

# **BRESAT project**

## **Needs of Regions and Non- Technical Roadblocks**

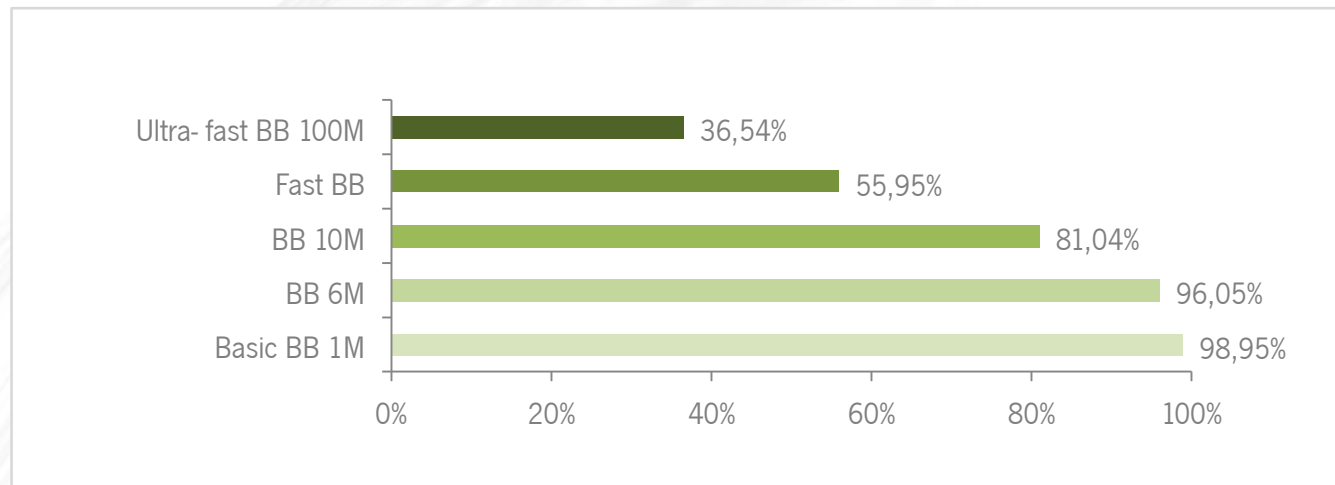
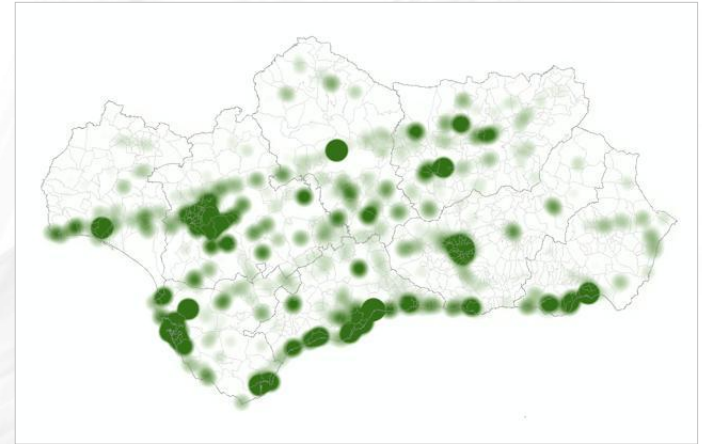
### **ANDALUCÍA ( Andalusia)**

The aim of this presentation is to capture EU Regions' requirements for future broadband aggregation schemes. Ideally it should be focussed on satellite broadband but could encompass other forms of broadband as well.

Presentations may be posted of the EC Broadband Portal

## Andalusia – Some figures

- Population: 8.449.985 (17,8% of Spain)
- 771 municipalities, 2.709 population centers
- Density: 96,46 inh./sq.km
- 2.697.936 households
- 2012 GDP per capita: 16.960 €
- EU convergence region
  
- Broadband services: household coverage (mid 2013)



## What Would You Consider Your Main Objectives for Any Future Broadband Scheme?

### What Would be your Typical Objectives?

The Andalusian Regional Government is currently developing a Regional Strategy for Telecommunication Infrastructures, with the aim of fulfilling the broadband objectives of Digital Agenda for Europe in Andalusia.

