



Paving the Way for Galileo Applications and Services

by

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Key Principles

- Galileo Services is a non-profit association set-up to support the development of the downstream business
- Its Members are selected on grounds of the expertise and motivation in the future Galileo services
- GS Members are working on a non exclusive basis, promoting cooperation on common interest actions
- GS Members may choose to compete or collaborate on business related activities



Galileo Services Members

- Galileo Services is a unique blend from SMEs to large industrial groups from a large number of EU countries and covering all areas of downstream applications development and services
- Potential extension to like-minded companies from the enlarged Europe
- Members provide the links with wide network of organisations (e.g. OREGIN, ERTICO,...), end-user communities and institutions

Galileo Services Members



>• New Members will join soon

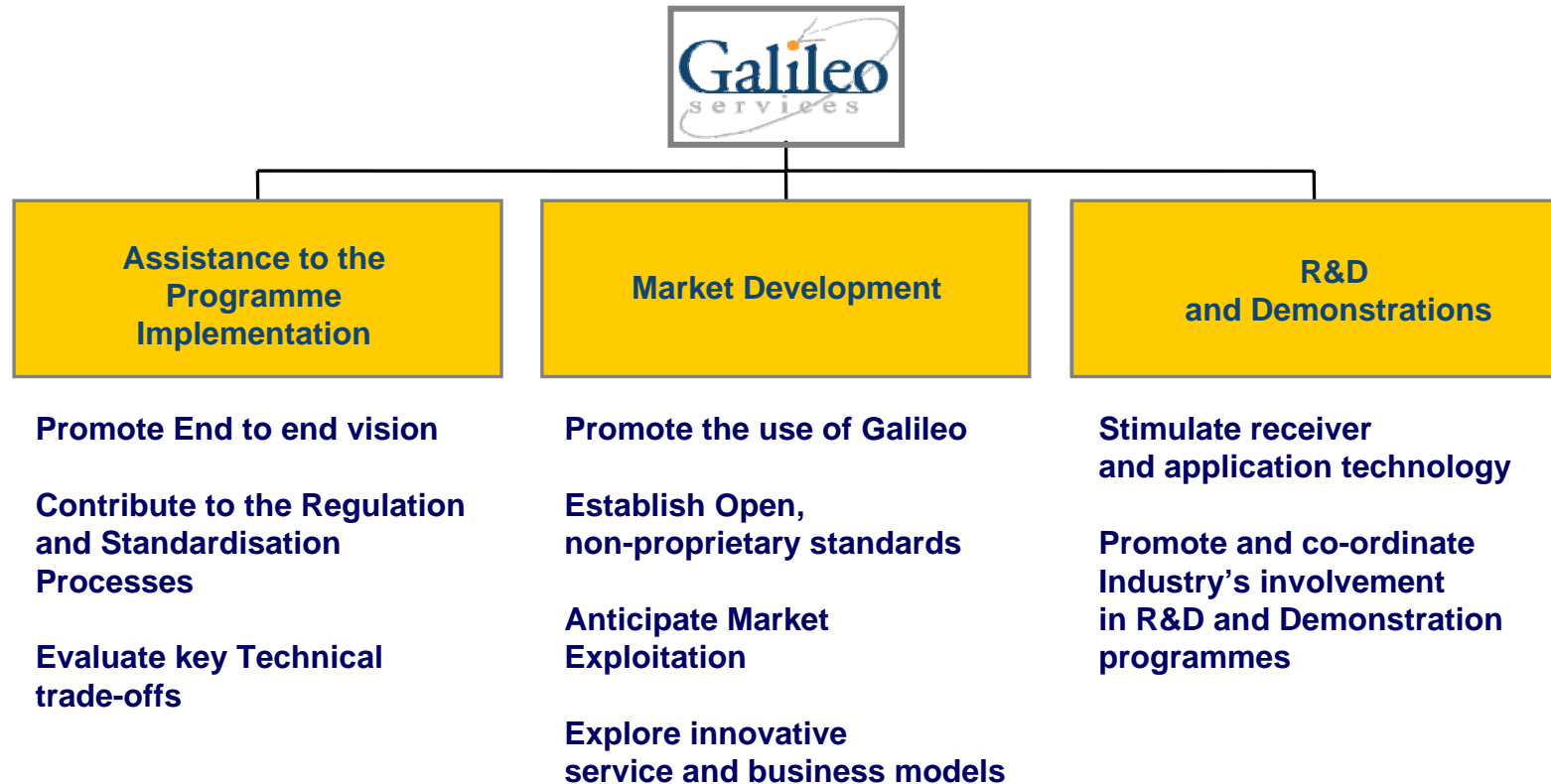
Opportunities for Galileo Services

- Huge potential Market
- Key factors for market success
 - Market promotion and users ' preparation
 - Addressing technological research
 - Regulation and standardisation process
- Need for a dedicated entity for Galileo promotion and market exploitation of the downstream services and user segment sector



Galileo Services is committed to coordinate the European service industries in support of the Galileo programme

Galileo Services Activities



Galileo Downstream Segment Development - Overall Approach

- GS approach driven by a long term vision of downstream markets development and open to other stakeholders to benefit from other experiences and complementary skills
- GS approach taking into account all the background gained by GS members and partners in on-going and former work
- Coordinated approach promoted to optimise results
- The objective is to establish the indispensable link between the Galileo infrastructure and its users

Main Achievements Since the Foundation

- Promotion of the initiative and widening of membership
 - Wide spectrum of expertise and presence in the market
