



# How to Rewrite the MVNO Playbook: The Rise of the MNO-led MVNE



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# Bricks & Stories..

The Shift from Isolation to Ecosystems



**BRICKS**

*alone were not enough*

**STORIES**

*needed a medium*

**MNOs are the bricks**

Infrastructure, spectrum, and wide network coverage

**Telcos need a platform to unlock new growth avenues**

**MVNOs are the stories**

Niche audiences, agile brands, and tailored experiences

# Qvantel + Optiva Powering MVNO/Es Growth

## qvantel + Optiva

2+ Decades of Experience | Proven in both MNO & MVNx markets | Best of both worlds coming together to create a powerful ecosystem

### FlexBSS Suite

A multiplayer-ready core commerce digital BSS platform  
Proven in large MNOs and MVNE ecosystems

### Revenue Management & Digital Ecosystem

Strong revenue management and digital ecosystem capabilities  
Platform proven across multiple MVNOs and innovative startups



70+

Clients From Tier 1s to MVNXs

40

Customer Countries

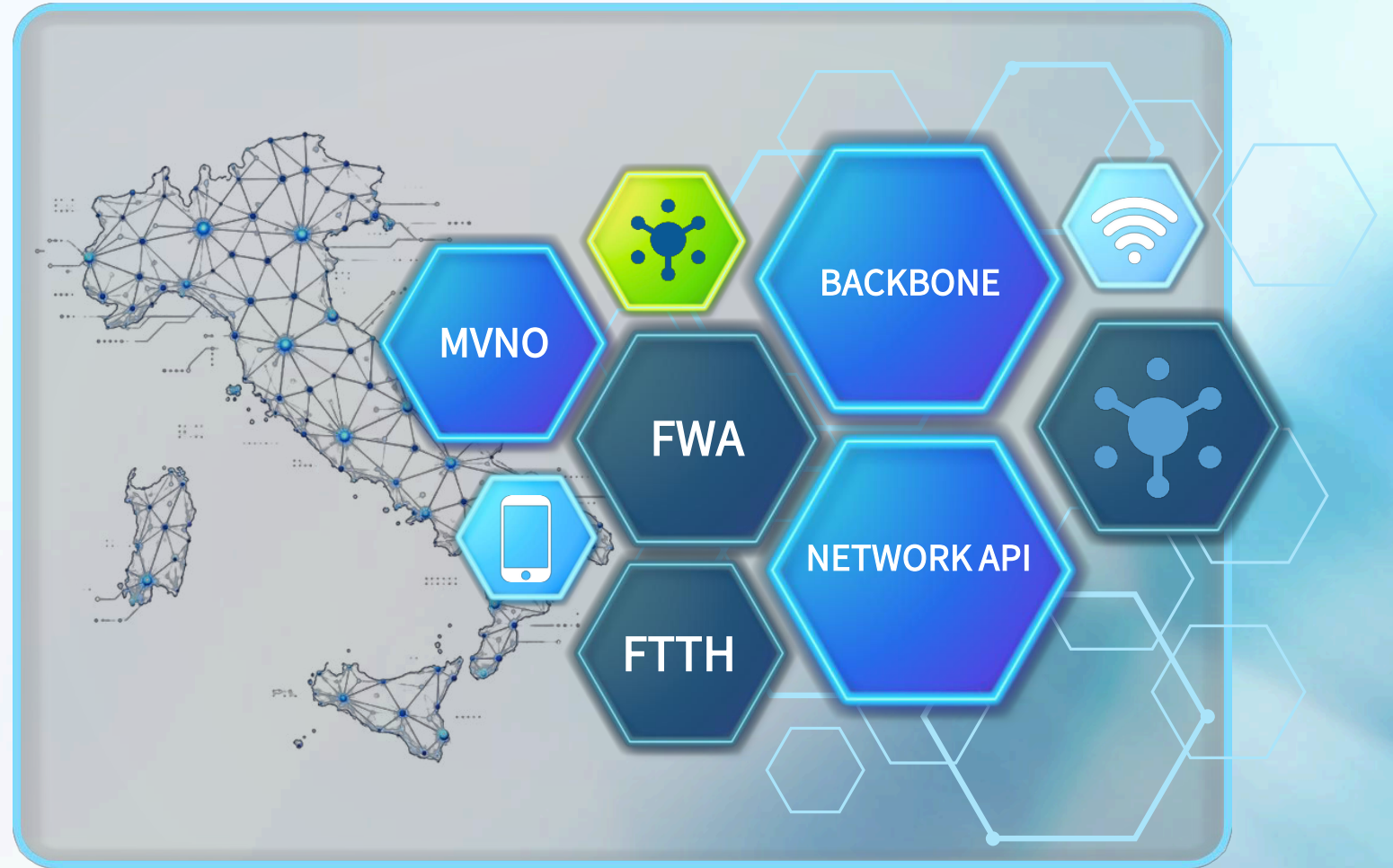
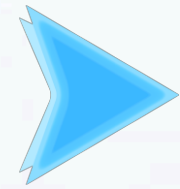
Gartner  
OMDIA IDC  
Analyst  
Recognized

