

ACRONYM : SABER

TITLE: Satellite Broadband for European Regions

PROJECT CO-ORDINATOR: CSI-PIEMONTE

WORK PACKAGE 5 LEADER: CSI-Piemonte

FINAL CONFERENCE MINUTES

Broadband for European Regions, from availability to penetration: the satellite contribution

Brussels, 30TH September 2014, 09:30 – 17:00.

IN ATTENDANCE:

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|-----------|------------------------------|---|
| 1 | CSI-Piemonte, IT: | Vittorio Vallero; Mara Cocco, Cristina Ingaramo; |
| 2 | CNR-IREA, IT: | Mario Angelo Gomarasca; |
| 3 | Fundecyt-PCTEX, ES: | Kety Caceres, Iñaki Luaces; |
| 4 | Lepida, IT: | Sandra Lotti; |
| 5 | SIR, IT: | Agostino Sciascia, Luciano Cococcia, Domenico Lilla; |
| 6 | WNRI, NO:(ABSENT) | (ABSENT) |
| 7 | BHV, NO: | Kjell Pedersen-Rise; |
| 8 | NEM, UK: | Alex Roy; |
| 9 | Nievre Numerique, FR: | Stefano Agnelli, Luisella Ciani, Michel De Rosen, Christian Roisse; |
| 10 | ACREO, SE: | Agnes Salvatori, Eric Beranger, Alexander Kasper, Patrick Rudloff; |
| 11 | SWRA, IE: | Giorgio Tarchi; |
| 12 | MWRA, IE: | Christine Leurquin, Gerson Souto; |
| 13 | COI, PL: | Anna Siemek-Filus; |
| 14 | RDHOR, SI: | Davorin Rogina; |
| 15 | MIT, RO: | (ABSENT); |
| 16 | ETA-2U, RO: | Bogdan Grecu; |
| 17 | eTRIKALA, GR: | Kalli Liatou; |
| 18 | TOSP, IT: | Giacomo Bacci; |

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|---|--|
| 19 INFOTER, HU: | Attila Soltesz, David Klacsmann,
Rego Lanszki, Kata Pal, Kaszon
Pandula, Ferenc Szani; |
| 20 DEVONCC, UK: | (ABSENT); |
| 21 RCITT, PL: | Jacek Korona. Michal Piast; |
| 22 SLINUA, IE: | Rosemary O'Connor, Patrick Sullivan; |
| 23 EUTELSAT, FR: | Stefano Agnelli, Luisella Ciani, Michel
De Rosen, Christian Roisse; |
| 24 Airbus Defence and Space, FR: | Agnes Salvatori, Eric Beranger,
Alexander Kasper, Patrick Rudloff; |
| 25 SKYLOGIC, IT: | Giorgio Tarchi; |
| 26 SBBS-SES, LU: | Christine Leurquin, Gerson Souto; |

Guests

- | | |
|------------------------------------|-------------------------------------|
| 27 Adroit Economics Ltd. | Steve Sheppard; |
| 28 Analysis Mason | Philip Bates; |
| 29 ANSA | Marta Lobato; |
| 30 ASDE-ECOREGIONS | Kristian Milenov, Richard Roll; |
| 31 Atenekom | Magdalena Jähler |
| 32 Avanti Communications | Pablo Burgos, Andy Fry, Glyn Jones; |
| 33 Avisa Partners | Pablo Asbo; |
| 34 Bohemia EU Planners | Michal Grecky; |
| 35 Bratislava Region | Linda Betakova; |
| 36 Castilla y Leon | Maria de Arriba Garcia; |
| 37 CNES | Hugo Gonzalez, Sandrine Laofont; |
| 38 Committee of the Regions | Michel Lebrun; |
| 39 Comunidad de Madrid | Alberto Diaz Vaquer; |
| 40 Consultant | Jean Piquemal; |
| 41 Delegation | Patrick Courtin; |
| Lorraine/Champagne Ardenne | |
| 42 Deutscher Landkreistag | Olaf Wiltfang; |
| 43 Dubrovnik Neretva Region | Miro Boroje, Anela Tanovic; |

