

ACRONYM : SABER

TITLE: Satellite Broadband for European Regions

PROJECT CO-ORDINATOR: CSI-PIEMONTE

WORK PACKAGE 3 LEADER: Eutelsat

Work Shop 3 MEETING MINUTES

Turin, 27th June 2013, 9:00 – 16:30.

IN ATTENDANCE:

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| 1 – CSI-Piemonte, IT: | Vittorio Vallero; Mara Cocco, Desiree Bua; |
| 2 – CNR-IREA, IT: | Mario Angelo Gomarasca, Laura Dossi, Roberto Nebuloni; |
| 3 – Fundecyt, ES: | Kety Caceres, Gustavo Sardiña; |
| 4 – Lepida, IT: | Sandra Lotti; |
| 5 – SIR, IT: | Simonetta Petricone, Fabrizio Pieri; |
| 6 – WNRI, NO: | Ivar Petter Grøtte; |
| 7 – BHV, NO: | Kjell Pedersen-Rise; |
| 8 – NEM, UK: | Alex Roy; |
| 9 – Niverlan, FR: | Jean-Dimas Malot; |
| 10 – ACREO, SE: | Crister Mattson; |
| 11 – SWRA, IE: | John Forde; |
| 12 – MWRA, IE: | Fiona Mc Cormack, Liam Conneally; |
| 13 – COI, PL: | Anna Siemek-Filus; |
| 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: | Sàndor Mester, Melinda Rozgics; |
| 20 – DEVONCC, UK: | Karen Bridgford; |
| 21 – RCITT, PL: | Jacek Korona; |

- 22 – SLINUA, IE:** Rosemary O'Connor, Patrick Sullivan;
23 – EUTELSAT, FR: Stefano Agnelli, Lea Lanaud;
24 – ASTRIUM, FR: Agnes Salvatori;
25 – SKYLOGIC, IT: Luisella Ciani, Roberto di Gaetano, Giorgio Tarchi;
26 – SBBS, LU: Nima Azarmgin

Guests

- 27 – NEREUS** Federica Bordelot;
28 - EURISY Stefaan De Mey;
29 – DATASIEL Riccardo Battaglini;
30 – HDT Antonio Felizardo;
31 – EIB Harald Gruber.

Agenda:

MORNING SESSION

Welcome from CSI-Piemonte

G. Ferrero (CSI-Piemonte, Member of the Board)

SABER latest updates:

- **SABER WP2 deliverables release**
- **Relationship with BRESAT**

SABER coordinator - V. Vallero (CSI-Piemonte)

Work Package 3: In-depth Analysis & Good Practice Review:

- **Activities and deliverables**
- **Work plan, partners contribution**

SABER WP3 coordinator - S. Agnelli (Eutelsat)

Panel 1: Critical review of early SABER findings and conclusions

- Facilitator: G. Tarchi, Skylogic.
- Panellists: S. De Mey - Eurisy; V. Vallero - CSIPiemonte; J. Korona - RCITT, PL, C. Mattsson - Acreo.

Q&A session

Panel 2: Innovative approaches in business and deployment models for satellite broadband in public procurement

- Facilitator: N. Azarmgin - SES.
- Panellists: H. Gruber – EIB, A. Roy - New Economy Manchester, S. Agnelli – Eutelsat, K. Caceres - Fundecyt, ES.

Q&A session

AFTERNOON SESSION

Presentation of the Project ONE

D. Bua (CSI-Piemonte).

Working session on WP3 deliverables

Three groups of SABER partners (and distinguished guests if they like so) brainstorming and drafting on:

1. Adaptation of public procurement and deployment models to address particular needs and markets.
Facilitator: A. Roy, NEM.
2. FAQs on satellite broadband for both public authorities and final users (inputs: draft FAQs from Astrium)
Facilitator: A. Salvatori, Astrium.
3. Validating the findings, fine-tuning the preliminary guidelines and disseminating information: internal tools, e.g. SABER website) and external stakeholders.
Facilitator: P. O'Sullivan, Slì Nua.

Presentation of the Working Groups outcomes

SABER Project next steps and Conclusions

SABER coordinator V. Vallero (CSI-Piemonte)

SABER – WORKSHOP 3 CONCLUSIONS SUMMARY

The 3d SABER Workshop was held on June 27th in Torino, in the premises of the SABER co-ordinator, Piemonte Region, and gathered XX participants. After having successfully reached its first objectives with the issue of early deliverables assessing if and how satellite broadband could be an option for the European Regions, SABER now starts a new set of activities (so-called Work Package 3) which were initiated during this 3d Workshop.

This 3d Workshop also served to formalise a critical review of the first batch of deliverables. It is worth noting that dissemination within the EC has started well: SABER reported that 27 EC officials from DG REGIO, DG CONNECT, DG AGRI and DG COMP provided feedback on the intermediate version of the first batch of deliverables. Also, a first concrete consequence of SABER is the Piemonte Region issuing mid 2013 a call-off procedure to procure satellite broadband, according to the recommendations of the SABER Early Guidelines.

The second batch of activities consist in enlarging the scope of the early findings. In particular further case studies will be looked at outside Europe, alternate funding models to usual public subsidies will be investigated, the partners will look for further non technological roadblocks which affect proper implementation or deployment of satellite broadband, and FAQs will be elaborated to answer the residents and the public authorities questions.

The early findings of SABER were reviewed during a dedicated morning panel and through one of the afternoon Working Group (Validating the findings, fine-tuning the preliminary guidelines

and disseminating information). The reflection on the second batch of activities was initiated during the second morning panel (Innovative approaches in business and deployment models for satellite broadband in public procurement) and through two afternoon working groups (Adaptation of public procurement and deployment models to address particular needs and markets; FAQs on satellite broadband for the Citizen and for Public Authorities).

Salient points of the discussions included:

- SABER should better analyse the rules of the EU funds able to subsidise satellite broadband. Also, SABER must already look now for opportunities to establish a dialogue with the authorities setting the rules for the 2014-20 funds.
- SABER should reflect on a manner to trigger support in regions 1) who want to terminate their terrestrial network deployment before looking at satellite solutions 2) consider that if sat-broadband is available but not used, they do not have help
- SABER partners could try to re-enforce its findings with a collection of satellite broadband users feedback, gathered through the regional partners network
- SABER must put a strong effort on awareness raising about the new generation satellite broadband services. In particular, SABER could issue communication recommendations for the local ISPs.

- SABER should set up meeting with experts in order to validate the deliverables to come.
- FAQs were found a very useful tool. However, to be really useful, the FAQs must be available in several EU languages. SABER will ask the EC for support on that front. SABER targets to release a first version of the FAQs in September.

Further SABER progress will be presented at the 4th SABER workshop to be held in Brussels mid-october.