The main broadband objectives are those considered within the EC Digital Agenda:

- By end of 2013, 100% of Andalusian households should be covered by 1Mbps broadband services
- By 2020, 100% of Andalusian households should be covered by 30Mbps broadband services
- By 2020, At least 50% of Andalusian households should subscribe internet connections above 100Mbps

### Would any Scheme be Specifically for Satellite or Would it Include Other Forms of Broadband?

Future broadband actions will include a mix of technologies.

## What do You Think The Biggest Challenges are in Developing such a Broadband Schemes in your Region or Others?

### Getting decision makers to agree a scheme? Setting up a scheme?

The Directorate General for Telecommunications and Information Society of Junta of Andalucía (DGTSI) is responsible for the broadband strategies in Andalucía. Agreeing on or setting up a scheme shouldn't be an major problem.

### Funding the scheme?

This will definitively be one of the main challenges when setting up a broadband scheme. Availability of funds at European level for period 2014-2020 at not yet clear.

Public contribution to promote the use of satellite services in households should focus basically on equipment and set-up costs. Granting monthly charges should be avoided.

### Managing or administering a scheme?

This point depends on the number and profile of involved agents (Telco operators, local administration, installation companies,...). DGTSI has previous experience managing broadband initiatives and runs a technical office focused on supporting local administrations in telecommunication issues: relationship with operators, technical and legal advise, broadband projects management...

## What Kind of a Scheme Would you Want?

### What broadband services would be needed?

The broadband services included in schemes should:

- Provide total coverage of basic broadband service (1Mbps) at soon as possible
- Provide total coverage of fast broadband service (30Mbps), by 2020
- Increase considerably coverage of ultrafast broadband services (100Mbps and above), by 2020

### Would a scheme be technology neutral or specific to satellite?

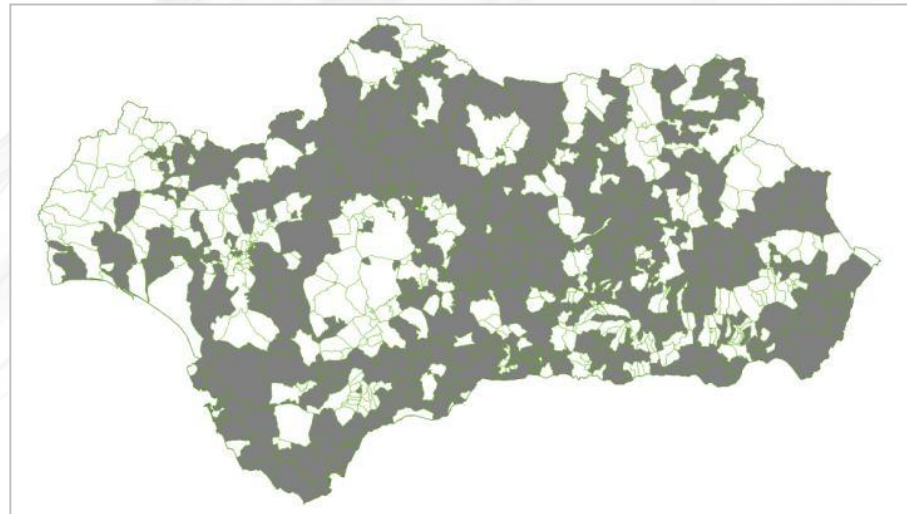
As public administration, broadband projects should be technologically neutral, as long as the technology meet minimum service requirements.

## What Kind of a Scheme Would you Want?

To what locations (region wide or specific locations)?

Although objectives are defined at regional level, broadband schemes should focus on underserved areas and those excluded from deployment strategies of telecom operators.

Public initiatives should involve white and grey areas, as defined by EC. Map below identifies white and grey zones in Andalusia for 30 Mbps broadband services.



