



Satellite Broadband for European Regions
CIP-ICT PSP Call 6

Work Package 3

In-depth Analysis & Good Practice Review

Activities and deliverables - work plan

Turin, 27 June 2013



LESSONS LEARNED ...

WP2: Late (yet successful!) rush on commenting, editing and formatting due to lack of time

Thanks to those who make it!



- ▶ **Early agreement on the tables of content of the deliverables**
- ▶ **Tasks and responsibilities clearly allocated from the very beginning**
- ▶ **Contributions to be provided on time, in plain text and with no template**
- ▶ **Allow adequate time for commenting, editing and formatting**

PROPOSED WORK PLAN FOR WP3 DELIVERABLES

- Approval of the Table of Content: today
- Task and responsibility allocation: today
- Contributions from partners:
(65 working days): until October 25
- Editing (15 working days): October 25 - November 16
- Formatting (7 working days): November 16 - 26
- Delivery to the EC: November 29



**WE NEED
YOU!**

ACTIVITIES OF WP3

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

- **Improving and reinforcing WP2 findings and outcomes**
- **Bringing in new elements, such as**
 - **International satellite broadband implementations (USA, Canada, Australia)**
 - **Innovative / adapted procurement and deployment models (PPPs, CAPEX vs OPEX, wholesale offers)**
 - **Barriers encountered in deploying satellite solutions**
 - **FAQ on satellite broadband for public authorities and for citizens**

DELIVERABLES OF WP3 [1]

According to the proposal submitted in May 2012

- **Deliverable 3.2: Critical assessment of deployment case studies**
 - **Technology solutions**
 - **Business models including funding options and demand aggregation**
 - **Deployment models**
 - **Business cases including cost benefit analysis**
- **Deliverable 3.3: Final report on Non-Technological Roadblocks**

DELIVERABLES OF WP3 [2]

New proposal: re-organisation and merge

As WP3 deals with the same topics as WP2, yet in a wider and deeper manner, it is proposed to

- **reorganise the ToC of the deliverable of WP3 in order to keep the same structure of the contents of the deliverables 2.3 and 2.4 of WP2**
- **merge the new and enhanced content due in WP3 deliverables with the one of the deliverables 2.3 and 2.4 of WP2**

DELIVERABLES OF WP3 [3]

Impact of the new proposal

This new arrangement

- implies in any case no modification to the work and the content due in WP3
- facilitates the readability and the dissemination of the documents produced by **SABER**, as the new deliverables will supersede the previous ones and remain self-standing, comprehensive documents

Deliverable 2.3: Regional & national satellite broadband implementation case studies

Deliverable 3.2: Reg'l, nat'l & int'l satellite broadband implementation case studies

Deliverable 2.4: Early report on Satellite Broadband as an option for Regions

Deliverable 3.3: Final report on Satellite Broadband as an option for Regions

PROPOSAL FOR THE NEW TABLES OF CONTENT

D 3.2 Regional, national and international satellite broadband implementation case studies

- **New** § 5 “Identification of satellite broadband implementations internationally”
 - 3 case studies: USA, Canada and Australia
- **Improved** conclusions and recommendations

D 3.3 Final report on Satellite Broadband as an option for Regions

- **New** § 4.3 “Barriers and hidden obstacles encountered in deploying satellite solutions” within § 4 on Non-technological roadblocks
- **New** § 5 “Innovative approaches in business and deployment models for satellite broadband in public procurement”, organised as follows:
 - § 5.1 on “Business and deployment models” (PPPs, CAPEX vs OPEX, wholesale approach)
 - § 5.2 on “Demand aggregation”
- **New** Annex 2 “FAQs: Final Users”
- **New** Annex 3 “FAQs: Public Authorities”
- **Improved** conclusions and recommendations

CONTRIBUTION TO DELIVERABLES

Manpower declared in the SABER proposal (in man-month):

- Eutelsat 3.0
- Skylogic 3.0
- SES Broadband Services 2.0
- Astrium 0.5

- CSI-Piemonte 2.0
- Other regions 0.5
- Other partners 0.5



PROVISIONAL ALLOCATION OF RESPONSIBILITIES (INDUSTRIAL PARTNERS ONLY)

D 3.2 Regional, national and international satellite broadband implementation case studies

- Satellite broadband implementations internationally
 - USA (Eutelsat)
 - Canada and Australia (SBBS)

D 3.3 Final report on Satellite Broadband as an option for Regions

- Barriers and hidden obstacles encountered in deploying satellite solutions (Skylogic)
- Innovative approaches in business and deployment models in public procurement
 - Public-Private Partnership - PPP (SBBS)
 - OPEX/CAPEX issues, wholesale offers to public authorities (Eutelsat)
 - Demand aggregation (Astrium)
- FAQ
 - Final Users and Public Authorities (Astrium)

Non-industrial partners are kindly invited to express their willingness to contribute to (and/or take the leadership in) any of the topics!



PANEL 1: CRITICAL REVIEW OF EARLY SABER FINDINGS AND CONCLUSIONS

- **Objective:**
- **Facilitator**
 - **G. Tarchi, Skylogic**
- **Panel members:**
 - **S. De Mey, Eurisy**
 - **J. Korona, RCITT, PL**
 - **C. Mattsson, Acreo, SE**
 - **V. Vallerio, CSI-Piemonte**

PANEL 2: INNOVATIVE APPROACHES IN BUSINESS / DEPLOYMENT MODELS FOR SATELLITE BROADBAND IN PUBLIC PROCUREMENT

- **Objective**

- *Seeking for alternative / innovative models - in addition to the "traditional" demand-stimulation grants for purchasing and installing user terminals - to finance satellite broadband as a complementary solution within the public broadband deployment plans*

- **Facilitator:**

- **N. Azarmgin, SES**

- **Panel members:**

- **H. Gruber, EIB – European Investment Bank**
- **K. Caceres, Fundecyt, ES**
- **J D. Malot, Nièvre Numerique, FR**
- **A. Roy, New Economy Manchester, UK**
- **S. Agnelli, Eutelsat**