Working session: Guidelines on Satellite services procurement Working Group Nr. 4

WP2 - Early Analysis & Guidelines

Satellite Broadband for European Regions
CIP-ICT PSP Call 6

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Solutions To Implement Satellite Broadband Access Operation (E.g. Final Beneficiaries, Final Recipients, State Aid Broadband Guidelines, Demand Aggregation)

Common approach to mapping existing infrastructure.

Common set of criteria to assess need – analyse areas of greatest needs (poorest speeds, lowest wages, greatest social problems).

Voucher scheme – full or partial funding for end user equipment – grant aid to the end recipient.

Framework approach to procurement – choice of suppliers for end users to approach.

Demand aggregation – difficult to find a solution that works across Member State boundaries.

BUT… one approach may not fit all.

IMPLEMENTATION/PROCUREMENT METHODS: e.g. Vouchers, Call for tender.

Voucher scheme may be easier to administer - avoid complexity?

Call off arrangement – produces list of verified suppliers (might be difficult to propose multiple suppliers in rural areas?).

Open tender to select a single service provider – can assess their quality, customer service, marketing as well as basic ability to deploy, and provide assistence to, satellite equipment.

Procurement route will need to assess value for (public) money and any stipulations by funders.

Financial Flow

Voucher scheme - need to think through how the beneficiaries apply for the voucher.

Call for tender – set out maximum value of subsidy available but pay against installation results.

Choice of procurement route may depend on what the public administration is trying to achieve – stimulation of competition amonst service operators or uniform quality of solution from a single supplier?

Monitoring

Monitoring of spend on equipment will depend on funder requirements and accepted Accounting procedures.

Customer satisfaction surveys – may monitor supplier quality of deployment AND also end user satisfaction.

Demand Aggregation activities may assess level of ICT skills/usage before satellite broadband deployment and user experience post deployment.

Conclusions and Recommendations

Choice of procurement route depends on what the overall objective is trying to achieve.

Customer satisfaction surveys - important to measure real impact of deployment

Demand stimulation activities – especially complementary support on ICT skills is important to derive maximum benefit from the project.

The need to be aware and linked with the of the overall objectives of the operational programme