



**“Downstream Industry:
Concerns and Expectations
for Galileo”**

TimeNav’07, Geneva



Galileo Services Members



- Represent all GNSS applications and services
- Initially restricted to EU countries, now opened to non EU
- SMEs represent more than 40%
- Close link with OREGIN network to bridge with more than 150 other companies (mainly SMEs from 19 European countries)
- Recently joined: NOVATEL (CA), JAVAD (US), ARGOSS (NE), EDISOFT (PO), SEIKO-EPSON (J), D-MEDIA (TAIWAN)

Galileo Services Members



Sample of Current Galileo Services Activities



- Working Groups on:
 - Standardization,
 - International Cooperation,
 - IPRs
- Position Papers circulated to Key Decision Makers and Press releases (IPRs, R&D contracting rules, programme delays...)
- Meetings with
 - ESA, EC, GJU/GSA
 - EU MS Representatives (COREPER)
 - Professional and User organisations
 - Key GNSS Industries from Asia, North and Central America
- EUGIN honorary member
- Sponsoring and actively involved in navigation conferences
 - ENC-GNSS for several years
 - Gold Sponsor of ENC-GNSS TimeNav'07
 - GS Booth at the ION GNSS 2005, 2006 and in 2007

Galileo Services – an Active Actor of the Programme



- Promotion of EGNOS/Galileo
 - Common approach and common messages enhancing the Galileo image worldwide
 - Highlight the real added value of EGNOS/Galileo from the applications perspectives
- Support GNSS R&D
 - Building on former work in new R&D activities (GSA FP7, ESA, National activities, etc.)
 - Active role in R&D Programmes Definition
- Standardisation/Certification
 - Promote European Institutions' positions on Galileo
 - Support Galileo penetration in end-user applications
- International Cooperation
 - Sharing Industry experiences on the Regions
 - Recommending technical domains for cooperation
 - Assess the impacts on Industry (positive, risks)

Galileo Programme at a Turning Point



- Huge revenues are expected from the applications and services
- Downstream industry has invested in R&D since the start of the programme
- Application & Services development and business plans have been elaborated from Galileo Programme published schedules
- Accumulated delays and programmatic problems can jeopardize the success of Galileo
 - Early R&D investment may be lost (risk of obsolescence of technology, signal definition must be frozen, services must be available for demonstrations)
 - Competing GNSS might considerably decrease the user interest in Galileo for some applications (e.g. mass market) if an operational Galileo is late
- EC Communication of the 16th May 2007 is warmly welcomed and is seen as a chance to give the programme the required new impulse

Galileo Services strongly believes



- Galileo is necessary to Europe independence and sovereignty
- Galileo is one of the key projects to reach the Lisbon objective
- Galileo respond to actual User Needs
- Galileo is a chance to boost industry competitiveness
- Galileo is affordable (1€ per citizen/year)
- Existing mechanism will allow Member States to recover investment (taxes, social charges, VAT on sales,..)

EC communication proposes several scenarios to put Galileo on track again.

Galileo Services strongly appeals to the relevant public authorities to secure a rapid and complete deployment of Galileo

Conclusion



Europe needs Galileo

***Let's not leave the job half done, but rapidly
deploy the Full System***