

CONFERENCE
Galileo Services: Chances for Business

24/25 April 2006 - PRAGUE, Czech Republic

FINAL PROGRAMME



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Aims of the Conference

While the decision on the consortium operating the system is soon to be taken, the Galileo programme is approaching a new phase of the development: commercial applications and services using the Galileo services shall make the system viable.

However, one may assume that the provision of satellite-based signals allowing precise location and navigation information is a real innovative challenge for developing business. In particular, Small and Medium sized Enterprises (SMEs) that wish to step into new and sound business - from healthcare to transport logistics and from entertainment to security and military purposes – may be confronted with questions on the best approach: What is the market, what are the real opportunities, what is the legal framework, what is the procedure for working with the Galileo operator, what public and institutional support is there ?

It is therefore important to provide a clear picture of the setting within which commercial applications and services could be developed for Galileo.

The Conference will address the regulatory framework and economical foundations necessary to allow private down-stream projects leading to the development of a market based on Galileo applications. Specifically, this conference will :

- illustrate the potential of Galileo for services and applications with concrete pilot projects, such as those supported by ESA and the European Commission 6th Framework Programme,
- discuss market opportunities, success factors and risks for Galileo business,
- discuss the importance of public actors, and in particular of national and European programmes, to enable the development of commercial services and applications,
- provide directions to industry to develop commercial services and applications.

Furthermore, this Conference will stress the key role the New EU Member States have to play in GALILEO as co-owners of the system. It will therefore participate in preparing the grounds and having them closely informed of all the current developments in the European GNSS programmes (GALILEO and EGNOS), as well as the market opportunities that the systems will offer to their respective industries. Finally, this Conference will foster the development of partnership throughout Europe and beyond as a key factor for the success of Galileo.

Programme Committee

Chairman: Mr Jan Kolar, Czech Space Office

Members:

Jean Bruston, Eurisy

Karel Dobes, Czech Space Office

Dominique Fourny-Delloye, CNES, France

Sharafat Gadimova, UNOOSA

Guenter Hein, Inst. of Geodesy and Navigation, Germany

Steen Hougs, ESA

Hans-Peter Marchlewski, GJU

Paul Verhoef, European Commission

Janusz B. Zieliński, Space Research Centre, Polish Academy of Sciences

Bernard Zufferey, ESA

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Programme

Monday 24 April

WELCOME ADDRESSES

Chairperson: Professor Johannes Ortner, Vice President of Eurisy

Ms. D. Kovalcikova, Czech Deputy Minister of Transport

Ms. Etelka Barsi-Pataky, Member of the European Parliament

Mr. Karel Dobes, Czech Space Office

Session 1: GENERAL KEYNOTES - SETTING THE SCENE

Chairperson: Jan Kolar, Czech Space Office

Galileo, New EU Member states, and Market Opportunities,
Paul Verhoef, European Commission

The Galileo Programme status
Hans Peter Marchlewski, Galileo Joint Undertaking (GJU)

Market Development perspectives
Pedro Pedreira, European GNSS Supervisory Authority

ESA vision
Rafael Lucas Rodriguez, European Space Agency

Overview of the Galileo Services, approach & business strategy
Ignacio González, European Navigation Concessionnaire

Session 2: MARKET ANALYSIS AND OPPORTUNITIES FOR GNSS BASED APPLICATIONS

Chairperson: Daniel Ludwig, Galileo Joint Undertaking (GJU)

Rapporteur: Pascal Campagne, France Développement Conseil (FDC)

The current drivers, market and players of GNSS based applications
Pascal Campagne, France Développement Conseil (FDC)

The future market of GNSS based applications
Nina Costa, ESYS, UK

The GNSS market from the financial perspective
Jeff Rath, CanaccordAdams, Canada

GNSS Services: Separating the business opportunities from the hype!
Owen Goodman, Fugro N.V., Netherlands

The Challenges for SMEs in the GNSS Environment
Karel Havlicek, European Assoc. of Craft, Small and Medium-sized Enterprises (UEAPME)

Examples of GNSS based applications success stories - Business models:

TomTom
Lucien Groenhuijzen, Business Development Manager

Septentrio
Peter Grogard, CEO

Nemerix
Ron Torten, CEO

ROUND TABLE 1 : MARKET OPPORTUNITIES

Chairperson: Peter Grogard, Galileo Services

Panel: P. Campagne, FDC; P. Pedreira, GSA; I. Gonzalez, ENC, J. Rath, Canaccord;
O. Goodman, Fugro; L. Groenhuijzen, TomTom; R. Torten, Nemerix

Tuesday 25 April

Session 3: THE ROLE OF PUBLIC ORGANISATIONS AND INSTITUTIONS IN SUPPORTING THE DEVELOPMENT OF GALILEO BUSINESS AT LOCAL, NATIONAL, EUROPEAN AND INTERNATIONAL LEVEL

Chairperson: Janusz B. Zieliński, Space Research Centre, Polish Academy of Sciences

Rapporteur: Marc Haese, German Aerospace Center (DLR)

Galileo potential for member states

Bob Cockshott, Location and Timing Knowledge Transfer Network, UK

Regulated applications

Daniel Ludwig, Galileo Joint Undertaking

Results of the 6th FP, perspectives on the 7th FP

Daniel Ludwig, Galileo Joint Undertaking

An example of 6th FP support: SCORE

Jaroslav Jansa, ICE Ltd, Czech Republic

The Support of ESA to Navigation Applications

Rafael Lucas Rodriguez, European Space Agency

Czech national activities related to Galileo

Jan Kolar, Czech Space Office

Promotion and support for the development of Galileo applications in Poland

Anna Kobierzycka, Galileo Information Point Poland

Latvia case

Janis Balodis, University of Latvia

Gate: example of a successful PPP supporting market development

Martin Haunschild, Co-ordinator Aerospace and Satellite Navigation, Bavaria

Leveraging on SMEs and Regional innovation centres to expand the GALILEO services while bridging the gap with financial Investors

Florence Ghiron, Wallonia Space Logistics, Belgium

PPP initiatives to support the transfer of Technology from R&D to Business

Tomas Bohrn, CzechInvest

International Committee on Global Navigation Satellite Systems (ICG)

Sharafat Gadimova, United Nations Office for Outer Space Affairs (UNOOSA)

Session 4: THE ADMINISTRATIVE AND LEGAL FRAMEWORK

Chairperson: Heike Wieland, European GNSS Supervisory Authority

Rapporteur: Ashley Lyon, European Satellite Service Provider (ESSP)

Intellectual Property Rights

Vassilis Koutsouris, European Commission/Joint Research Centre

Overview of EGNOS and Galileo Certification Activities

Eric Chatre, European GNSS Supervisory Authority

GNSS Center for Safety Critical Applications, Certification and Services - GAUSS

Jürgen Seybold, GAPA GmbH, Germany

Liability issues

Jean Fournier, Marsh, France

The Galileo Operating Company in the Value Chain: Implications for External Service Providers

Thomas Kühnelt, European Navigation Concessionnaire

Contracting and insurance issues with final user

Ken Ashton, National Air Traffic Services (NATS), UK

ROUND TABLE 2 : MARKET ENABLERS AND OBSTACLES

Chairperson: Tomas Bohrn, CzechInvest

Panel: M. Haese, DLR; T. Kühnelt, ENC; A. Lyon, ESSP; H. Wieland, GSA;

M. Austruy, Telespazio; K. Havlicek, UEAPME