44	EC DG Connect	Pertti Jauhiainen, Robert Henkel, Mario Campolargo;
45	EC DG Enterprise	Apostolia Karamali, Hector Guerrero- Padron;
46	EC DG Regio	Normunds Popenis;
47	EESC	Laure Batut, Luca Venerando Giuffrida;
48	ESA	Giulio Barbolani di Montauto, Magali Vaissiere;
49	ESOA	Aarti Holla;
50	EU MEP	Mercedes Bresso, Francesca Lazzaroni (ass.);
51	Eurisy	Stefaan de Mey;
52	Europaburo der bayerischen Kommunen	Stephan Gressmann;
53	EUROSPACE	Lucas Buthion, Olympios Raptis;
54	Free State of Bavaria	Ulrich Hausser, Cathrin Hug;
55	German County Association	Michael Schmitz;
56	Government of Cantabria	Carlos Pesquera Alonso;
57	Highlands and Islands	Sarah Weeks
58	IABG	Sandra Mezzadri;
59	Irish Regions	Robert Collins;
60	Local Authorities of Baden Wurttemberg	Martin Silzer;
61	Lysios public affairs	Marie-Myrtille Marichal;
62	Malmo Stadt	Agnes Ericsson;
63	Midi-Pyrénées European	Helene Baron;
64	North Denmark EU-Office	Anders Randrup;
65	NEREUS	Roya Ayazi, Federica Bordelot;
66	Perm. Representation of Belgium to the UE	David Royaux;
67	Piedmont Region	Alessandro Fidanza, Matteo Brumati;

68	Point Topic	Oliver Johnson
69	Polish Ministry of Infrastructure	Rafal Sukiennik;
70	Pomorskie Regional Office	Dominica Bol;
71	REGIOEUROPA	Christos Avdellas;
72	RSC Associates Ltd	Ian Martin;
73	Saxon Local Authorities	Anna Bizer;
74	SME Europe of the EPP	Benjamin Hoh;
75	Stockholm Region	Frida Hedberg;
76	Taylor Wessing	Stefania Grosso;
77	Thales Alenia space	Olivier Lemaitre;
78	Tuscany Region	Fabio Boscaleri;
79	Tyrol Office	Bettina Blösl;
80	Puglia Region	Paolo Casalino, Daniela Campa;
81	UK Space Agency	Claire Passelle;
82	Valencian Regional Office	Josè Alberto Moreno Lopez;
83	Viasat	Reboud Gontran, Jose Padilla;
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Agenda

MORNING PANELS

Welcome words:

- Laure Batut, Chairman Digital Agenda Study Group, European Economic and Social Committee
- Michel De Rosen, Chairman, ESOA

SABER Introduction

Coordinator - Vittorio Vallero (CSI-Piemonte)

Panel 1: Satellite broadband in regional strategies within the EU framework: where do we stand?

- Mario Campolargo, Director, DG CNECT, European Commission
- Normunds Popens, Deputy DG, DG REGIO, European Commission
- Rafal Sukiennik, Director of Department of Digital Development, Poland
- Mercedes Bresso, MEP (Member REGI committee)

Moderated by: Oliver Johnson, Point Topic

Panel 2: Satellite solutions of the future at the service of regions, industries and citizens: looking ahead with a new EU Digital Agenda.

- Apostolia Karamali, Deputy Head of Unit, Policy and Space Research, DG ENTR, European Commission
- Magali Vaissière, Director of Telecommunications and Integrated Applications (D/TIA), ESA
- Michel De Rosen, CEO and Chairman, Eutelsat
- Eric Béranger, Senior VP, Space Systems / Programs, Airbus Defence & Space
- Gerson Souto, Chief Development Officer SES

Moderated by: Roya Ayazi, Secretary General, NEREUS

AFTERNOON SESSION

Session 1: How to implement a voucher scheme within the EU funds.

