Υ
Data Access from 2G/3G using PGW in HPLMN (a) over S8 Interface	Υ

Automated creation of IR.38 GSMA report

template with outcome and verdicts





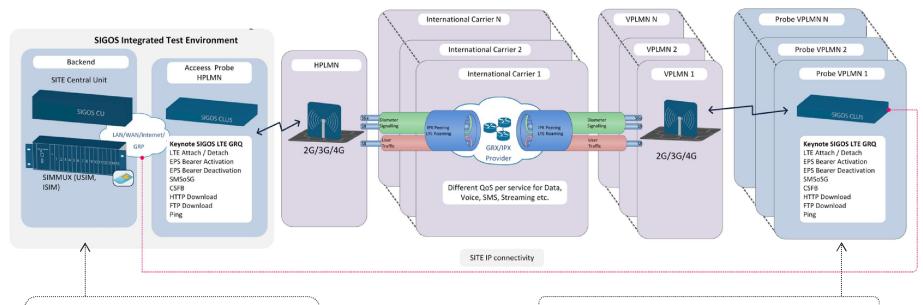
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- The SIGOS LTE GRQ framework provides KPIs for:
 - LTE Attach/Detach
 - Activation/Deactivation of Default EPS bearers
 - HTTP and FTP Download, Ping
 - CSFB Service Performance
 - SMSoSG Service Performance



LTE GRQ Testing with SITE



- Resources for LTE GRQ tests (SIM cards and locations) are available in SITE through GRP
- Testing can be performed ad-hoc or scheduled periodically
- Result analysis and representation are available via the SITE reporting engine

- Test cases will run on probes located in the selected VPLMNs
- Current LTE probe footprint covers 82 networks and is constantly expanding



