

# ***Eutelsat experience on non-technological roadblocks***

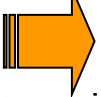
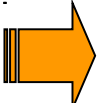
*Panel 3: Non-technological roadblocks on satellite broadband  
and satellite services procurement*

*Cork, 19 February 2013*

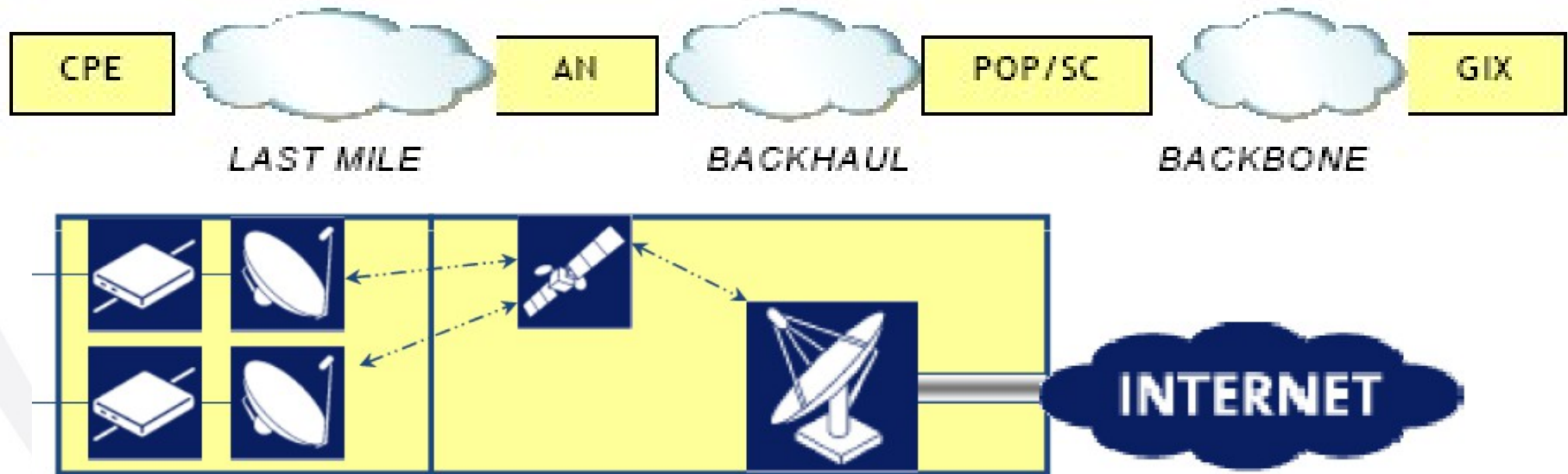
Stefano Agnelli  
Director, European Institutional Affairs, Eutelsat

# ***Recurrent non-technological roadblocks***

Most frequent are:

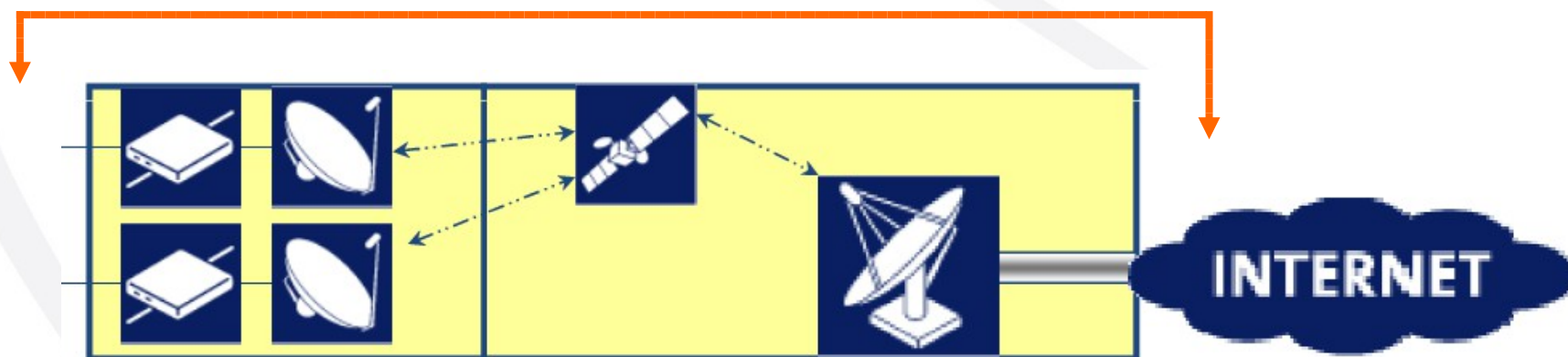
- Satellite **network architecture** not taken into account in supposedly “technology-neutral” Calls for Tender / State Aid Programmes 
- Claims that **Open Access** is not guaranteed 
- Bundling service objectives with **unnecessary infrastructure requirements** (e.g. restriction of technical solutions to “*construction*”)
- No respect of the **Technology Neutrality** principle (e.g. award criterion based on different number of points for different technologies)

## *a) Satcom architecture not taken into account*



- In satellite networks, NO ARCHITECTURAL SEPARATION into BACKHAUL and LAST MILE
- The model does NOT make it possible to assess performance of satellite-based solution

## d) Open access in satellite broadband



- Open access (pro-competitive solution) guaranteed via *bitstream*, the sole wholesale access complying with the architecture of satellite technology
- Less competition distortion than in terrestrial technologies: aid provided for CPEs (satellite ground equipment / terminals), beneficiaries are end users (households, SME and PA) and NOT satellite operators
- Competition in every EU country among the satops (at different orbital positions) as well as among satellite ISP working at the same orbital position