



For Immediate Release

## The Besen Group Announces 4G Wholesale Business Definitions

### Mobile World Congress 2012

**Washington, D.C., February 27, 2012** (Business Wire) -- The Besen Group, an international mobile data industry management consulting practice headquartered in the Washington DC area, with representatives in Paris and Tokyo, announced today key 4G wholesale business definitions.

"Given that each organization has its own unique definitions in the wholesale industry, we took the initiative to define the key 4G wholesale business terms for the industry," said Alex Besen, Founder and CEO of The Besen Group LLC. "We believe these definitions will ease the communication between media, analysts, investors, lawyers, and industry players."

According to The Besen Group, the key 4G wholesale business definitions are:

- Mobile Network Operator (MNO) is an organization that owns its mobile network infrastructure and allocation of spectrum. It does not open its network to MVNOs, MVNAs and may work with multiple MVNEs.
- Host Network Operator (HNO) is an organization that owns its network infrastructure and allocation of spectrum. It opens its network to MVNOs, MVNAs, and may work with multiple MVNEs.
- Mobile Virtual Network Operator (MVNO) is an organization that offers mobile and mobile data services with or without spectrum. Note that the spectrum can be licensed or unlicensed. It may work with multiple HNOs, MVNAs, and MVNEs.
- Mobile Virtual Network Aggregator (MVNA) is an organization that combines multiple MVNOs and may work with multiple HNOs, and MVNEs.
- Mobile Virtual Network Enabler (MVNE) is an organization that offers managed services and may work with multiple MNOs, HNOs, MVNEs and MVNAs.

The Besen Group offers the following consulting and training services to 4G wholesale companies:

- HNO Service Portfolio ([www.thebesengroup.com/downloads/HNO.Service.Portfolio.pdf](http://www.thebesengroup.com/downloads/HNO.Service.Portfolio.pdf))
- MVNE Service Portfolio ([www.thebesengroup.com/downloads/MVNE.Service.Portfolio.pdf](http://www.thebesengroup.com/downloads/MVNE.Service.Portfolio.pdf))
- MVNO Service Portfolio ([www.thebesengroup.com/downloads/MVNO.Service.Portfolio.pdf](http://www.thebesengroup.com/downloads/MVNO.Service.Portfolio.pdf))
- 4G Wholesale Seminar ([www.thebesengroup.com/downloads/Mobile.Wholesale.Seminar.pdf](http://www.thebesengroup.com/downloads/Mobile.Wholesale.Seminar.pdf))
- MVNE Seminar ([www.thebesengroup.com/downloads/MVNE.Seminar.pdf](http://www.thebesengroup.com/downloads/MVNE.Seminar.pdf))

### About The Besen Group ([www.thebesengroup.com](http://www.thebesengroup.com))

The Besen Group 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.

#### Contact:

Alex Besen  
Tel: +1.703.981.8168  
Email: [alex@thebesengroup.com](mailto:alex@thebesengroup.com)

#### Press Contact:

Mike Houghton  
Tel: +1.703.799.7383  
Email: [houghton@communicate.com](mailto:houghton@communicate.com)