



Satellite Broadband for European Regions  
CIP-ICT PSP Call 6

# *Work Package 3*

*In-depth Analysis & Good Practice Review*

## *Activities - Work Plan - Panels*

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## ACTIVITIES OF WP3

***From WP2 “early” deliverables to WP3 “consolidated” deliverables***

- **Improving and reinforcing WP2 findings and outcomes**
  - **In-depth analysis of EU case studies**
  - **Validation process**
  - **Users’ benefits from satellite broadband use**
- **Bringing in new elements, such as**
  - **International satellite broadband implementations (USA, CAN, AUS)**
  - **Innovative / adapted procurement and deployment models (demand harmonisation and stimulation, central scheme design and local scheme administration, wholesale offers, CAPEX vs OPEX, PPPs, ...)**
  - **Non-technological roadblocks towards satellite broadband deployment in the EU**
  - **FAQ on satellite broadband for public authorities and for citizens**



## ORGANISATION OF THE DELIVERABLES OF WP3

### Proposal of re-organisation and merge accepted by the European Commission

*WP3 deals with the same topics as WP2, yet in a wider and deeper manner*

- **ToC of the deliverables of WP3 keeps somehow the same structure of the ToC of the deliverables 2.3 and 2.4 of WP2**
  - **New text, new subject** ▶ Contributions are going to be included in a brand new chapter
  - **New text, existing subject** ▶ Contributions are going to be merged with the existing text to eventually generate a new, enhanced version of the same chapter  
**Extra work required in order to replace, rewrite and/or re-organise where appropriate some of the existing material**
  - **ExecSum, Introduction, Conclusions of the deliverables will be updated accordingly**

## TABLE OF CONTENT DELIVERABLE 3.2

### Regional, national and international satellite broadband implementation case studies

- |            |  |            |
|------------|--|------------|
| ● Improved | Executive summary and Introduction   | (all)      |
| ● New      | § 5 “In-depth analysis of a selection of EU case studies   | (Skylogic) |
| ● New      | § 6 “Identification of sat BB implementations internationally” <ul style="list-style-type: none"><li>● 3 case studies: USA (Eutelsat), Canada and Australia (SBBS)</li></ul>   | (Eutelsat) |
| ● New      | § 7 “Innovative approaches in business and deployment models for satellite broadband in public procurement” <ul style="list-style-type: none"><li>● Business and deployment models (Acreo/ NEM/ Fundecyt), Wholesale (Eutelsat), PPP (SBBS), Nièvre), Demand aggregation (Astrium)</li></ul> | (NEM)      |
| ● New      | § 8 “Validation”   | (Slí Nua)  |
| ● Improved | Conclusions and recommendations  | (all)      |

## TABLE OF CONTENT DELIVERABLE 3.3

### Final report on Satellite Broadband as an option for Regions

● Improved	Executive summary and Introduction	(all)
● New	§ 4 “Users’ benefits from satellite broadband use”	(Eurisy / Astrium)
● New	§ 5 “FAQs for final users and for public authorities”	(Astrium)
● Improved	§ 6 “Non-technological roadblocks and obstacles towards satellite broadband deployment in the EU” <ul style="list-style-type: none"><li>● Barriers and hidden obstacles encountered in implementing satellite solutions</li></ul>	(Skylogic)
● New	§ 7 “Validation”	(Slí Nua)
● Improved	Conclusions and recommendations	(all)

**Note: Evolution of the database of satellite internet access retail offer to be discusses**

## WORK PLAN FOR WP3 DELIVERABLES

- **Contributions from partners: until 21 October**
  - To be provided on time, in **plain text, figures apart** and with **no template**
  - Adequate time is needed for commenting, editing and formatting
- **Editing (14 working days): 21 Oct - 8 Nov**
- **Commenting / Formatting (6 working days): 8 - 16 November**
- **Delivery to the EC: 16 Nov**



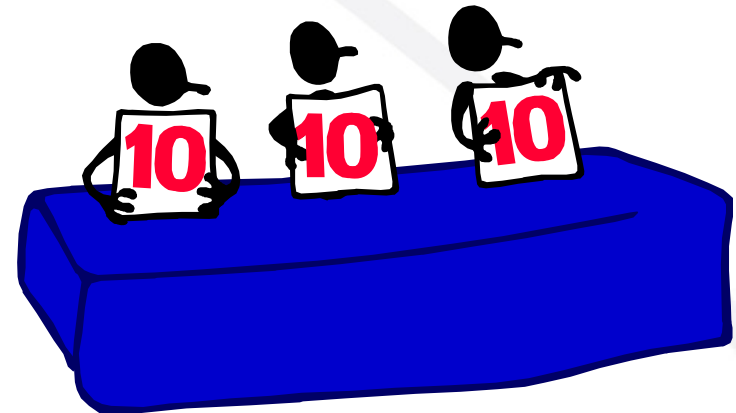
**WE NEED  
YOU!**

# PANEL 1: CRITICAL REVIEW FROM EXTERNAL STAKEHOLDERS

- **Objective:**
  - Validating the outcomes of the early stream (WP2)
  - Identifying possible needs for improvement
- **Facilitator**
  - Patrick Sullivan (Slí Nua)
- **Panel members** (in alphabetic order):
  - Luisella Ciani (Skylogic, WP2 leader)
  - Robert Henkel (EC / DG CNECT)
  - Martyn Kay (SDS Digital) ♦♦
  - Ken Stockil (Central Solution) ♦♦
  - Giorgio Tarchi (Skylogic)
  - Frank Zeppenfeldt (ESA / TIA)

+ contributions from **Colin McKenna (ICBAN)** and **Jon Wakeling (BT)**

♦♦ remote intervention



## EXTERNAL STAKEHOLDERS

### Presentations to:

- ▶ **ESOA (European Satellite Operators Association)** July
- ▶ **NEREUS (Network of European REgions Using Space)** July
- ▶ **European Commission, DG CONNECT** September
- ▶ **ESA (European Space Agency)** October



**Comments and suggestions to be taken into account when preparing deliverables**



## PANEL 2: BUSINESS AND DEPLOYMENT MODELS AND THEIR IMPACTS ON FUTURE PUBLIC POLICIES

- **Objectives**

- Identifying the appropriate and most feasible level of public intervention – local, regional, national, European or a mix of – to support satellite broadband take-up
- Looking for business models and/or streams of funding not already considered that might also be suitable

- **Facilitator:**

- **Roya Ayazi** (NEREUS)

- **Panel members** (in alphabetic order):

- **Stefano Agnelli** (Eutelsat)
- **Marco Forzati** (Acreo)
- **Alex Roy** (New Economy Manchester)
- **Agnès Salvatori** (Astrium)

