MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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THE INTERNET OF THINGS (IOT) IN TELECOMMUNICATIONS

"Harnessing IoT for Network Innovation, Monetization, and Service Transformation"

Schedule

Date	Venue	Fees (Face-to-Face)
19 – 23 Oct 2026	London, UK	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

The telecommunications sector is at the forefront of the Internet of Things (IoT) revolution—providing the connectivity, infrastructure, and platforms that enable billions of smart devices to communicate. As demand for low-latency, high-bandwidth IoT services grows across industries, telecom operators face new opportunities and challenges in delivering scalable, secure, and profitable IoT solutions.

This course explores the technical, strategic, and commercial dimensions of IoT in telecommunications. Participants will gain a deep understanding of IoT network architectures, monetization strategies, connectivity protocols (e.g., NB-IoT, LTE-M, 5G), and the role of telecoms in powering vertical use cases from smart cities to Industry 4.0.

Objectives

By the end of this course, participants will be able to:

- Understand the end-to-end IoT ecosystem from a telecom perspective
- Evaluate IoT network technologies including NB-IoT, LTE-M, 5G, and edge computing
- Design scalable and secure IoT connectivity solutions
- Assess business models and monetization strategies for telecom-led IoT services
- Support digital transformation across verticals through IoT enablement

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Why Attend

- Capitalize on IoT as a growth driver for telecom operators
- Bridge the gap between traditional telco operations and emerging IoT services
- Learn how to deploy and manage large-scale IoT networks and platforms
- Explore revenue models including B2B, B2C, and platform-as-a-service (PaaS)
- Address key challenges in security, interoperability, and service delivery

Target Audience

This program is designed for:

- Telecom engineers and network architects
- Service providers and IoT product managers
- Business development and innovation teams
- IT, security, and regulatory professionals in telecoms
- Consultants and integrators supporting telecom IoT solutions

Individual Benefits

Key competencies that will be developed include:

- IoT network design and optimization in telecom environments
- Understanding of cellular IoT standards and deployment models
- Integration of SIM-based and non-SIM IoT solutions
- Business planning and go-to-market strategies for IoT services
- Compliance with telecom-grade security and service level agreements

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Expanded capabilities in offering IoT-based services to enterprise and public sector clients
- Improved network and platform readiness for IoT traffic and scale
- New revenue streams through IoT connectivity, applications, and analytics
- Better customer retention through smart services and bundled offerings
- Increased efficiency in network operations through automation and remote device management

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Telecom’s evolving role in the IoT value chain
- Case Studies – Leading telecom IoT deployments and market trends
- Workshops – Network planning, use case modeling, and business scenario development
- Peer Exchange – Knowledge sharing on technical and operational best practices
- Tools – IoT architecture templates, service design models, and platform blueprints

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to IoT in the Telecom Landscape

- Module 1: The Telecom Opportunity in IoT (07:30 – 09:30) • Evolution of telecom services and IoT as a growth vector • Telecom's positioning in the IoT ecosystem
- Module 2: IoT Value Chain and Key Stakeholders (09:45 – 11:15) • Operators, device makers, platform vendors, verticals
- Module 3: IoT Market Trends and Telecom Strategies (11:30 – 01:00) • Use cases in smart cities, utilities, healthcare, manufacturing
- Module 4: Workshop – Mapping Telecom IoT Strategy (02:00 – 03:30) • Define business objectives and positioning

Day 2: IoT Network Technologies and Protocols

- Module 1: Overview of Cellular IoT Technologies (07:30 – 09:30) • GSM, GPRS, LTE-M, NB-IoT, and 5G NR
- Module 2: IoT Network Architecture and Core Integration (09:45 – 11:15) • Core network evolution, IMS, control plane adaptation
- Module 3: IoT Connectivity Management and SIM Technologies (11:30 – 01:00) • eSIM, remote provisioning, global connectivity
- Module 4: Workshop – Network Design for Massive IoT (02:00 – 03:30) • Plan architecture for 1 million connected devices

Day 3: Platforms, Security & Device Management

- Module 1: IoT Platforms and Middleware for Telecoms (07:30 – 09:30) • Device management, analytics, integration APIs
- Module 2: Telecom-Grade IoT Security (09:45 – 11:15) • Network, device, and data security frameworks
- Module 3: SIM-Based vs. Non-SIM Connectivity Models (11:30 – 01:00) • LoRa, Sigfox, Bluetooth, and Wi-Fi coexistence
- Module 4: Workshop – IoT Security Risk Assessment (02:00 – 03:30) • Identify threats and mitigation controls for IoT networks

Day 4: Monetization and Vertical Use Cases

- Module 1: Business Models for Telecom IoT Services (07:30 – 09:30) • Connectivity-as-a-Service, PaaS, B2B IoT offerings
- Module 2: IoT Revenue Opportunities Across Industries (09:45 – 11:15) • Smart buildings, transport, agriculture, logistics
- Module 3: Regulatory and Compliance Requirements (11:30 – 01:00) • Privacy, roaming, lawful intercept, SLAs
- Module 4: Workshop – Business Case Development for IoT Offering (02:00 – 03:30) • Build a monetization plan for a telco IoT service

Day 5: Future Outlook and Certification

- Module 1: Edge Computing, AI, and 5G in IoT (07:30 – 09:30) • Enabling ultra-low latency and localized intelligence
- Module 2: Final Capstone – Designing a Telecom IoT Blueprint (09:45 – 11:15) • Group project planning a full-stack IoT telco deployment
- Module 3: Presentations and Review (11:30 – 01:00) • Teams present telecom IoT transformation proposals
- Module 4: Wrap-Up and Certification (02:00 – 03:30) • Course reflection and certificate distribution

Certification

Participants will receive a Certificate of Completion in IoT in Telecommunications, validating their expertise in designing, managing, and monetizing IoT services within telecom environments.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

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