75M+  
subscribers



# Who are Wind Tre and OpNet

...and how to break into the wholesale market in Italy

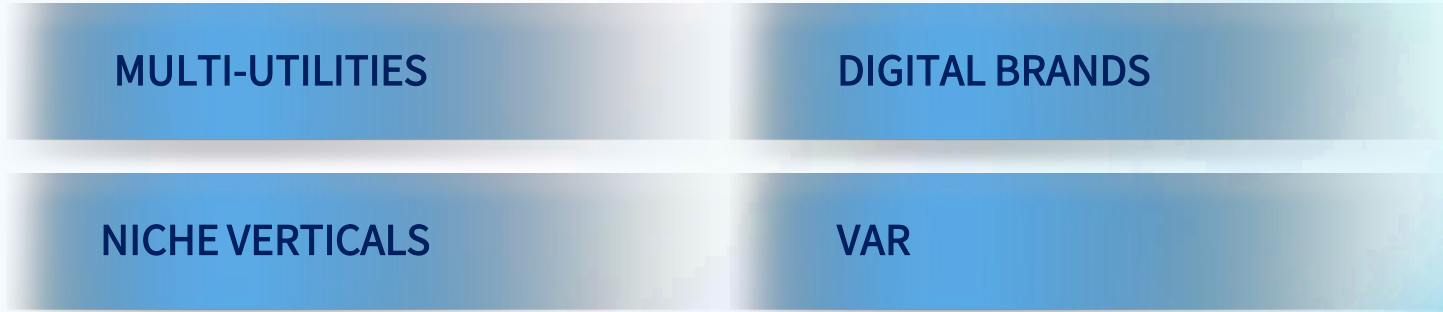




# What is our target

...and what should our MVNE platform look like

## Target Segments



## Platform Identikit



# The Qvantel Platform – Built for the OpNet Identikit

SaaS-ready · Multi-Tenant · API-Driven · Flexible · AI-Native

## Cloud-Native



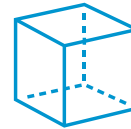
Delivered as a Full SaaS model — multi-tenant by design, so every OpNet MVNO runs on one platform instance with full isolation.

## API-First



Every partner, product and channel is API driven — OpNet's ecosystem connects and monetises without custom integration work.

## Microservices



Flexible components that change independently — launch a new MVNO or offer type in days, not a BSS release cycle.

## Scalable AI



AI built into the platform, not bolted on — OpNet's agents and automation run on live BSS data from day one.

# One Stack. Zero Seams. Uninterrupted Agility.

With Qvantel Flex BSS

## End to End Suite

A single, vertically owned stack lets W3/Opnet ship a new MVNO offer, plan or tenant without integration drag.