Introduction by:

- Stefano Agnelli, Eutelsat, Giorgio Tarchi, Skylogic

Q&A Session with the participation of:

- Stefaan De Mey, Secretary General, Eurisy
- Alessandro Fidanza, ICT Department, Regione Piemonte

Moderated by: Patrick Sullivan, Slì Nua

Session 2: The future: building on SABER experience

Introduction by:

- Agnes Salvatori, Airbus Defence and Space
- Luisella Ciani, Eutelsat
- Andy Fry, Avanti / BRESAT project

Q&A Session with the participation of:

- Robert Henkel, DG CNECT, European Commission
- Aarti Holla, Secretary General, ESOA
- Hector Guerrero-Padron, DG ENTR, European Commission

Moderated by: Patrick Sullivan, Slì Nua

Conclusions:

- Michel Lebrun, President of the Committee of the Regions

Final Greetings:

Vittorio Vallero, Saber project coordinator, CSI-Piemonte.

The last SABER Conference aimed at presenting the situation of innovative services based on satellite based navigation, constituting a precious tool for the implementation of the EU policies through broadband connectivity. The different actors representing SABER along with the Committee of Regions set the priority of endorsing regions with weak access to connectivity and of low density of population, having drawn up recommendations based on exchanges of local initiatives and promoting voucher schemes.

162 participants were present representing the following institutions : European Economic and Social Committee (EESC), DG CNECT and DG ENT of the European Commission, Members of the European Parliament from the DG REGI, The Committee of Regions, the Department of Digital Development, Eutelsat, ESOASES Chief development officer, Airbus Defence & Space, D/TIA Director of Telecommunications and Integrated Applications, ICT Department Piemonte Region, Eurisy, Avanti, NEREUS, Skylogic, representatives for the BRESAT project.

The present representatives reiterated their will to bridge the digital divide advertising universal access, and taking into account broadband service provision, economic efficiency and technical durability of adapted solution, in the framework of boosting economic renewal. Promoting access to the internet as a Human right and means of democracy are encompassed in the European Parliament's calling for generalisation of internet access as one of its primordial preoccupations.

The SABER project is coming to an end, but the last conference enabled to settle practical recommendations and guidelines while strengthening the willingness of industries to work together and to mobilise a broad network of external stakeholders (European Investment Bank, European Satellite Agency, NEREUS, ISI, ESOA). The challenge of turning total coverage into total penetration means focusing on coordinating authorities' responsibilities within the multi-level governance. Gathering regions and industries, the Saber Conference reiterated the long-term objectives of the project : raise

awareness of the Satellite solutions' existence and characteristics and technological progress, share best practices about funding, and disseminate information to regions. But moreover, SABER being a project focused on deployment of certain technologies, and a project led by regions, a need for rationalisation of the toolkits and guidelines for regional deployment has been conjured, the first issue for the development of broadband access to connectivity and satellite technology being the lack of knowledge of local administrations.

The conference contributed to develop guidelines concerning the deployment, sharing of best practices and broadcasting of information in the regions of Europe needing to use a central common information repository. One of the questions raised as regards of the objective of broadband access has been the tension between cross-border services and answer to local demand, asking if it was resolvable. Given the need for training and knowledge on available instrument for small sellers, regional authorities should help them identify areas with possibilities, identifying shortages in connectivity in order to provide for better connections there. Reversing the top-down approach, management of funds should also be tackled as not being only a problem of technology, but of governance : macro-regional strategies should be enhanced. Bench-marking approaches currently helped to overcome this holistic issue. Therefore Michel De Rosen expressed his recommendations : a need for a central action to inform, promoting services' availability, and a need to subsidy satellite in Eastern Europe, purchase power differing in this area.

