



Satellite Broadband for European Regions
CIP-ICT PSP Call 6

SABER WP4 Develop Guidelines & Recommendations

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Description of work for WP4

- To develop **modules and guidelines** on:
 - Selecting appropriate **technology solutions**
 - Addressing **State Aid**
 - Development **business models** including **funding** options and **demand aggregation**
 - Developing appropriate **deployment models**
 - Developing an appropriate **business case** including a cost benefit analysis
- To develop **recommendations for pilot actions** and partnerships
- To develop **recommendations for adaptations** to calls for proposals and procurement terms of reference
- To develop a **satellite technology roadmap**
- To consider **innovative** ways of **delivering** next generation access **services** and **applications** to users
- To hold **2 workshops** with regions and industry partners to progress and review work in progress

Outputs from WP4

- ***D4.2 Draft toolkit and guidelines*** covering:
 - Selecting appropriate **technology solutions**
 - Addressing **State Aid**
 - Development **business models** including **funding** options and **demand aggregation**
 - Developing appropriate **deployment models**
 - Developing an appropriate **business case** including a cost benefit analysis
- ***D4.3 Guidelines on satellite broadband procurement, deployment and management***
- ***D4.4 Recommendations for pilot actions and partnerships***
- ***D4.5 Report on future satellite technology roadmap***
- ***D4.1 & D4.6 workshop reports***

Working Groups

Working Group A - Funding Models, State Aid & Building the Business Case for Satellite Broadband

Chair: John Forde (SWRA)

Rapporteur: Kety Caceres (Fundecyt PCTEX)

Topics to be addressed:

- Developing funding models
- Addressing State Aid
- Building a business case

Working Group B - Satellite Technology Solutions & Deployment Models

Chair: Sandra Lotti (Lepida SpA)

Rapporteur: Kalli Liatou (e-Trikala)

Topics to be addressed:

- Selecting technology solutions
- Developing deployment models

Working Groups - participants

Working Group A - Funding Models, State Aid & Building the Business Case for Satellite Broadband

Chair: John Forde (SWRA)

Rapporteur: Kety Caceres (Fundecyt PCTEX)

Participants:

- Alex Roy, New Economy
- Sandor Mester, Infoter
- Mariana Radu, ETA2U
- Agnes Salvatori, Airbus Defence
- Giorgio Tarchi, Skylogic
- Fiona McCormack, MWRA
- Davorin Rogina, RD Horizon
- Eileen Crowley, SWRA
- Vittorio Vallero, CSI-Piemonte
- Luisella Ciani, Skylogic
- Rosemary O'Connor, Slí Nua Development
- *others tbc*

Working Group B - Satellite Technology Solutions & Deployment Models

Chair: Sandra Lotti (Lepida SpA)

Rapporteur: Kalli Liatou (e-Trikala)

Participants:

- Guttorm Flatabo, WNRI
- Kjell Pedersen-Rise, BHV
- Marco Forzati, Acreo
- Giacomo Bacci, Toscano Spazio
- Aristica Iagar, Mira Telecom
- Stefano Agnelli, Eutelsat
- Patrick Sullivan, Slí Nua Development
- *others tbc*