## Embedded Telco

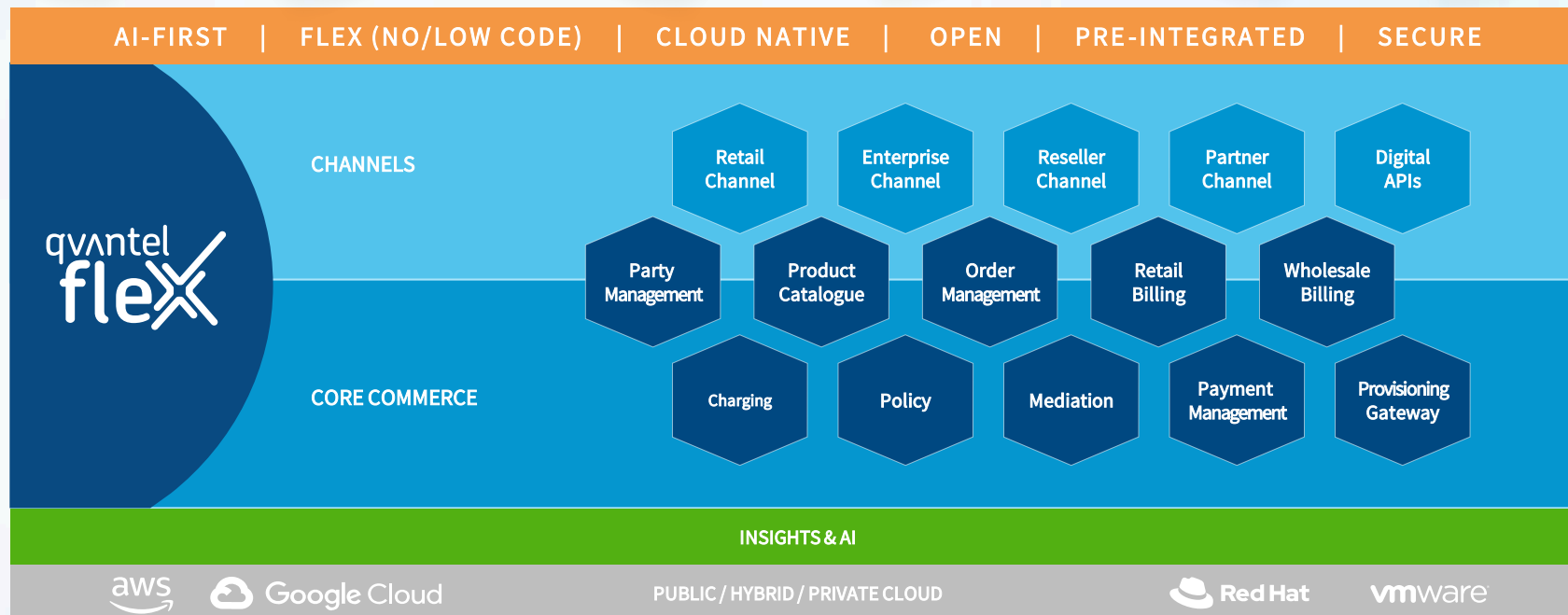
Seamless experience of any Telco connectivity offering, mobile, fixed, broadband etc embedded and ready to bundle to create value

