Blockchain Changes The Telecom Industry
The main principles of Blockchains

**Shared ledger:**
all participants have unified list of transactions on own servers

**Consensus:**
all participants agree that a transaction is verified and valid

**Decentralized control:**
all participants know who owns the asset and where it came from

**Data integrity:**
a validated transaction couldn’t be modified or deleted
What is Blockchain ecosystem for Telecom industry?

**What target**
- direct interaction between mobile operators without intermediators, agreements and integration

**How interacts**
- set of transactions called “Smart Contracts”

**Who owns**
- mobile operators who joined the ecosystem

**How to join**
- by voting of the ecosystem members

**What software**
- open-source, any operator can review it

**How to pay**
- direct payments between operators in SDR (“Special Drawing Rights”)

OPEN TRANSSPARENT RELIABLE
Digital Identity (complies with GDPR 2018)

1. Fills the ID form with attached scans
2. Validates the data and publishes their Hash
3. Sends request for personal data when Subscriber buys a Package
4. Sends the required data by clicking «Share personal data»
5. Calculates Hash of these data and compares it with the Hash, published by Validator
Publish Offers for countries where your company operates

1. New sales channel on **inbound travelers**, with zero acquisition cost

2. New sales channel via **device vendors** to provide easy connectivity of IoT devices with embedded SIM

3. Quick launch in **15 minutes**
Publish Offers for countries where your company doesn’t operate but have good roaming agreements

1. New revenue stream for roaming department by servicing customers who visit these countries

2. New revenue stream for roaming department by connectivity of IoT devices with embedded SIM

3. Quick launch in **15 minutes**
Provide eSIMs or Multi-Account SIMs for your subscribers

1. **Global coverage with local rates** for your subscribers

2. **No cannibalization** for roaming department: all interaction with subscribers is under your control

3. **Rapid revenue growth** on prepaid SIM-cards business for inbound travelers (“silent roamers”)
Monthly subscriptions with multiple Value-Added Services to increase ARPU on existing customers, for example:

<table>
<thead>
<tr>
<th>Business segment</th>
<th>Student segment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic 20 GB + 1000 minutes</td>
<td>Domestic 10 GB</td>
</tr>
<tr>
<td>3 GB Asia</td>
<td>1 GB Asia</td>
</tr>
<tr>
<td>3 GB America</td>
<td>1 GB America</td>
</tr>
<tr>
<td>Personal Cloud</td>
<td>Learning English</td>
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<tr>
<td>Antivirus</td>
<td>Music</td>
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<tr>
<td>Popular Business Apps</td>
<td>Audiobooks</td>
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<td>Travel insurance</td>
<td></td>
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</tbody>
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$49 a month

$25 a month
Monetization of own infrastructure

1. "Bootstrap mobile profile" as a Service for device vendors, small and medium-sized mobile operators

2. "Subscription Management Data Preparation" platform as a Service for small and medium-sized mobile operators

3. “Reserved mobile profile” as a Service to provide stable and reliable connectivity globally
14 Use Cases at wiki.BlockchainTele.com
Our Proposal

1. Select any **Use Case** the most relevant for your company

2. Sign **Memorandum of Understanding** to start PoC

3. Assign a person responsible for PoC

4. Start PoC with our test packages and Web Sandbox
Active Mobile Virtual Network Operator with 240K subscribers

Bubbletone mobile app. Beta-version is available

Blockchain Telecom ecosystem. Offers with low rates in 80+ countries

20 years’ experience in Telecom Industry
Thank you for your attention!

Let’s build the open and transparent Blockchain Telecom Ecosystem together

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