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**GALILEO CONFERENCE**  
**“NEW OPPORTUNITIES FOR EUROPEAN ENTREPRISES**  
**AND CIVIL SOCIETY”**  
*Brussels, 24<sup>th</sup> June 2008*

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**Speech of Gard Ueland**

*(Chairman of Galileo Services and President of Kongsberg Seatex AS)*

*Keynote Speaker in the second Plenary Session :*  
**“PROMISES OF RADIONAVIGATION PER SATELLITE”**

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**T**hese are exciting times for the satellite navigation Industry. The Americans are improving GPS. The Russians are improving and re-building the GLONASS satellite constellation. Several regional augmentations systems such as WAAS, GAGAN, MSAS and EGNOS are in different stages of being developed, deployed or operational.

Finally, last but not least, Europe decided a few months ago to move on with Galileo!

**Galileo is a great opportunity for Europe, European Industry and the users.** I am speaking today on behalf of **Galileo Services** and we **welcome very much the fact that Galileo is back on track.**

Galileo Services\* is a growing association of 31 companies, all with a genuine, long term interest in Galileo. The Members are primarily European, but we have valued Members from North America and Asia as well; all actively supporting the programme and involved in developing products and services utilising Galileo. They span from the smallest SMEs to large corporations representing all domains of applications. The association is supporting Galileo through a long range of initiatives and is serving as a voice of the downstream Industry.

My company, Kongsberg Seatex, is one such Member. One of our key business areas is providing highly reliable position references for offshore oil and gas operations. In such operations, there are no anchor lines to keep the vessels in place; you rely solely on your position references for securing the position of your drill rig or oil production platform, keeping them stationary by controlling the vessel engines. This is really 24/7, all year round, in all kinds of weather.

“So, do you then really need Galileo – after all you are already doing this today?” you might ask.

Experts estimate that more than 25% of the unexplored oil and gas reserves are located in the Arctic. This means that operations in these environmentally very fragile areas will definitely welcome Galileo. With time we will also see increased activity in the Arctic from commercial shipping - also benefiting from the added safety provided by Galileo.

This is only one example of applications that really will benefit from Galileo and there are many more in all domains.

However, the really important question we should ask ourselves now is:

**How can Europe and its Industry get the most out of this unique opportunity of Galileo?**

Most players in the GNSS or Satellite Navigation business will be in this business regardless of Galileo and regardless of contribution of public money to develop new products and businesses. These companies have to do what they have to do in order to still be competitive in their market place.

**Europe, however, has an opportunity now to give that extra kick-start and boost its own downstream Industry to take the lead.**

Certainly, the way such a boost is given is crucial.

GNSS or Satellite Navigation Systems have become a public utility comparable to electricity, roads and telecom and with a vast amount of possibilities and business opportunities. We should keep this in mind and be generous and visionary enough to realise that innovation can not be centrally controlled.

**Public authorities can only act as an enabler and facilitator supporting the innovation and business development** where it eventually has to, and will, take place **by the Industry.**

**By fuelling this process financially and by other means, Europe can contribute to enabling its Industry to take advantage of the unique Galileo opportunity.**

It is therefore with some regret we see that, although as a part of establishing the financing for the core Galileo system, about **300 M€ has been removed from the funds originally allocated within FP7** to support these initiatives. It is therefore a **challenge to restore such funding and preferably to increase the effort.**

Galileo is a great endeavour for Europe.

**Let us not loose the opportunity by acting too small too late, but boost initiatives from European downstream Industry – Now!**



*is a non-profit organization founded in 2002 which is focusing on the downstream side of Galileo development. The organization's mission is both to support and assist the Programme implementation and to stimulate downstream technology and business development (terminals, applications and services).*

*The association comprises European members ranging from SMEs to large enterprises and international members from both North America and Asia. The members mainly come from downstream Industry.*

*Today the network includes 31 companies among which: ARGOSS, Astrium Services, dmedia System, EDISOFT, Eutelsat, FDC, Funkwerk Avionics, GMV, Hispasat, Honeywell International s.r.o., Indra, Ineco-Tifsa, JAVAD GNSS, Kayser-Threde, Kongsberg Seatex, Logica, Mapflow, Navcert, Navteq, NLR, NovAtel, OHB Technology, SEIKO EPSON, Septentrio, Skysoft, Sogei, Tele Atlas, Telespazio, Terma, Thales, TNO.*