Example LTE GRQ Report

RQ LTE KPIs per Operator - 2014-08-25 00:00 to 2014-09	.01 00:00 UTC+01:00														H.				
KPI↓	Operator A	Operator B	Operator C	Operator D	Operator E	Operator F	Operator G	Operator H	Operator I	Operator J	Operator K	Operator L	Operator M	Operator N	Operator O	Operator P	Operator Q	Operator R	Operator S
01AV LTE Attach Success Ratio [Percent]	94.87	62.16	72.5	100	100	100	100	93.42	100	100	99.41	100	100	100	100	100	100	100	
02AH LTE Attach Duration [Seconds]			-																
03AV LTE Attach Duration [Seconds]	8.33	9.19	8.89	5.67	5.17	5.94	5.12	9.43	9.88	8.51	6.46	7.21	7.33	6.38	6.52	4.51	4.43	2.85	13
04AH LTE Attach Duration [Seconds]			-									-							
05AV LTE Detach Success Ratio [Percent]	100	100	100	100	100	100	100	97.87	100	100	100	100	100	100	100	100	100	100	
06AH LTE Detach Success Ratio [Percent]																			
07AV LTE Detach Duration [Seconds]	3.08	1.64	2.1	2.89	1.65	1.97	5.12	6.93	2.28	2.9	2.78	3.01	4.01	2.78	3.06	2.3	2.14	4.61	
08AH LTE Detach Duration [Seconds]			-															-	
09AV LTE Default EPS SuccessRatio Activation [Percent]	98.88	96.67	100	100	100	100	100	97.65	94.64	87.25	100	100	100	100	100	100	100	100	
10AH LTE Default EPS SuccessRatio Activation [Percent]		-	-									_	-			-			
11AV LTE Default EPS Bearer Activation Duration [Seconds]	4.98	2.96	3.46	2.88	2.61	2.34	2.87	2.82	2.64	3.24	2.96	2.53	2.87	2.02	1.45	2.69	2.6	0.74	
12AH LTE Default EPS Bearer Activation Duration [Seconds]		-	_		-	-							-		-	-	-		
13AV LTE Default EPS Success Ratio Deactivation [Percent]	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
14AH LTE Default EPS Success Ratio Deactivation [Percent]			-									-		-					
15AV LTE Detach Duration [Milliseconds]	3083.95	1644.44	2097.95	2892.8	1649.93	1973.94	5117.22	6932.22	2277.7	2898.24	2777.33	3008.75	4010.33	2776.5	3056.75	2301	2137	4611	2200
16AH LTE Detach Duration [Milliseconds]			-									-							
17AV LTE SMSoSG Success Ratio [Percent]	92.86	57.14	100	100	100	100	100	100	96.55	86.21	33.33	90.91	100		100		100		
18AH LTE SMSoSG Success Ratio [Percent]	100	100	100	100	100	100	100	95.65	100	100		100		-				-	
19AV LTE SMSoSG Send Duration [Seconds]	4.12		- 5	3.75	3.16	4.73	5.69	4.63	7.21	6.69	6.29	3.82	4.84		4.57		4.4		-
20AH LTE SMSoSG Send Duration [Seconds]	2.8	4.03	3.81	4.39	1.62	1.53	4.39	3.29	1.4	4.54		1.83	-				-	-	
21AV LTE SMSoSG End2End Duration [Seconds]	6.6	8.35	7.86	7.02	5.48	7.71	8.78	7.65	9.59	14.21	8.15	6.83	8.08		7.63		7.6	-	
22AH LTE SMSoSG End2End Duration [Seconds]	6.83	9.86	8.16	7.84	9.54	6.61	9.62	7.67	8.74			7.79				-	-		
23AV LTE HTTP DL Success Ratio [Percent]	96.15		95.83	100			100	90	95.56	100	100	100		100	100			-	
24AV LTE HTTP TCP Handshake Duration [Seconds]	0.78	0.72	0.97	0.47			0.44	0.76	0.61	0.92	0.77	0.92		0.39	0.38				
25AV LTE Data Download Duration App [Seconds]	25.82	14.75	25.48	10.72			22.48	72.04	21.21	27,91	12.98	47.86		4.87	22.2			-	1
26AV LTE DNS Duration App [Seconds]	0.49	0.42	0.66	0.89			1.09	0	0.05	0.91	0.58	1.16		0.93	0.98				
27AV LTE Download Duration App [Seconds]	29.98	19.04	29.02	12.2			23.67	80.78	26.71	31.22	15.91	51.11		5.75	23.38				1
28AV LTE HTTP Mean Data Rate App [MBits/s]	0.22	0.24	0.19	0.34			0.25	0	0.01	0.22	0.23	0.09		0.48	0.11				
29AV LTE NumberOfTcpConnections	5.44		5.61	4.63			1	10.81	9.09		5.12	2.33		5	5				
30AV LTE FTP DL Success Ratio [Percent]	98.08	100	85.71	100	100	95.83	100	90.91	100	67.44	98.8	100		100	66.67	100	100	-	
31AV LTE FTP TCP Handshake Duration [Seconds]	1.42		0.67	0.78	0.31	0.4	1,12	1.03	0.84	0.88	0.72	0.97		0.56	1.04	0.41	0.51		
32AV LTE FTP Mean Download Rate [MBits/s]	0.69	0.92	0.9	1.89	1.78	2.13	1.74	0.4	0.05	0.78	0.73	0.58	0.77	0.51	0.61	1.73	0.32	_	
33AV LTE Ping ps Success Ratio [Percent]	100	_		100	100	100	100	75	100	50						100	100	100	
34AV LTE Round Trip Delay [Seconds]	0.96			0.28	0.19	0.31	0.21	0.63	0.67	0.66		-				100	0.29	100	_
35AV LTE PingPacketLossPercent [Percent]	0.50			0	0.10	0	0.48	27.5	0.01	5.1						30	40	0	



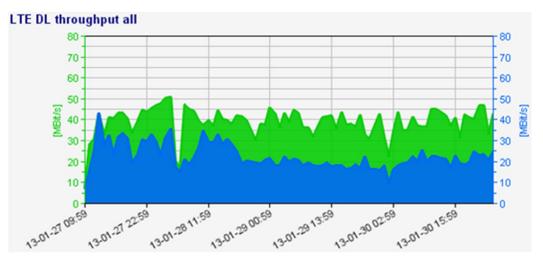
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LTE Test Scenario: FTP Download, Web Browsing

Testing is our Competence

LTE Mean Download Rate - Live Network



- Mean Download Rate LTE: ~25 Mbits/s (avg.)
- Max. Download Rate LTE: ~35 Mbits/s (avg.)

