



# HNO Service Portfolio

Our Host Network Operator (HNO) service portfolio is organized into four bundled groups of services based on developmental needs. These services are designed to meet any HNO's unique requirements by combining our excellent position in the mobile industry with our deep knowledge of the mobile ecosystem.

We have extensive hands-on experience from start-up operators, mobile vendors, a mobile data laboratory, as well as MVNO and MVNE projects from North America and Europe.

Our objective is to guarantee a clear commercial benefit for HNOs to share their network with MVNOs and execute sound commercial agreements between MVNOs and MVNEs.

## HNO Bundled Services

### Appetizer

- MVNO Evaluation & Analysis
- MVNE Evaluation & Analysis
- Business Strategy & Planning
- MVNO Seminar & MVNE Seminar
- Custom Business Case Development

### Main Course

- MVNO Evaluation & Analysis
- MVNE Evaluation & Analysis
- Business Strategy & Planning
- HNO Network Traffic Analysis
- MVNO Seminar & MVNE Seminar
- Custom Business Case Development
- HNO Workshops/Seminars/Webinars
- Market Research & Competitive Analysis

### A La Carte

With our extensive portfolio of over 20 services, we can create a customized package for any HNOs.

### Full Menu

- Project Management
- Service Benchmarking
- Wholesale Pricing Analysis
- New Revenue Identification
- Competitor SWOT Analysis
- MVNO Evaluation & Analysis
- MVNE Evaluation & Analysis
- Business Strategy & Planning
- HNO Network Traffic Analysis
- Detailed Market Segmentation
- HNO Service Portfolio Evaluation
- MVNO Seminar & MVNE Seminar
- Service & New Product Development
- Custom Business Case Development
- HNO Workshops/Seminars/Webinars
- MVNO Network Architecture Evaluation
- Market Research & Competitive Analysis
- Churn Management & Revenue Assurance
- Measurement of Key Performance Indicators



### About The Besen Group

The Besen Group, LLC is an international management consulting practice to the mobile data industry headquartered in the Washington DC area, with representatives in Paris and Tokyo.

Its mission is to provide mobile data players with tools, knowledge, and services enabling them to perform optimally in their mobile environment.

The Besen Group's competitive edge is based on practical experience with mobile operators, mobile vendors and a mobile data laboratory.

The Besen Group works with CSPs, MVNOs, MVNEs, enterprises, system integrators, mobile vendors, hyperscalers and financial institutions.

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