Galileo Services
The Key Player in GNSS Applications and Services
What is Galileo Services?

- The leading International Downstream Industry Organisation focused on the downstream side of European GNSS Programmes
  - Non-profit organisation founded in 2002
  - Comprising key GNSS Downstream Industry players from Europe and the rest of the world
  - Representing all elements of the value chain and covering the different application sectors
Mission and Objectives

- To **promote the use** of Galileo and EGNOS in all market segments and **foster interoperability** with other navigation and telecommunication systems
- To **stimulate downstream technology and business development** (terminals, applications and services) in order to maximize the potential of the applications’ market
- To **express the views of downstream industry** on all issues which have an influence on the development of the Galileo and EGNOS market
- To **support and assist** the European GNSS Programmes implementation
- To **help its Members to address the market** by providing them the necessary background and network to foster business opportunities
A Powerful Network of Companies

- Unique blend made up of both SMEs and large industrial groups

Members Profile:
- Chip producers, equipment manufacturers, software developers, data content and map providers, service providers, integrators, etc.
- Experienced in all kind of applications
  - Safety of Life, Governmental, Professional, Mass Markets
  - Aviation, Maritime, Rail, Road, Intermodal, Leisure, Scientific, Agriculture, etc.

- Industries from Europe, North America and Asia
  - Since 2007, the association is open to non EU companies

- Links with a wide network of organisations (e.g. Eurisy, Eurospace, NEREUS, ERTICO, EARSC, ESOA etc.), end-user communities, standardization bodies (e.g. ISO, CEN, CENELEC, ETSI…) and Institutions

- **Galileo Services and Oregin join their forces** (see one next slide)
Current Membership

Network (160 Members – 20 countries)
Galileo Services & OREGIN

Since May 2009, the Network is backing on more than an hundred of companies Federating the most Active and Representative players of GNSS Industry and Research supporting the Galileo Programme
Networking Objectives and Benefits

- To share market experience and knowledge of user needs
- To voice downstream Industry concerns and expectations for Galileo and EGNOS
- To ensure user communities and downstream Industry exert their influence with Key decision Makers
- To foster the establishment of Strategic Industrial Alliances
- To leverage Members’ competitiveness and business perspectives
- To get a head-start for developing new and innovative solutions using GNSS
- To contribute actively to the success of the European GNSS Programmes from a User and Industry viewpoint
An open Network and Approach

- Galileo Services welcomes New Members from Europe and abroad!

- Galileo Services Members are working on a non exclusive basis, promoting cooperation in areas of common interest

- They may choose to compete or to collaborate on business related actions
Main Activities

Assistance to the Programme Implementation
- Promote end to end vision
- Contribute to the Regulation and Standardisation/Certification Processes
- Evaluate key Technical trade-offs
- Support International Cooperation

Market Development
- Promote the use of GNSS, especially Galileo and EGNOS
- Establish Open, non-proprietary standards
- Anticipate Market Exploitation
- Explore innovative service and business models

R&D and Demonstrations
- Stimulate receiver and application technology
- Actively support R&D Programmes definition
- Promote and co-ordinate Industry’s involvement in R&D and Demonstration programmes
Sample of Galileo Services Actions

- Regular Members’ Meetings (~ every 2 months) to share information, discuss business opportunities, decide on lobby actions, etc.
- Setting-up of Working Groups on key subjects (e.g. Standardization, International Cooperation, IPRs)
- Preparation of Position Papers (e.g. on IPRs, R&D contracting rules, etc.) and circulation to Key Decision Makers
- Meetings with
  - EC, GSA, ESA, European Parliament
  - EU MS Representatives (including Transport Ministers)
  - Professional and User organisations
  - Key GNSS Industries from Asia, North and Central America or industry organisations
- Organisation of workshops to foster collaborative R&D initiatives among Members and beyond
- EUGIN honorary member
- Sponsoring and actively involved in key international navigation related events (e.g. ION-GNSS, ENC-GNSS, Munich Summit, Galileo Information Days)
Conclusions

- Galileo Services federates GNSS downstream Industry players trusting in Galileo and EGNOS benefits for the end-users
- Galileo Services and its Members are committed to the success of the European GNSS Programmes, Galileo and EGNOS
- Galileo Services provides the right platform for a fruitful and efficient partnership between Institutions and downstream Industry players!
For Further Information

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  www.galileo-services.org

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