



**Galileo Services:
A Key Player in
GNSS Downstream
Segment Development
by
Gard Ueland**



Galileo Services Association

Overview



- Non-profit Making Association of GNSS downstream Industry
- Founded in 2002 on the eve of EU Council decision to launch the Galileo Programme
- Motivation:
 - To show that Galileo is not only a Space infrastructure programme but also an Opportunity for Industry to develop and benefit from a huge downstream market
- Purpose: To develop, promote and maximize the potential of the downstream market:
 - Promotion of the use of Galileo in all market segments and foster interoperability with other navigation and Telecoms systems
 - R&D and demonstrations to reinforce market awareness and stimulate innovation
 - Assistance to the programme implementation especially in the areas of regulation and standardization environment in order to ensure a complete end-to-end vision for the programme

Current Members



- >• Diversity in size and market focus
- >• Full spectrum of expertise with an end-to-end vision from R&D and engineering to manufacturing of terminals and development of applications



Main Assets



- European leading players in major GNSS application areas
 - LBS, aviation, road, rail, maritime, high precision surveying, etc.
 - Well established positions in the value chains
 - Core technology development
 - Rx design and manufacturing
 - Systems integration
 - Value-Added services definition and provision in the different segments

- Good connections with a wide network of professional organisations (e.g. OREGIN, ERTICO,...), end-user communities and Institutions
 - Honorary Member of EUGIN

- Good knowledge of EGNOS and Galileo Systems
 - Involvement in major Galileo R&D activities
 - Substantial investment of several tens Million Euros in development of technology and applications
 - Support Galileo standardisation and certification in major fora (ICAO, IMO, OMA, RTCA, ETSI, etc.)

Looking Forward



- Galileo is a European Programme providing services worldwide
- Growing interest of Industries from different Regions in Galileo potentials
- GS contacted by an important number of non-EU companies looking for information on Galileo and Industrial partners to start developing the markets
- Evolution of the statutes to enable the expansion of the Association towards an ever broader representativeness of Galileo Downstream Industry and Service Providers and a wider coverage of markets in the different Regions

