



Satellite Broadband for European Regions  
CIP-ICT PSP Call 6

# Working session: Guidelines on Satellite services procurement Working Group Nr. 1

WP2 - Early Analysis & Guidelines



European Commission  
Information Society and Media

[www.project-saber.eu](http://www.project-saber.eu)

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

## Key messages:

- Bridging broadband gap
- Economic equalisation
- Green agenda – environmental friendly
- Dispelling the myth – continuously evolving
- Satellite FAQs
- Lobbying

## State Aid:

- Regional government
- National government
- Devolved government



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

## Final beneficiaries:

- Satellite operators
- Satellite distributors, brokers
- Citizen
- Business

## Final recipients:

- Citizen
- Business
- Public services interest groups

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

## State Aid:

- Consultation process
- Definition of requirements
- Timeline
- Source of funding – mapping of funding sources
- Financial engineering
- Vendors selection – public procurement
- Plan Implementation
- Monitoring

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

## Demand Aggregation:

- Needs clustering
- Critical mass of potential users
- Provision of a forearm to facilitate clustering
- Interregional collaboration (transnational)

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

## Vouchers system:

Pros: technology agnostic, real choice, beneficiary is the final user

Cons: very heavy burden on administrations, difficult to monitor, potential confusion on choice of vendors

## Call for tender:

Pros: more control, strategic view, easier to monitor

Cons: risk of unspent funds, initially labour intensive, all your eggs in one basket

# Financial Circuit

## Money flow:

- Identifying the source: EU, national, regional, local, private (crowd funding)
- Rules and regulations – legal framework,
- Compatibility of different funding, complementarity
- Procedures, managing and monitoring

# Monitoring

Transparent

Auditable

Independent feedback gathering:

- Legally binding survey

- Remote SW monitoring

- User validation

- Quantitative and qualitative measuring

Taking in account EU SMART indicators



# Conclusions and Recommendations