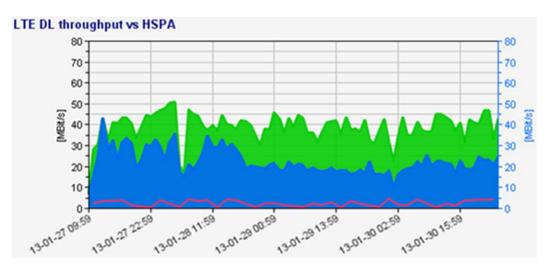
- FIELD Measurement Operator 1
- Signal Level RSRP: -86
- FTP Download File Size:60 MB

→ Realistic expectation in a live LTE network: Mean Download rate of 25-40 Mbit/s!



LTE Test Scenario: FTP Download, Web Browsing

Testing is our Competence

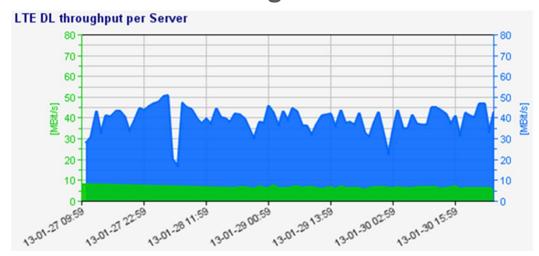


- Mean Download Rate LTE: ~25 Mbits/s (avg.)
- Max. Download Rate LTE: ~35 Mbits/s (avg.)
- Max. Download Rate HSPA: ~4 Mbits/s (avg.)
- → Significantly higher LTE Download rates versus HSPA (approx. 8 times higher)!

- FIELD Measurement -Operator 1
- Signal Level RSRP: -86
- FTP Download File Size:60 MB



FTP Download Testing with Local server vs. External sever

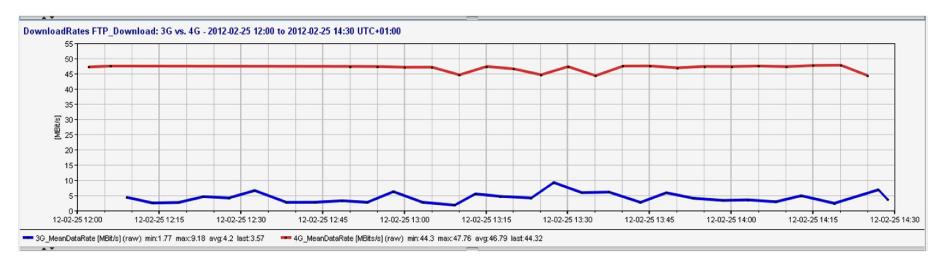


- FIELD Measurement -Operator 1
- Local server: in the country
- External server: outside the country

- Max. Download Rate LTE from local server: ~35 Mbits/s
- Max. Download Rate LTE from external server: ~15 Mbits/s
- → Server location and bandwidth have significant effects on test results!
- → Compared to external server, local server delivers more than double the download rate!



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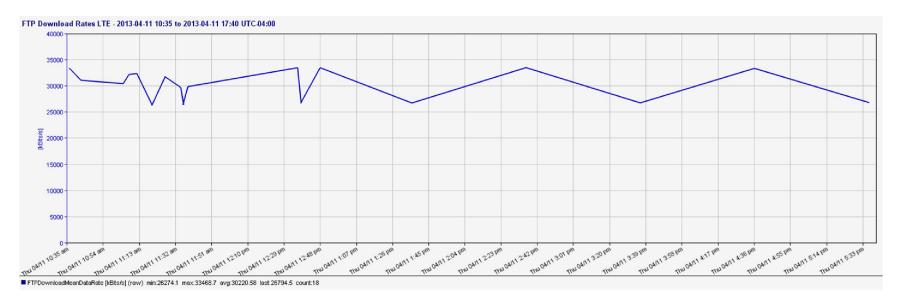
- Mean Download Rate LTE: ~47 Mbits/s
- Mean Download Rate 3G: ~5 Mbits/s

FIELD Measurement Operator 2

→ Significantly higher LTE Download rates compared to 3G (approx. 9 times higher)!



