



Orange Belgium Wholesale

MVNO/Wholesale Starter kit



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1 Introduction

Orange Belgium, with the Orange Group as major shareholder, is one of the main actors on the telecommunications market in Belgium and Luxembourg (Orange Lux.). The company offers its residential customers postpaid/prepaid innovative mobile telecom products and TV cable services. On the business market, Orange operates DSL fixed network telephony and high-speed internet, acts as an integrated communications provider and offers a portfolio of mobility and connectivity services.

Orange Belgium is also a wholesale provider, offering access to its infrastructure and service capabilities to its partners which would be interested in developing their own mobile business in Belgium, for Roaming services or for Premium activity.

2 What is a MVNO?

Many companies want to extend their activities by reselling mobile services. No need to own your network, Orange provides you a wholesale access and the possibility to become a Mobile Virtual Network Operator.

This is the ideal solution to address markets like B2B customers, Roamers, Connected objects, Young or low end markets,....

Prepaid/Postpaid? Light or full MVNO? Orange can help you to choose the right MVNO model corresponding to your needs.

3 Orange Belgium network excellence

Orange covers **99.5% of the population** for voice and mobile broadband, and more than **92.2% of the population** for voice, super-fast mobile broadband and video calls.

Orange keeps investing in its network and have the number one **4G network** covering more than 98% of the population.

To discover detailed Mobile network coverage in Belgium, click [here](#)

4 Responsibility matrix

Depending on your needs and your knowledge in telecommunications, you can choose between several types of mobile wholesale partnership:



Branded reseller / Co- Marketing

For partners :

- Looking for a brand extension with Mobile services but Telco is not a core business

What we can bring you:

Mobile network services
 Numbering, roaming
 Operations and business support
 Product management

Partner's main contribution

Marketing, sales and distribution
 Brand and communication

Light MVNO

For partners with:

- Telecom experience who need
- autonomy in marketing and pricing.

What we do for you:

Mobile network services
 Numbering, roaming
 Back Office and Business support
 IN platform (if needed)
 Provisioning/MNP

Partner's main contribution

Marketing/Communication
 Sales and distribution
 Front Office / Level 1

Full MVNO

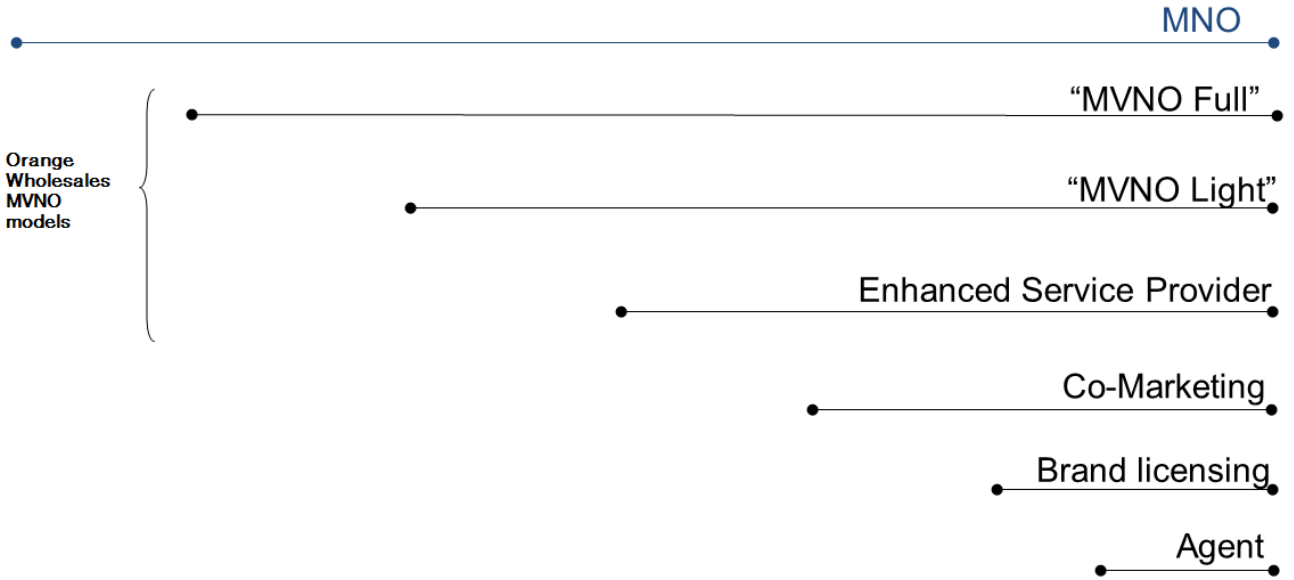
For partners with a strong telecom experience and platforms

What we do for you:

Mobile (radio) network services
 Enabling services
 Roaming

Partner's main contribution

Core network services
 Numbering, MNP, Provisioning
 Operations and business support
 Marketing, sales and distribution



5 Other wholesale services



- Roaming services

Orange Belgium, as part of the Orange Group, has a worldwide roaming coverage and agreements with several operators in each country. Today, we have more than 640 agreements for Voice, SMS & mobile data. If you are interested in having a wholesale access to Orange roaming coverage for reselling, please contact us.

- SMS Premium / Direct Operator billing

By connecting directly to Orange SMSC and Direct billing platforms, you can reach more than 3 million customers and become a Premium aggregator or to sale your own services. Google Play, PlayStation, CM Telecom and many others are using Orange Premium connectivity.

With SMS Premium, Orange customers will be able to easily send/receive a SMS to a short code to reach your free or paying services (games, information, horoscope, bulk...).

With Operator billing, Orange will provide you a billing kit connected to our billing platform. With it, your customers will be able to buy your products on your mobile and/or web pages. Customers will be invoiced directly on their mobile operator invoice. The ideal solution for customers who do not want to pay with their credit cards on the internet. A trusted and easy solution to develop your business.

6 Contacts

If you are interested in developing your business with Orange Belgium, please send us an email to:

EWBU_Wholesales_Mobile@orange.be