## Premium Monetization

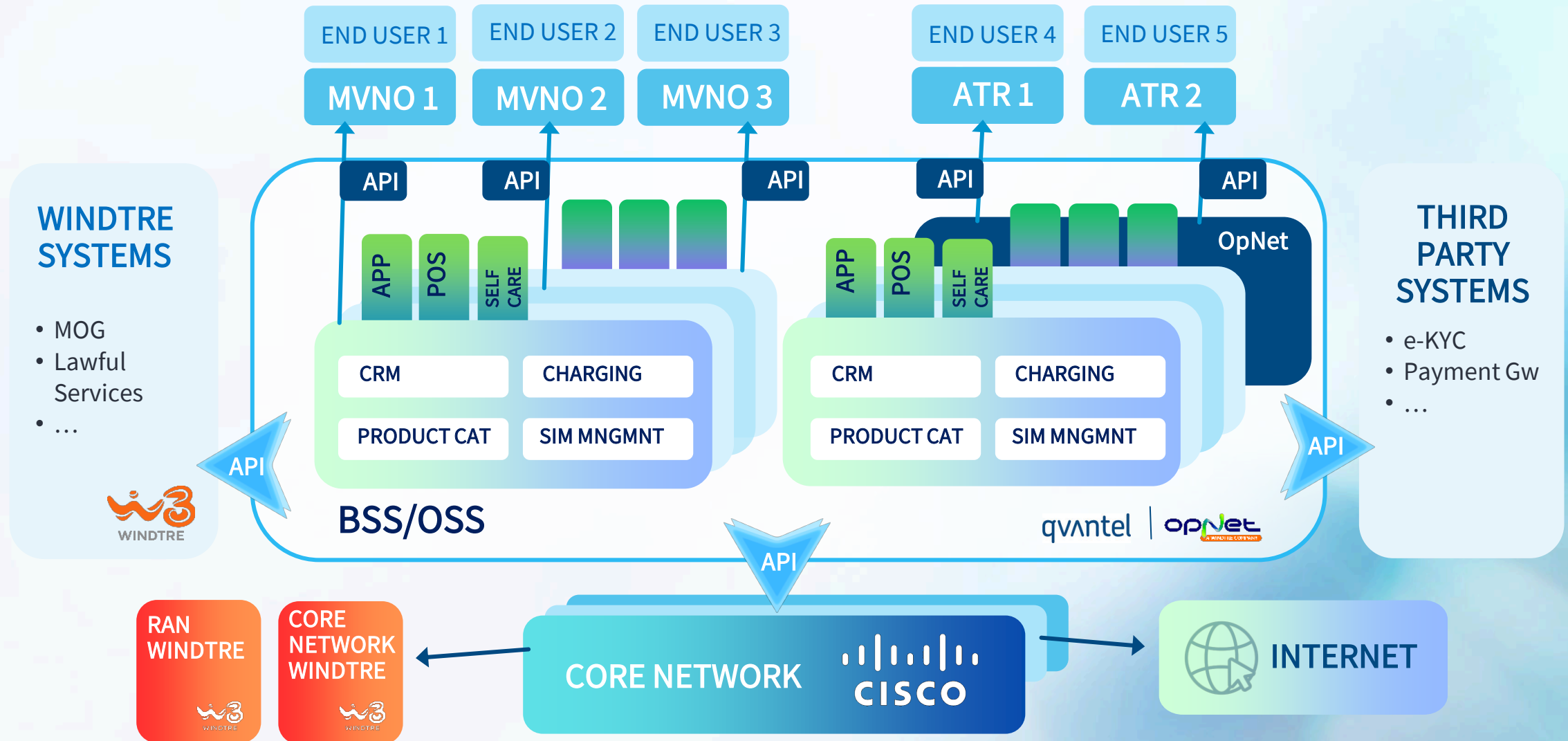
Premium monetization of 5G SA for mission critical and specialized enterprise use cases

## Marketplace Orchestration

Launch 3<sup>rd</sup> party OTT, Fintech or vertical use cases in days with automated revenue sharing and reconciliation models