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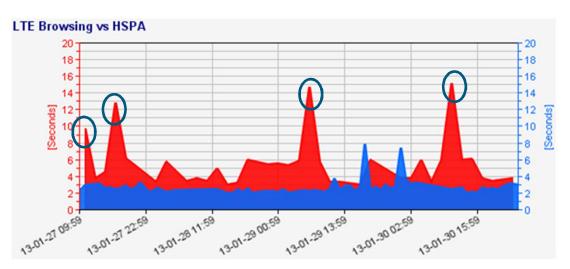


- → Mean Download rate of 25-40 Mbit/s could be a realistic expectation in a Live LTE network!
- FIELD Measurement -Operator 4
 - ITF Mean Download Rate: ~30 Mbits/s



LTE Test Scenario: FTP Download, Web Browsing

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FIELD Measurement - Operator 5

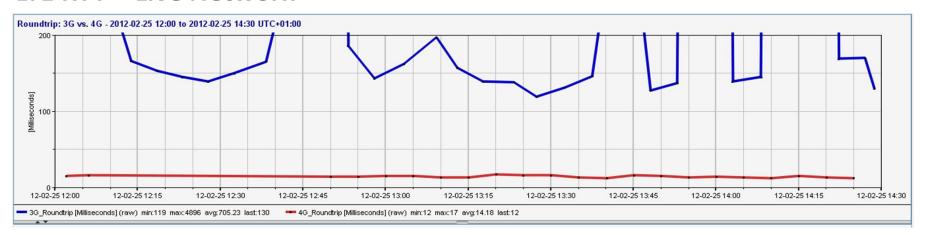
- LTE Browsing duration: ~3 sec. No clipping, relatively constant
- HSPA Browsing duration: ~6 sec . High clipping up to 15 sec
- → Measured LTE Browsing duration is 50% shorter compared to HSPA!
- → Improved User Experience!



LTE Test Scenario: Ping Round Trip Time

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LTE RTT – Live Network



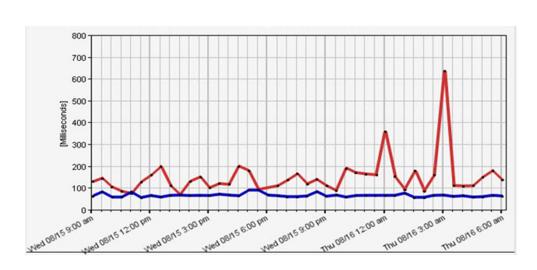
- RTT LTE: Min. ~12 ms, Max. ~17 ms, Avg. ~15 ms
- RTT 3G: Min. ~120 ms, Max. ~4100 ms, Avg. ~700 ms*
- FIELD Measurement Operator 2

→ Significantly shorter RTT values with LTE compared to 3G!



LTE Test Scenario: Ping Round Trip Time

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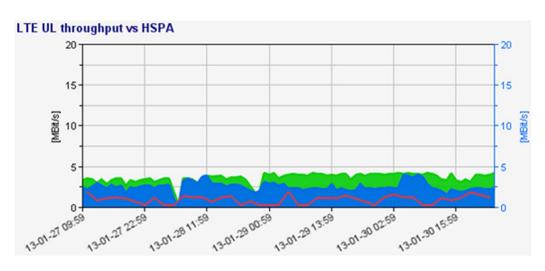
FIELD Measurement -Operator 6

- RTT LTE: Stable measured values. Min. 56 ms, Max. 90 ms, Avg. 66 ms
- RTT 3G: Fluctuating measured values reaching up to 637 ms. Min. 69 ms, Max. 637 ms, Avg. 150 ms
- → Average measured LTE RTT is 50% shorter compared to 3G!



LTE Test Scenario: FTP Upload

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- FIELD Measurement Operator 7
- Signal Level RSRP: -96
- FTP Upload File Size: 27 MB
- External FTP server used

- Mean Upload Rate LTE: ~2.5 Mbits/s (avg.)
- Max. Upload Rate LTE: ~4 Mbits/s (avg.)
- Max. Upload Rate HSPA: ~2 Mbits/s (avg.)
- → Limitations due to the use of an external FTP server!
- → Maximal Upload Rate of LTE double to that of HSPA!
- →Improved user experience!