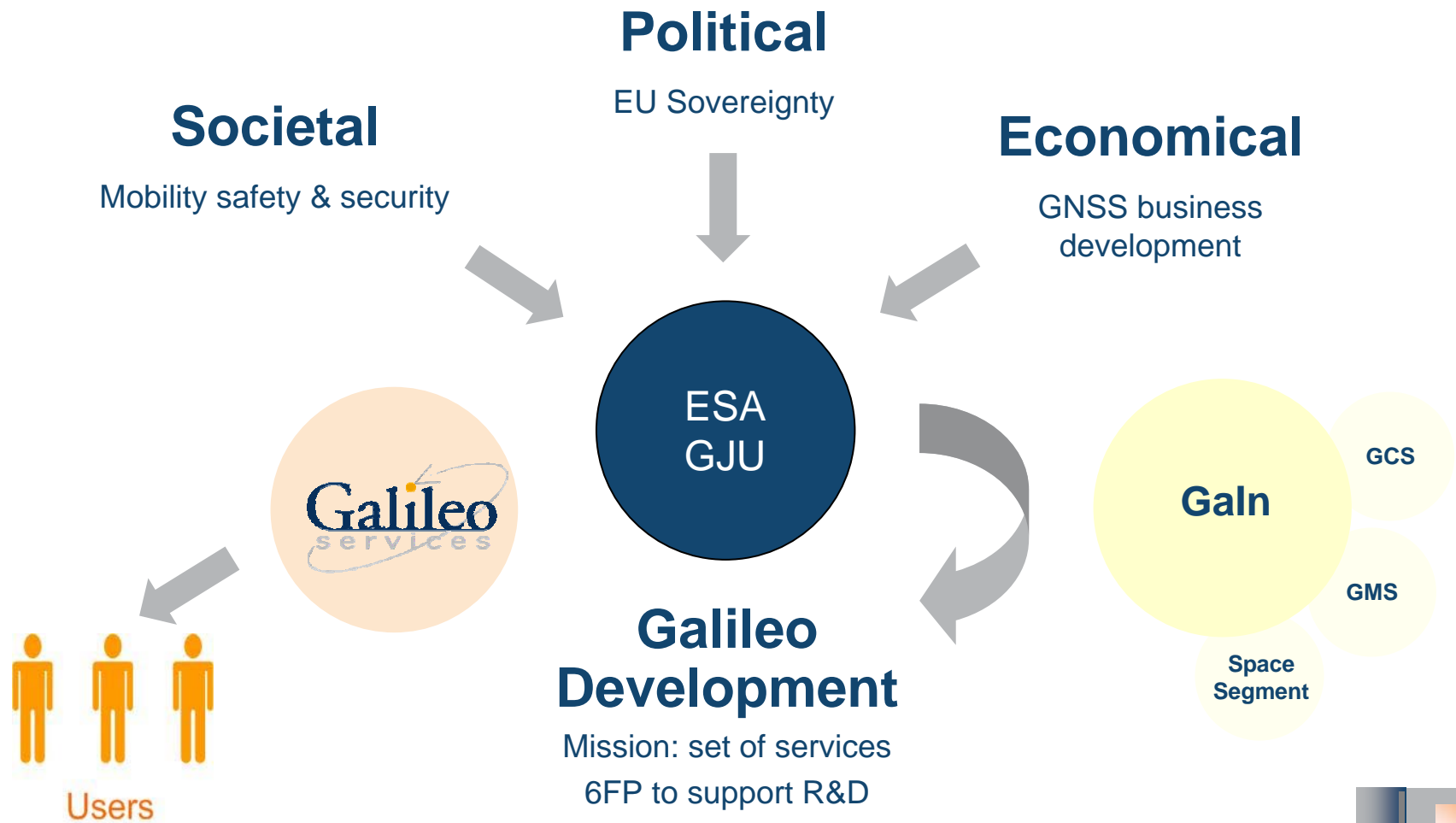




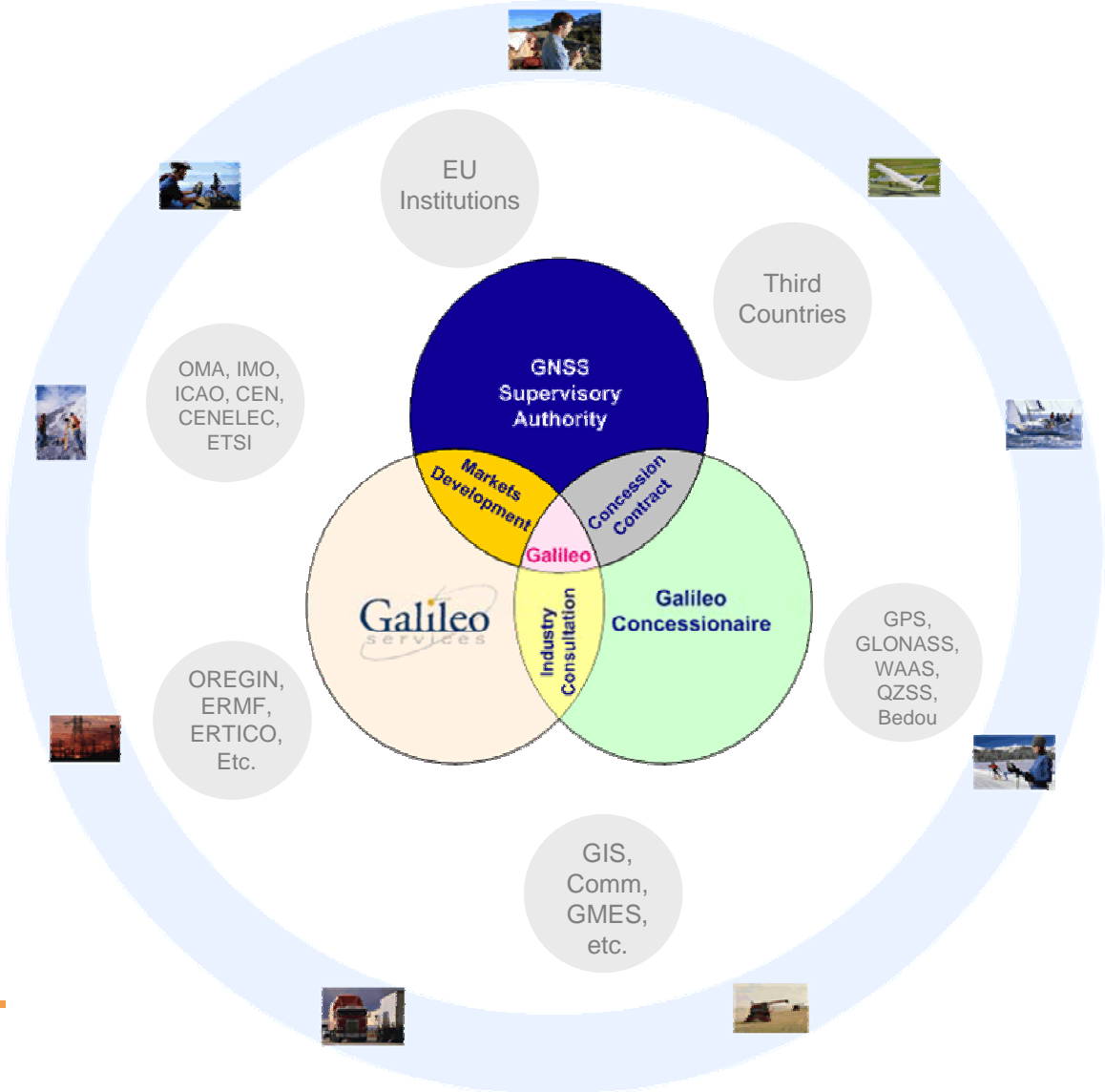
**GSA, Galileo Concessionaire
& Galileo Services Partnership**



Triangle Partnership (Up to now)



Triangle Partnership



Conclusions



- GS represents the interests of GNSS downstream Industry and Services Providers
- GS Members have the best possible position for transforming the new opportunities offered by Galileo into concrete products and services
- GS approach is driven by a long term vision of downstream markets' development
- GS is a key partner for the GSA and the Future Galileo Concessionaire to convert Galileo from Vision to Reality
- GS looks forward working with the GSA and the future Galileo Concessionaire to define and implement constructive partnerships

Galileo Services Officers



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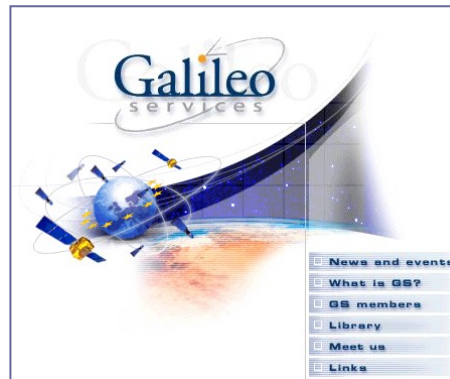
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