

Galileo Downstream Industry Challenges

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Overview



- ▶ **The leading International Downstream Industry Organisation focused on the Galileo Programme**
 - Non profit organisation founded in 2002
 - 31 Members from Europe, North America and Asia
 - More than 40% of SMEs
 - Represents all GNSS applications and services
- ▶ **Galileo Services Mission**
 - To support and assist the Galileo Programme implementation
 - To stimulate downstream technology and business development (terminals, applications and services)



Galileo back on Track



- ▶ Industry and Galileo Services in particular have supported and appreciated EU Institutions and Member States intensive efforts throughout this challenging year
- ▶ Galileo is now back on track
- ▶ The restructuring of the programme regains confidence by users and Industry that the deployment of the full infrastructure will happen and gives renewed optimism by downstream Industry to continue investing in R&D
- ▶ As in the past, Galileo Services will actively support the Galileo Programme implementation and pursue its actions as key Industrial Partner for applications and services towards EU Institutions

Applications and Services



- ▶ The main driver for GNSS development and implementation is to provide citizens with vital, economic, safety and security applications and services
- ▶ Timely development of useful and cost-effective solutions for applications and services is a key element to ensure GNSS Programmes success
- ▶ Since its definition phase, Galileo has always been a user-oriented Programme permitting an early definition of applications and services
- ▶ In addition, EGNOS implementation provides opportunities to demonstrate and market future services



Recommendations for an efficient Market take-off



- ▶ Freeze the system baseline ASAP
- ▶ Launch the infrastructure procurement process without any delay to ensure early availability of signals
- ▶ Maintain programme schedule as defined today
- ▶ Clarify and freeze ASAP the legal and commercial play ground (fees?, IPRs, revenue sharing, regulations, ...)
- ▶ Continue to support the development of technologies, applications and services

Conclusions



- ▶ A lot is still to be done to be ready by 2013
- ▶ Downstream Industry welcomes the restructuring of the Galileo Programme and will continue to promote and participate in the R&D programmes
- ▶ EU Institutions support and securing of FP7 funding is nevertheless mandatory for an efficient and timely development of applications and services
- ▶ The new programme shape, calls for an even stronger dialog between EU Institutions and downstream Industry players
- ▶ Galileo Services provides the right platform for securing fruitful and beneficial results for all parties in this process