- SIGOS An Introduction
- Global LTE Statistics
- LTE: The Need for Testing
- LTE Reports
- LTE Roaming
 - LTE: IR.38 Testing
 - GSMA LTE GRQ
- LTE Test Scenarios
- LTE: SIGOS Customer Case Studies



Customer Case Study #1: Claro Argentina

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SITE deployment

Argentina - 15 locations ✓ Bahía Blanca Installed ✓ Buenos Aires - Av. de Mayo GSM and 3G ✓ Buenos Aires - Forest ✓ Buenos Aires - Jonte GSM, 3G and PSTN ✓ Buenos Aires - Torcuato LTE ✓ Comodoro Rivadavia ✓ Córdoba luPS card ✓ Corrientes ✓ Mar del Plata LAN card ARGENTINA ✓ Mendoza Mobile LU √ Neuguén ✓ Rosario ✓ Salta ✓ Santa Fe ✓ Tucumán Uruguay ✓ Montevideo **Paraguay** ✓ Asunción Claro'-

Customer Case Study #1: Claro Argentina

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Speed Tests for LTE and UMTS





Customer Case Study #2: Vodafone Netherlands

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Test Interfaces of SITE

Um (2G air)

Uu (3G air)

LTE_Uu (4G air)

Device Gateway (CSFB & HD Voice)

VolP

GSM A (BSC -> MSC)

GSM_Gb (BSC -> SGSN)

IuCS (RNC -> MSC)

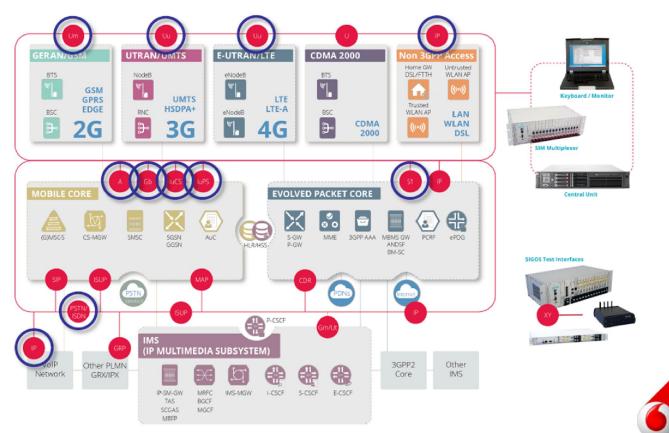
IuPS (RNC -> SGSN)

S1 (eNodeB -> MME)

PSTN

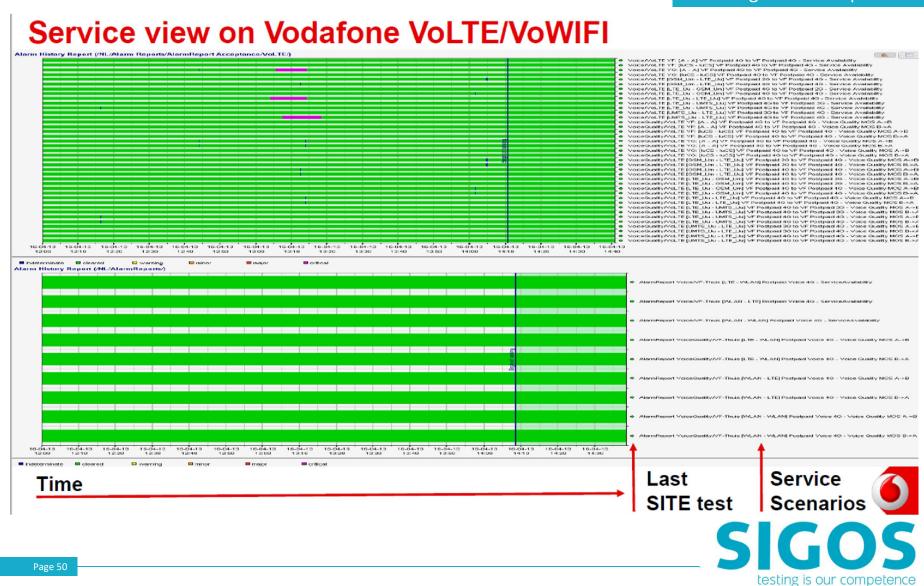
ISDN

(W)LAN



Customer Case Study #2: Vodafone Netherlands

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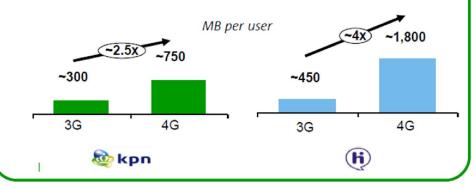
Customer Case Study #3: KPN Netherlands

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A growing customer base, using an increasing amount of data.