Beyond the issue of misinformation, developing satellite technology should focus on remote areas especially where other technologies are economically ineffective (R Sukiennik, Director of Department of Digital Development, Poland). Moreover, tackling this issue would also enable to develop enclave regions in terms of connectivity, and to answer to their demands close to the EU institutions. Indeed the SABER conference has been the opportunity for several Eastern-Europe countries representatives to call for accelerating

targeted actions to struggle against heterogeneity of situations in Europe regarding connectivity and penetration. The two different issues, firstly innovation as progress and advertising tool for satellite technology, and then heterogeneity of development in Europe, have been tackled through a combined recommendation-approach. The conference raised the opportunity to recap the latest innovations and forward technology schedule. Given the emergence of a hybrid (satellite and terrestrial) network, mentioned by G. Souto (Chief development Officer SES), innovation could boost bridging the in touch with the DG CNECT in order to tackle the issue of certain regions' needs.

To compensate the fact that the SABER is finished, R. Henkel (member of Unit B.5 (Broadband) in DG CNECT) informed that with the fully interactive portal there were currently working on, the experts will be able to discuss with them on the subject and exchange maps, information, data, etc. SABER knowledge and the vouchers description are totally integrated in it. Several experts conjured the possibility for the regions to publish calls for tenders linked to broadband on the website, questioning whether there would be bound to be mandatory. digital divide, avoiding single technologies to have to deal alone with it and making it more efficient. Innovation has indeed been proved to be taking an accelerated path, going further beyond the 30 mpbs with already a shortage introduced by the KA SAT.

Michel De Rosen presented the key concepts as following : mixed (Internet services should be based on a mix of technologies), larger, innovation, globality and diversification (of needs between Sicily, Bad-Wurttemberg, etc), mobility (implying a combination of technologies). Calling for using all options to be able to warrant broad coverage and penetration in order to bridge digital divide (M. Bresso, MEP Member REGI), has been tackled the issue of the competitive environment for satellite technology services : the satcoms have been uniting in technological platform such as 5G, and in some regions, superior performance of fibre might be important. But sometimes the roll-up

take time while satellite is available immediately. In order to tackle the issue of arbitrating between the use of satellite or fibre, an assessment of pro and cons of using the different technologies has been deemed necessary : authorities should map cost of technology solutions. Then in a second time, while working at increasing the space system throughput, a call for decreasing the cost of mbps has been formulated. Therefore along with the advertising stake, technology should focus on remote areas especially where other technologies are economically ineffective.

The conference has been the opportunity for several representatives of Eastern-Europe countries' representatives to raise the problem of access to information gathering in these regions. Fiber being less developed in these countries, satellite has been evoked by M. De Rosen as a potential complement in these countries: the existence of satellite will help avoid congestion of terrestrial networks. The interventions of Eastern-European countries' representatives have been the occasion to recall several preoccupations regarding enclave regions dealing with connectivity : why do we speak only about remote areas, and not about cable problems, conjuring the possibility of broadband to provide both public and governmental information at other levels. Specific development projects in these regions could be enhanced from the project lead by Bulgaria and Romania on information gathering BG-RO: data set could not be supported by ministries' infrastructures, and therefore has been asked to be discussed the network for security management.

The second part of the conference being specifically centred on voucher system initiatives recommendations, three mentioned objectives should be reached : empowering the users, supporting existing services, ensuring the participation of a maximum number of providers. The starting point has been reminded as a sparse demand being targeted in a fragmented market. This demand issues should be tackled by an overarching voucher scheme for

investment and deployment, and through information portals. As introduced by S. Agnelli (Eutelsat), the voucher system should allow advancing the amount for the satellite equipment, implying the involvement of local governments to provide a scheme design in order to insert local specificities and parameters, and to provide with a leverage technical expertise on procurement. Rather than a business plan, a demand-oriented approach would be the main guideline endorsed by S. Agnelli. Reversing the top-down approach, if satellite is financed usually with the last percent of the budget, the number of people not eligible to ADSL should be asked in order to investigate whether they want to be connected.

G. Tarchi (Skylogic) conjured a 5-year scheme toward both the end-users and the operator. This proposal would indeed address the end-users and its strength lies on the fact that it would not disturb competition, concerning in priority the non-connected part of the population. According with this scheme, target operators shall be able to provide for commercial services, making out a call for consumers to cover the equipment and installation cost. Therefore theses voucher schemes would imply to work with intermediaries in order to focus on the quality of this type of service. A. Fianza (ICT Department, Regione Piemonte) indeed noted that a huge work on the administration interface still has to be done not to avoid the consumers.

