ACRONYM : SABER

TITLE: Satellite Broadband for European Regions

PROJECT CO-ORDINATOR: CSI-PIEMONTE

WORK PACKAGE 3 LEADER: Eutelsat

Work Shop 4 MEETING MINUTES

Brussels, 11th October 2013, 9:00 – 16:00.

IN ATTENDANCE:

1 – CSI-Piemonte, IT:	Vittorio Vallero; Mara Cocco;
2 – CNR-IREA, IT:	Mario Angelo Gomarasca;
3 – Fundecyt, ES:	Kety Caceres, Gustavo Garcia;
4 – Lepida, IT:	(ABSENT);
5 – SIR, IT:	Agostino Sciscia, Fabrizio Pieri;
6 – WNRI, NO:	Ivar Petter Grøtte;
7 – BHV, NO:	Kjell Pedersen-Rise;
8 – NEM, UK:	Alex Roy;
9 – Nievre numerique, FR:	Jean-Dimas Malot;
10 – ACREO, SE:	Marco Forzati;
11 – SWRA, IE:	John Forde, Claire Davies;
12 – MWRA, IE:	Liam Conneally, Fiona Mc Cormack;
13 – COI, PL:	(ABSENT);
14 – RDHOR, SI:	Davorin Rogina;
15 – MIT, RO:	Aristica Iagar;
16 – ETA-2U, RO:	Teodora Frunzà, Mariana Radu;
17 – eTRIKALA, GR:	George Gorgogetas;
18 – TOSP, IT:	Giacomo Bacci, Sabino Titomanlio;
19 – INFOTER, HU:	Fabian Zsolt;
20 – DEVONCC, UK:	(ABSENT);
21 – RCITT, PL:	Jacek Korona, Michal Piast;
22 – SLINUA, IE:	Rosemary O'Connor, Patrick Sullivan;

23 – EUTELSAT, FR:	Stefano Agnelli, Lea Lanaud;
24 – ASTRIUM, FR:	Agnes Salvatori, Franziska Diesig;
25 – SKYLOGIC, IT:	Luisella Ciani, Giorgio Tarchi;
26 – SBBS - SES, LU:	Luca Raponi.

Guests

27 – EC	Robert Henkel;
28 - NEREUS	Roya Ayazi;
29 – ESA	Frank Zeppenfeldt;
30 – Eurisy	Stefaan De Mey, Laure Lepastier
31 – Kent County Council	Daria Norchevik, Maria Francesca Vencato.

Agenda:

MORNING SESSION

SABER project status

SABER coordinator - V. Vallero (CSI-Piemonte)

Workshop introduction and overview

SABER WP3 coordinator - S. Agnelli (Eutelsat)

Panel 1: SABER external critical review

Facilitator: P.Sullivan (Slì Nua).

- Panelists: R. Henkel (CNECT), F. Zeppenfeldt (ESA), C. Aldred (SDS Digital), K. Stockil, G. Tarchi (Skylogic), L. Ciani (Skylogic), contributions from C. McKenna (ICBAN), J. Wakeling (BT)

Question &Answers

Panel 2: SABER - Lessons learnt for 2013 and impacts on future public policies

- Facilitator: Roya Ayazi (NEREUS)
- Panellists: A. Salvatori (Astrium), S. Agnelli (Eutelsat), A. Roy (NEM), M. Forzati (ACREO)

Question & Answers

AFTERNOON SESSION

Working session on WP3 deliverables

Introduction

SABER WP3 coordinator - S. Agnelli (Eutelsat)

Regional / National / International satellite BB implementation case studies

- A. Roy (NEM) introducing the subject of business and deployment models (contributions from Acreo, Astrium, Infoter, Eutelsat, Fundecyt, Nièvre Numérique, SES/SBBS)
- L. Lanaud (Eutelsat) introducing the subject of international case

studies (contributions from SES/SBBS)

Final report on Satellite Broadband as an option for Regions

- A. Salvatori (Astrium) introducing the subject of FAQs and Eurisy introducing the subject of users' benefits (contributions from all)
- L. Ciani (Skylogic) introducing the subject of deployment roadblocks (contributions from Toscana Spazio, CSI-Piemonte.

WP3 next steps

SABER WP3 coordinator - S. Agnelli (Eutelsat)

SABER Project next steps

SABER coordinator V. Vallero (CSI-Piemonte)

SABER – WORSHOP 4 CONCLUSIONS SUMMARY

The 4th SABER workshop was held in Brussels, Piemonte region premises, on October 11th and gathered 42 participants. After having successfully delivered its early findings assessing if and how satellite broadband could be an option for the European Regions (including Procurement Guidelines and a list of 250 satellite services retailers), SABER started a new set of activities in June 2013. **This new set of activities consists in enlarging the scope of the early findings**; in particular **further case studies** are looked at **outside Europe, alternate funding models** to usual public subsidies are investigated, the partners look for further non technological roadblocks which affect proper implementation or deployment of satellite broadband, **potential for Demand Aggregation** is further analysed and **FAQs** are elaborated to answer the consumers and the public authorities questions.

During this 4th Workshop, a critical review of the early deliverables was run, involving externals actors, namely ESA, Satellite & Digital Services, BT, Aragon Region-Spain, Innovation Exchange (formerly Shannon Development), Irish Central Border Area Network (ICBAN) and JYKES Ltd. (Jyväskylä Regional Development Company). This allowed confirming that the Multiple Providers Approach is the most appropriate one for Public Authorities (PA) willing to procure or support satellite broadband solutions. Many very practical and useful suggestions were made, which will be accounted for in the deliverables update. For example, it was proposed to provide even more Key Performance Indicators to guide the PA in their decisions; also SABER was asked to consider the elaboration of a template for a cost-benefit analysis to be run by the PA. The relative importance of "white areas mapping" versus "local awareness raising" was largely debated: the need for awareness was confirmed as the priority action; operators were suggested to enhance their marketing actions in rural areas and the EC insisted on the need to link

SABER findings with the coming ESOA broadband For All portal. Lastly, to enhance SABER findings impact, it was suggested to summarise the pros/cons of all the case studies looked at in SABER in a global comparative table.

The 4th workshop was also used to unveil the findings of the next deliverables and discuss them. The potential for Demand Aggregation and new business models were in particular subject to panel discussion. Opinions converged on the fact that genuine Demand Aggregation at EU level was not feasible with the current European tools; the installation of European and national schemes, tightly coordinated with local implementation schemes, appeared as the most pragmatic and efficient solutions. It was highlighted that such Central/Local scheme shall in particular ensure the local awareness of mechanisms and best practices developed centrally (the BD UK Voucher scheme was cited as an example of such model). The CEF was identified as a tool possibly able to support this central actions; the EC confirmed that the idea is currently considered. Regarding business models, the impact of cost was debated. Firstly, the possibility to aggregate the needs of several regions and propose a "discounted" price was debated: it appears that the number of connections at stake per regions is too low to generate the critical mass allowing a significant price reduction. Secondly, the draw-back of the leasing model (avoiding the purchase of the antenna equipment) was discussed; indeed, it does not allow calling for State Aids (no infrastructure at stake) and cannot become the universal model.

Lastly, a major issue to be faced in the 2014-20 period was discussed: the 30 Mbps performance boundary set in the official EC regulations to benefit from 2014-20 funds for broadband networks. It was described by the Commission as a political objective and not a hard line. Unfortunately, it is understood by many national and local authorities as minimum performance criteria for eligibility: debates are not closed on this

topic and solutions to overcome it (starting with a Commission communication towards the Member States) will certainly be discussed during the next Workshop (Toulouse on January 23d, 2014).