

## Case Studies of Satellite Broadband Aggregation Schemes and Lessons Learned II: Albanian Schools



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**A satellite internet solution for 300 schools in rural and remote regions of the Republic of Albania**



**Presentations may be posted on the EC Broadband Portal**

## **What was the objective of the scheme?**

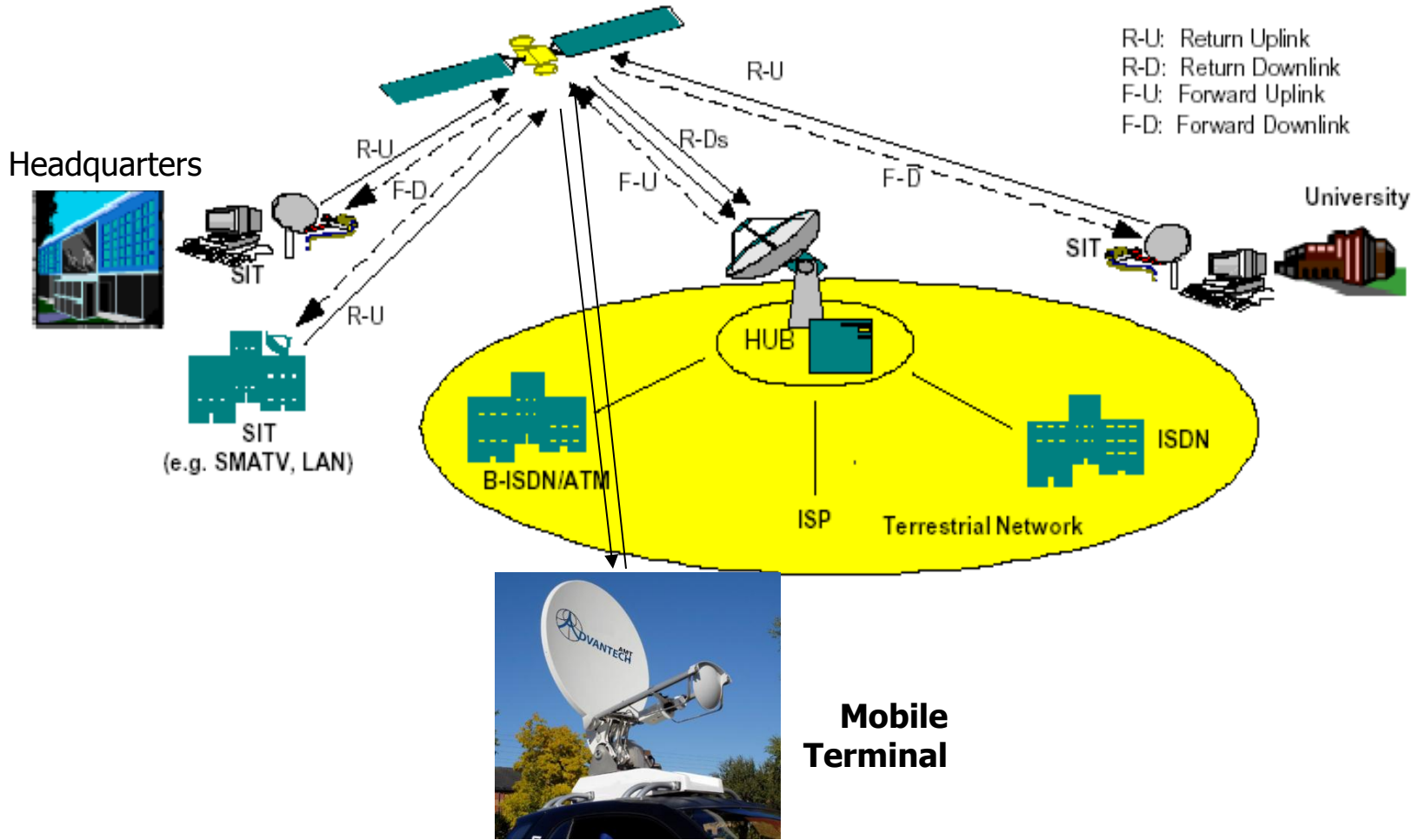
**To provide satellite internet services to schools in Albania that are unable to receive broadband using existing terrestrial infrastructure.**

## **Who were the target end-users?**

**The service was primarily aimed at a school's pupils, but academic staff, administrators and other school personnel were also able to take advantage of the service.**

## **Was the Scheme for Satellite only or did it Include Other Forms of Broadband?**

**The scheme was for satellite and terrestrial broadband.**



**Who were the key sponsors of the scheme?**  
**The Government of Albania.**

**Were there any other influencers?**  
**ALB Telecom & Hellas Sat.**



***Satellite Broadband Implementations at three Albania schools.***

## How was the scheme funded?

**The Government of Albania & The European Union**

**The EU Digital Agenda and EC Funding forced the Government of Albania to issue a project in broadband satellite communications.**

**The project was won by ALB Telecom, with Hellas Sat as a subcontractor.**

## What was funded?

**The funding covered hardware costs such as the satellite dish, its set up survey and installation fees, along with provision of the service.**

## What was the approximate cost to the funders?

**€300,000 was awarded.**

**What were the dates of the scheme?**

**The scheme ran for six months between 2006 and 2007.**

**How many end-users actually participated?**

**300 target schools received satellite broadband connections.**



***The Albanian Prime Minister, Meeting students at a connected school***

**What service was provided to the end-user?**

**Up and download speeds of 1Mbps and 256Kbps.**

**No limit on downloads.**

**What was the cost to the end-user?**

**There was no cost to the end-user for the satellite kit, its installation and the service.**

**Was there an SLA?**

**No.**



**Who were the operators involved?**

**Hellas Sat & ALB Telecom**

**What did they provide?**

**Hellas Sat supplied the Ku bandwidth and the service used Sat3 Play technology.**

**Were there others involved in the overall project?**

**Local Installers and subcontractors.**

## **Did the scheme achieve its objectives?**

**The scheme was very successful, with 300 remote and isolated target schools getting a broadband connection to the internet.**

## **Approximately how many end-users actually took up the service and were implemented?**

**All students and school personnel were able to use the service. School sizes ranged from 200 students (primary level) to around 50 students (secondary level).**

## **Is the scheme still operating?**

**The scheme operated for six months, but after negotiation with the Albanian Government, the contract was migrated to another satellite operator (SES).**

### **What was most successful about the scheme?**

**All the installations were carried out in one month by Albanian company subcontractors of ALB Telecom.**

### **What was least successful about the scheme?**

**The schools had to pay upfront for the satellite kit, its installation and the service, after which they could apply for re-imburement of funds spent. Occasionally this created cash-flow issues for the participating institutions.**

### **What were the most important lessons learnt from the case study?**

**A scheme whereby the user is subsidized upfront for hardware, installation and service may work better and be more convenient for the end-users, than re-imburement of expenditure after the fact.**

### **Would you recommend any changes in future schemes?**

**With around 55% of Albania's population located in rural areas where broadband networks are not available, these isolated pupils are living with enormous disadvantages. Closing this digital divide by extending satellite broadband deployment in schools at all levels should be prioritized.**

**Thank You**