# Building the MVNE Platform



# Qvantel Flex AI — Agents, Automation & Accelerated Delivery



Customer Self-care



AI-assisted B2C Sales



AI-powered B2B Sales



AI-powered Operations



AI-powered Product Catalogue Management

**AI AGENT FOUNDRY**

- Custom-Built Agents
- Co-Creation Service
- Agent Creation Templates

**CORE AGENTS**

- B2C/B2B Sales Agent
- Self-Care Agent
- Operations Agent
- Catalogue Agent

**AI FABRIC**

- Agent Framework
- Security & Governance

AI-Native Flex Suite with MCPs and Open APIs

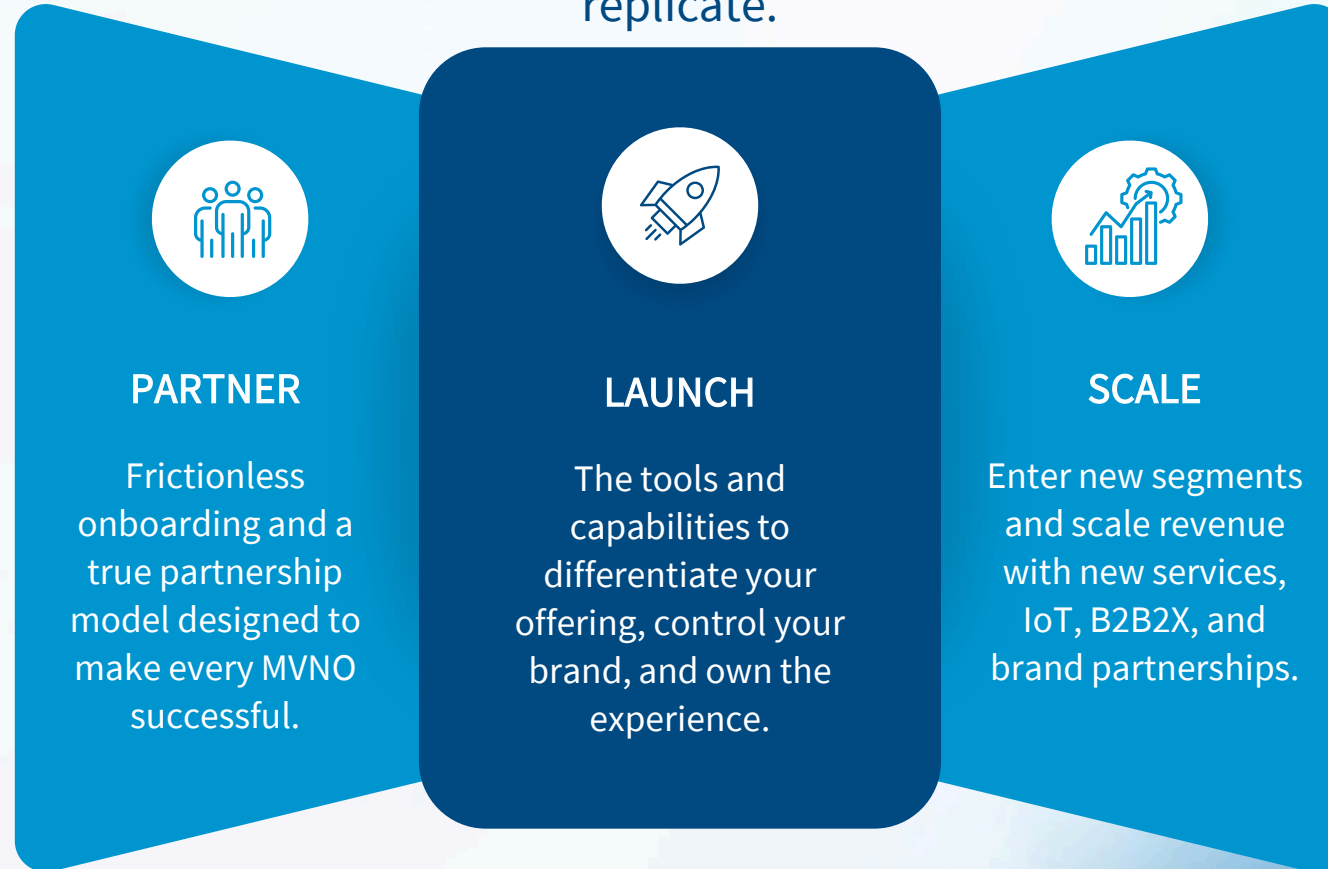
**CSP AI FOUNDATION MODEL OF CHOICE**

TELECOM-NATIVE AI ONTOLOGY | LLM-AGNOSTIC | AUTONOMOUS NETWORK INTERPLAY | AI-ACCELERATED DELIVERY



# Let's **Enable** the Next **25 MVNOs** in Italy — Together.

The platform, partnership, and ecosystem are ready. A blueprint any operator can replicate.



**FASTER TIME-TO-MARKET | NEW REVENUE | BRAND INDEPENDENCE | REPLICABLE MODEL**



*Thank You!*

