

The project SABER

SAtellite Broadband for European Regions

PRELIMINARY OUTCOMES

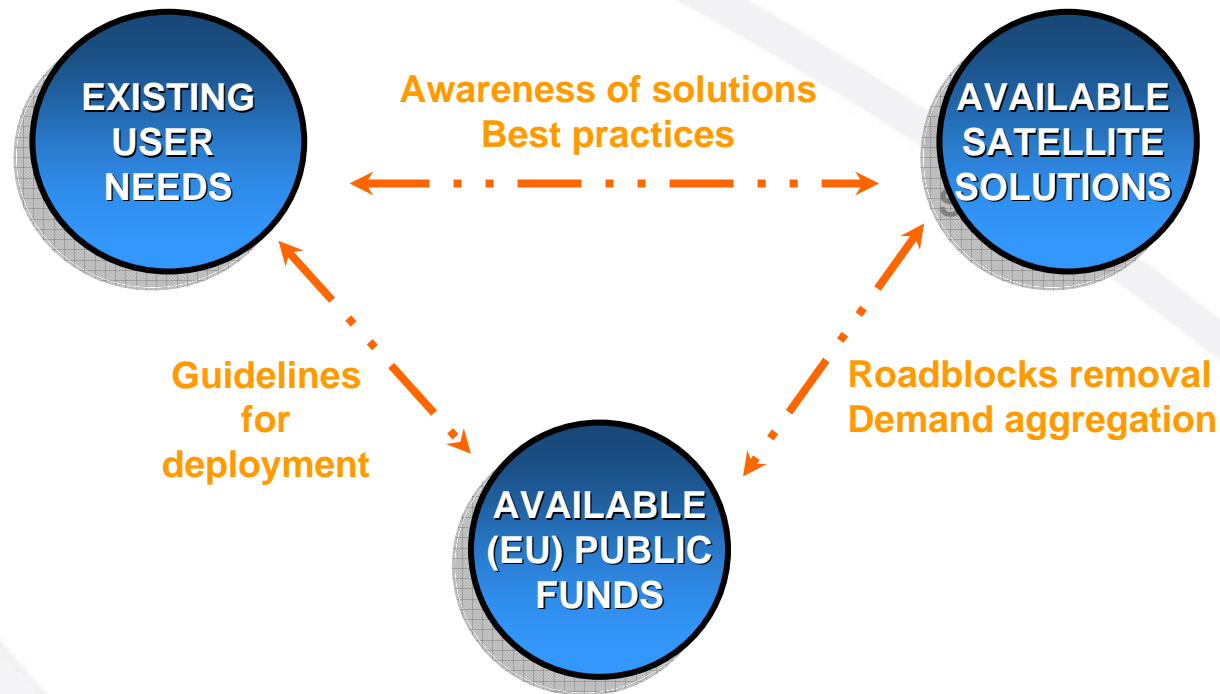
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www.project-saber.eu

Putting the building blocks in place for satellites to bridge remaining gaps in EU



Pre-requisites for large scale deployment



Missing links

SABER: objectives (shared with the EC)

- Raise awareness
- Share best practices in the use of public funds
- Analyse roadblocks in public procurement and provide solutions
- Develop guidelines for deployment of satellite broadband
- Disseminate information to regions across Europe

SABER in a nutshell

- **Call for proposal** Jan 2012
- **Proposal submitted** May 2012
- **Kick-off** Nov 2012, Brussels (BE)
- **1st Workshop** Feb 2013, Cork (IE)
- **2nd Workshop** Apr 2013, Brussels (BE)
- **3rd Workshop** Jun 2013, Turin (IT)

- **SABER coordination:** CSI Piemonte
- **SABER WP coordination:** (Skylogic Nov 12-May 13) ►
Eutelsat May-Nov 13 (► Astrium Nov 13-May 14)



SABER: partners per country

eTrikala	EL	CNR-IREA Lombardia	IT	Cities on the Internet	PL
Fundecyt	ES	CSI-Piemonte (c)		RCITT	
Astrium	FR	Lepida Emilia		Mira Telecom	RO
Eutelsat		Skylogic		Eta-2u	
Nièvre Numerique		SSSSIR Abruzzo		Acreo	SE
Mid West Regional Authority	IE	Toscana Spazio		RD Horizon	SI
Slí Nua Development		SES Broadband Services	LU	Devon County Council	UK
South West Regional Authority		Bykle og Hovden Vest	NO	New Economy Manchester	
IT Pro Society Association	HU	Western Norway Research Institute			