Faced with the possibility that ITC vouchers imply the risk of favouring incumbent, has been mentioned by G. Tarchi an instrument in Italy to certify the speeds for the ADSL lines, and therefore to prove when connection is poor. It concerns a tool also developed by ARCEP and replicated in half of French department, access being based on a simple declaration of the citizen that he does not benefit from a good connection. Indeed the last SABER conference has been the opportunity to exchange good practices as a stepping-stone to resolve the non-technological misinformation for the coming schedule.

The next steps for The European Digital Agenda also lie on the EU's

institutions schedule. The presence of different EU institutions' representatives allowed enlightening the different EU institutions' guidelines regarding these stakes. One of the representatives for the DG REGIO (European Council) N. Popens summed up the situation as following : *"Lack of strategic policy planning and coordination in funds spending, lack of data on market failure, lack of vision from public authorities, including a balance between offer and demand."* The latter touched upon the new programming period, with a need to strike a balance regarding the heterogeneity of situations in the region, Partnership Agreements being still in discussion. As mentioned a strategic policy is to be defined for growth with concrete indicators, coordination of funding and regulatory measures (International Strategy & Investment funds, CEF, State aids), and a NGN plan would require economic analysis on existing infrastructures, planned investments, rules for sharing, cost reduction. According to him the European Structural and Investment Fund will continue to support Broadband including satellite, but remains a need to find the best way to use the funds in order to design the best measures. The holistic approach plan should also cope with specific investment plans : there would need to be complemented by other types of measures, not just broadband roll-out but also Small and Medium Enterprises type of measures to ensure the take-up.

Moreover, in order to remain competitive in front of the United States, cooperation with ESOA, with the European Investment Bank and other players helped to raise awareness. Regarding the double issue of competition and enclave regions, a recommendation has been made for the Commission to help launching the "Broadband for all portal" online tool to identify local distributors. Magali Vaissière, (Director of Telecommunications and Integrated Applications D/TIA) focused on the Commission's role to ensure a level playing fields for satellite solutions, as A. Karamali (DG ENT) informed that J. Juncker has announced a new organisation of the Commission, which could facilitate the definition of these actions in the context of the launched programs such as

Copernicus, GNSS and +H2020, along with the Commission's competence in space politics since the Lisbon Treaty.

MEP M. Bresso asserted the Parliament's awareness of the importance of these infrastructures and informations. Claims for offsetting digital divide by inter-governmental funding has been endorsed by the European Parliament representative : increasing broadband access for 10% would rise the EU's GDP for more than 1%. The Member of Parliament for the REGI Commission indeed pleaded for a separation of current expenditures and investment ones in the Pact of Stability. Therefore ICT vouchers could be an opportunity to make small business more accessible beyond local areas.

Michel Lebrun, President of the Committee of Regions also recalled the importance of the role played by the Committee of the Regions to relay the local and regional preoccupations, through the towns and regions in the creation of internet broadband facilities, enhancing cooperation of different sectors between local, regional, national and European administrations, and of the European citizens and private entities, a recommendation made by several actors. In a context where this is specifically a problem in regions where only the market is able to fix it, fair access to broadband connectivity should be endorsed by more affordable prices within this multi-level framework.

The President of the Committee of Regions informed that the Commission had decided to allocate 160 million euros for this type of investment. But he also commented on the Commission's shared preoccupations, the Council having decided to cut the facilities and digital services' budget within the Interconnection Funds from 9.2 billion to 1 billion euros. Given this institutional overview and the different demands formulated for broadband access development (claims from the representatives for Poland and Romania), the President for the Committee of Regions asserted his will to get in touch with the DG CNECT in order to tackle the issue of certain regions' needs.

To compensate the fact that the SABER is finished, R. Henkel (member of Unit

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