## What Kind of a Scheme Would you Want?

### How would you anticipate any scheme working?

Depends on the scope of the project and funding availability, it can be managed:

- As a public tender for broadband services expansion
- As a public private partnership (PPP)
- As subsidies for local administration or telecom operator
- Just optimizing administrative procedures to promote private initiative
- As a combination of above

### Have you run similar schemes in the past?

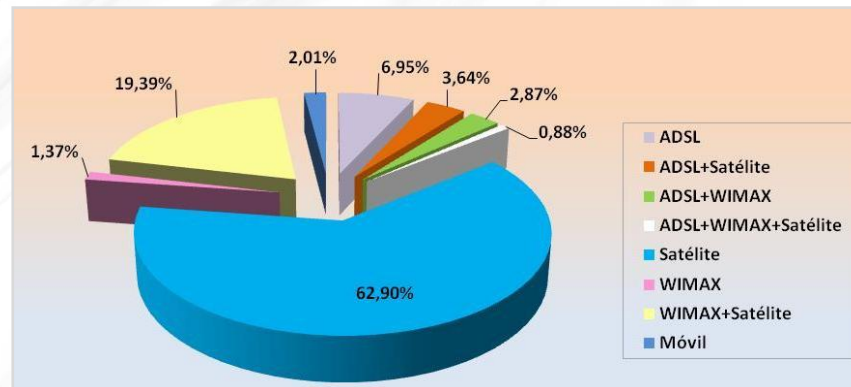
Junta of Andalusia has run several broadband projects in the past, including mobile broadband coverage expansion with 3G operator and subsidies to municipalities for Wifi, DTT and WiMAX/LMDS services. Infrastructure and equipment has been funded within the project scope.

Besides specific broadband projects, SGTSI tasks include supporting municipalities in broadband networks management and improving legal and administrative framework to boost deployments.

No satellite projects have been directly managed by Junta of Andalusia. At national level, “Plan Avanza” scheme granted subsidies for operators to expand broadband, including satellite-based projects.

## “Plan AVANZA” summary

- Subscheme “AVANZA infraestructuras” promoted broadband networks deployment in underserved areas during period 2008-2011
- Total investment in Andalusia for basic broadband expansion: 430.029 €
- In Andalusia, 238 towns were included in satellite projects and 53 in mixed Wimax-Satellite solutions, out of 316 targeted population centers. 100% of the projects including SAT solutions were run by Telefónica:
  - Download rate: 256 kbps
  - Upload rate: 128 kbps
  - Installation and set-up charges: 165 € (w/t VAT)
  - Monthly charges: 39 € (w/t VAT)
- Distribution of technologies in targeted towns by the end of the project (dec-2011), nationwide





## Outcomes of the Scheme

What would you want to ensure?

In a satellite-based scheme, we'd like to:

- Ensure basic broadband coverage for rural and underserved areas
- Improve the awareness of alternative broadband services (as satellite), and its associated sale channels in remote areas
- Guarantee minimum broadband speeds
- Reduce costs of satellite services for citizens, taking them to the similar prices of an equivalent service in urban environment (e.g. DSL)

*Examples of monthly charges for fixed telephone line + ADSL in Spain*

Operator	ADSL speed	Broadband charge	Telephone line
Movistar (Telefónica)	10 Mbps	19,90 €	14,38 €
Jazztel	12 Mbps	15,95 €	14,99 €
Orange	20 Mbps	13,95 €	15 €
ONO	20 Mbps	15,90 €	15 €

## Outcomes of the Scheme

What would you want to avoid?

- Bandwidth caps
- High concentration factors




If you've run schemes before, are there any lessons you learned which you think are important to consider in any future schemes?

In order to avoid public fund misuses, it's a priority to obtain updated information of current broadband services and telecommunications infrastructures.

When deploying fixed and wireless telecom infrastructures, problems may appear associated to local procedures, taxes, social rejection, etc. Relationship with municipalities it's an issue to be addressed.

For a satellite-based scheme, it's key to consider that until now the quality of satellite services in our region hasn't reached the expectations. Download rates, latency, price and performance under severe weather conditions have been the main drawbacks. Besides, alternative solutions for broadband services (e.g. satellite) generally fail on sales strategies and distribution channels.

## ANNEX. Examples of satellite providers in Spain

Provider	Max. DL	Max. UL	Monthly charge	Others
 (*)	20 Mbps	6 Mbps	25,90 € (w/t VAT)	Traffic limit: 10 Gbps / month
	2 Mbps	N/A in website	N/A in website	-
	2 Mbps	256 kbps	150 € (w/t VAT)	Limited bandwidth under detection of abusive use

(\*) Tooway services are distributed in Spain by several commercial agents: Eurona Wireless Telecom, Mira Novas TecnoloXias, Distecable, europaSat, Sat2way, Avonline, STARDSL, Quantis, Bentley Walker