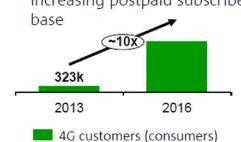
4G providing upselling opportunities for higher data bundles

- Nationwide 4G coverage; significantly ahead of competition
- > 4G accessible to all customers
 - Included in all KPN and Hi propositions
 - · Add-on available for other brands



Customer growth

4G to support focus on increasing postpaid subscriber base



 Overall mobile NPS highest in the market supported by 4G





Customer Case Study #3: KPN Netherlands

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Achievements LTE roaming roll-out SIGOS Roaming Implementations



100 unilateral LTE roaming services in first 8 months



200 unilateral LTE roaming services after 12 months





Customer Case Study #3: KPN Netherlands

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YES! 600.000 EURO!



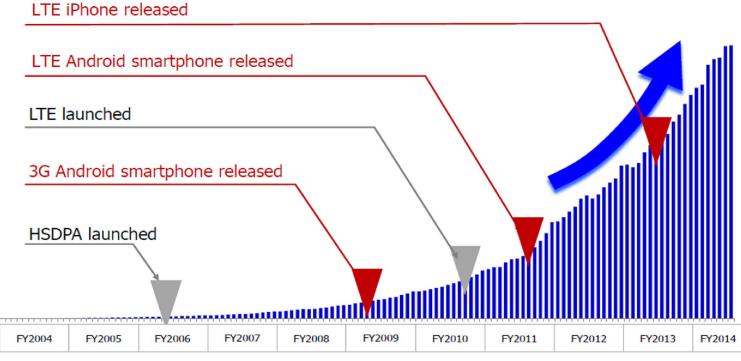
Customer Case Study #4: NTT DoCoMo Japan

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Data Traffic Trend on DOCOMO Network

döcomo

→ Increasing trend expected to continue





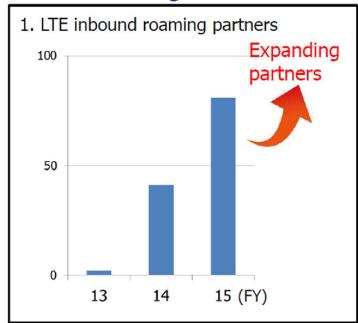
Customer Case Study #4: NTT DoCoMo Japan

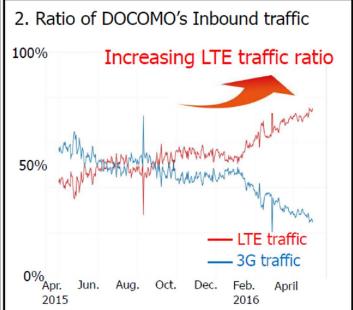
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Increasing LTE Inbound Traffic

döcomo

- 1. Expanding DOCOMO's LTE inbound roaming partners
- 2. Increasing LTE inbound traffic ratio







Improving LTE network quality of inbound roaming services becomes more important



Customer Case Study #4: NTT DoCoMo Japan

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B 2013

Launching VolTE Roaming

döcomo

Docomo launched bilateral VoLTE roaming service in 2015 for the first time in the world



DOCOMO expects to expand its VoLTE roaming service with other countries



VolTE roaming service quality is expected to become important



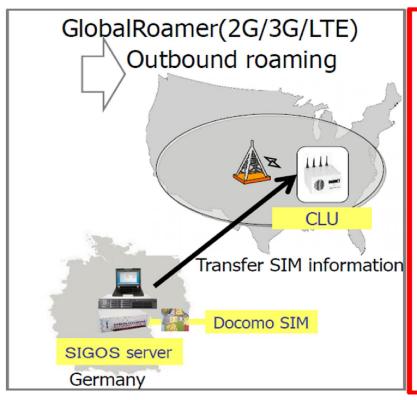
Customer Case Study #4: NTT DoCoMo Japan

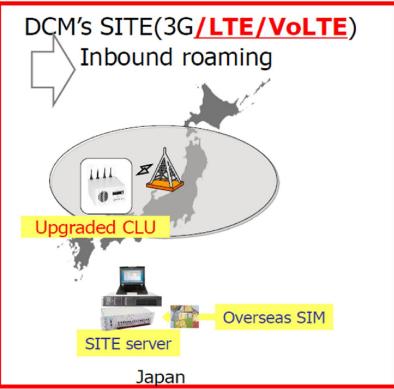
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Adding LTE/VolTE Features for SITE

docomo

DOCOMO expands SITE system in 2016 LTE tests for inbound roaming service become available







Thank you

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Member















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