SABER: strengths

- **SABER brings together 22 regions and the satellite industry (Eutelsat, SES Broadband Services and Astrium) for a 2-year project with a financial support (0.51 M€) of the EC**
 - **Information and recommendations: neutral, practical and derived from field experience - and considered as such by the European Commission**
 - **SABER has created a “genuine” Thematic Network with regional partners and external stakeholders**

SABER: first outcomes (May 2013)

Three deliverables refer to DAE target 2013: Basic broadband for all

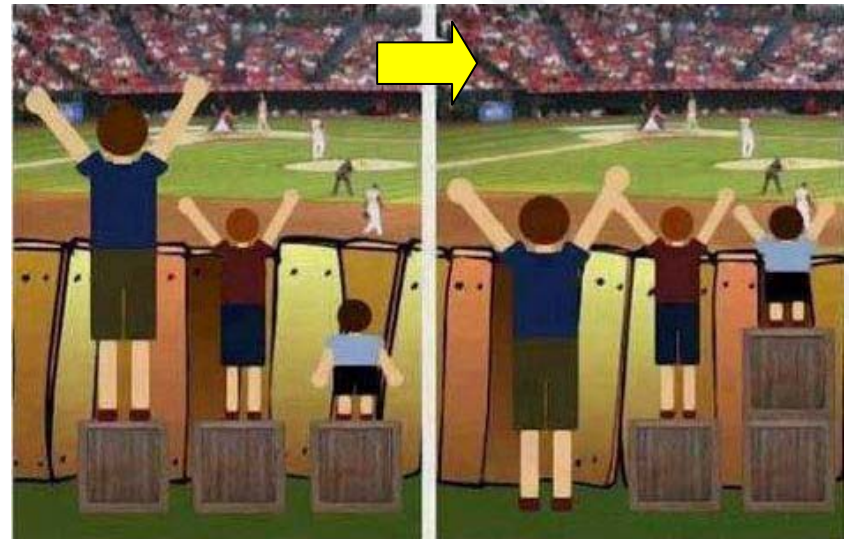
- ***Regional / National satellite broadband implementation case studies*** (including detailed best practices from FR, ES, UK, IT, EL & NO)
- ***Early report on satellite broadband as an option for regions*** (including a state-of-art review of the retail offers: 250 references including Eutelsat, SES, Avanti, HellasSat and Hispasat)
- ***Early guidelines on satellite services procurement***

How EC can favour satellite broadband take-up in public procurement (1)

- Establishing and recommending common approaches towards large scale deployment of satellite solutions
 - “Stamp” of approval on satellite solution
 - Standard, easy to understand and apply, documentation to the attention of EU countries and regions
 - Harmonization (« aggregation-like ») of the demand scattered throughout the EU via common assessment of needs and solutions, and shared rules in procurement process
 - Models of cooperation among different public authorities throughout the EU

How EC can favour satellite broadband take-up in public procurement (2)

- Proposing plausible remedies in call specifications in order to circumvent legislative barriers and hidden obstacles (not really new but still present ...)
- Consistent implementation of technology neutrality
- Cost-benefit analysis
- Consideration of the specificities of satellite network architecture
- Fair performance assessment



How EC can favour satellite broadband take-up in public procurement (3)

- Improving the efficiency of public procurement of satellite solutions
 - Call-off procedure with qualification of multiple ISPs
 - Registration portal
 - Several calls for grants with limited duration
- **SABER has developed « ready to use » guidelines on satellite services public procurement (i.e. how to draft a successful call for tender)**

SABER: conclusions and opportunities

Targets

- European Commission (and other EU and national institutions)
- European regions in need

Information and recommendations

- Neutral, practical and derived from field experience

European Commission ► expected endorsement and spreading of SABER information and guidelines

European Regions ► expected deployment plans compliant with SABER guidelines in “early stream” regions