 - Extended to 11 European countries
- Regular Galileo Services Meetings (~ every month)
- Working groups on dedicated subjects (e.g. FP6, FP7, Standardization, International Cooperation, etc.)
- Play a key role in the 6th Framework Programme
- Support provided to EU Institutions for the implementation of the programme
- Continuous promotion of Galileo at National, European and International level

Key Actor in R&D and Demonstrations

- GS Members have a strong background gained thanks to their existing position in the market place and active role in on-going and former positioning related projects

- Experience shows that they are widely recognised as credible and valuable key partners for applications and business development

- Key actors in the FP6 1st and 2nd Galileo calls projects
 - GILT, MARGAL, ADVANTIS, PRODDAGE, GEM
 - GARMIS, GAC, G-SAR
 - And currently negotiating 9 other contracts as leader

Investment in the Future

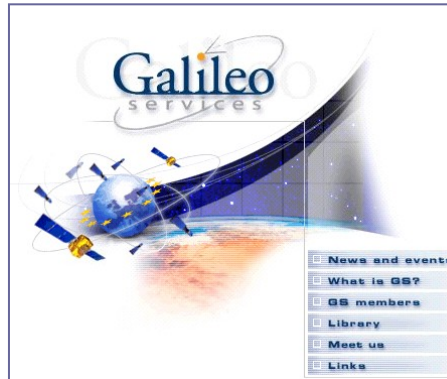
- EU and ESA co-funding of technology and application development is an incentive for the industry to an early start
- Still industry is investing min. 50% in this type of projects.
- The industry also invests capital in the form of existing know-how, products/solutions, IPR's and market position developed over a long period of time.
- It is crucial that the industry is in control of its own IPR's – This is after all the basis of its business in the future.

Conclusions

- Galileo Services is dedicated to the success of Galileo
- Pro-active promotion of the Galileo market has made Galileo Services a key player in Galileo applications and business development
- Galileo Services members are prepared to continue investing in the development of Galileo technology, open standards, applications and services
- End-to-end vision enhances market development and ensures user-driven approach to Galileo
- Galileo Services is open to welcome new members and to work with new partners from the enlarged Europe

Thank you for your attention

- Galileo Services Website:



www.galileo-services.org

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