

CONFERENCE
Galileo Services: Chances for Business

24/25 April 2006 - PRAGUE, Czech Republic

FINAL ANNOUNCEMENT



Co-organised with



and Co-sponsored by



UNOOSA

Programme

Sunday 23 April

19:30 COCKTAIL OFFERED BY CZECH MINISTER OF TRANSPORT, PYRAMIDA HOTEL

Monday 24 April

WELCOME ADDRESSES

Chairperson: Johannes Ortner, Vice President of Eurisy

09:00 Czech Minister of Transport
Ms. Etelka Barsi-Pataky, Member of the European Parliament
Mr. Karel Dobes, Czech Space Office

09:50 **Coffee Break**

Session 1: GENERAL KEYNOTES - SETTING THE SCENE

Chairperson: Jan Kolar, Czech Space Office

10:20 *Galileo, New EU Member states, and Market Opportunities*,
Paul Verhoef, European Commission

10:40 *The Galileo Programme status*
Hans Peter Marchlewski, Galileo Joint Undertaking

11:00 *Market Development perspectives*
Pedro Pedreira, European GNSS Supervisory Authority

11:20 *ESA vision*
Didier Faivre, European Space Agency

11:40 *Overview of the Galileo Services, approach & business strategy (tbc)*
European Navigation Concessionaire

12:10 *Questions to speakers*

12:30 **Lunch**

Session 2: MARKET ANALYSIS AND OPPORTUNITIES FOR GNSS BASED APPLICATIONS

Chairperson: Daniel Ludwig, Galileo Joint Undertaking

13:30 *The current drivers, market and players of GNSS based applications*
Pascal Campagne, FDC

13:45 *The future market of GNSS based applications*
Jon Styles, ESYS

14:00 *The GNSS market from the financial perspective*

14:15 *Business opportunities – a sceptical point of view*
Owen Goodman, Fugro N.V.

14:30 *Overview of GNSS based businesses*
Galileo Services

14:45 *The Challenges for SMEs in the GNSS Environment*
Karel Havlicek, European Association of Craft, Small and Medium-sized Enterprises

15:00 **Coffee Break**

Examples of GNSS based applications success stories - Business models:

15:30 *TomTom*
Peter Pauwels, CTO

15:45 *Septentrio*
Peter Grogard, CEO

16:00 *Nemerix*
Ron Torten, CEO

16:15 *Questions to speakers*

16:15 to 17:00 **ROUND TABLE 1 : MARKET OPPORTUNITIES**

19:45 **DINNER RECEPTION AT THE RESTAURANT "STRAHOV MONASTERY"**

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: European GNSS Supervisory Authority

- 08:30 *Galileo potential for member states*
- 08:45 *Regulated applications*
Paul Flament, European Commission
- 09:00 *Results of the 6th FP, perspectives on the 7th FP*
Daniel Ludwig, Galileo Joint Undertaking
- 09:15 *An example of 6th FP support: SCORE*
Jaroslav Jansa, ICE Ltd
- 09:30 *The Support of ESA to Navigation Applications*
Rafael Lucas Rodriguez, European Space Agency
- 09:45 Coffee Break**
- 10:15 *Czech national activities related to Galileo*
Jan Kolar, Czech Space Office
- 10:30 *Promotion and support for the development of Galileo applications in Poland*
Janusz B. Zieliński, Space Research Centre, Polish Academy of Sciences
- 10:45 *Latvia case*
Janis Balodis, University of Latvia
- 11:00 *Gate: exemple of a succesfull PPP supporting market development*
Martin Haunschild, Co-ordinator Aerospace and Satellite Navigation in Bavaria
- 11:15 *Leveraging on SMEs and Regional innovation centres to expand the GALILEO services while bridging the gap with financial Investors*
Florence Ghiron, Wallonia Space Logistics
- 11:30 *Questions to speakers*
- 11:45 Lunch**

Session 4: THE ADMINISTRATIVE AND LEGAL FRAMEWORK

Chairperson: Ekaterini Kavvada, European Commission

- 13:00 *Intellectual Property Rights*
IPR task force, Galileo Joint Undertaking
- 13:15 *Certification, regulation: institutional view*
Eric Chatre, Galileo Supervisory Authority
- 13:30 *GNSS Center for Safety Critical Applications, Certification and Services - GAUSS*
Jürgen Seybold , GAPA GmbH, Braunschweig
- 13:45 *Liability issues*
Jean Fournier, Marsh
- 14:00 *Implications of service agreement (tbc)*
European Navigation Concessionaire
- 14:15 *Contracting and insurance issues with final user*
Ken Ashton, National Air Traffic Services (NATS)
- 14:30 *Questions to speakers*
- 14:45 Coffee Break**

15:10 to 15:50 ROUND TABLE 2 : MARKET ENABLERS AND OBSTACLES

15:50 to 16:20 CONCLUSIONS AND RECOMMENDATIONS

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.

Practical Details

Venue: Pyramida Hotel, Bělohorská 24, Praha, Czech Republic

Working language: English

Registration Fee: Until 17 March 2006: Students: 50€ - Others: 100€
After 17 March 2006: Students: 75€ - Others: 125€.
(See attached Registration Form to be completed and returned as indicated)

Cancellation: Participants will be reimbursed 50% of their registration fee, if cancellation is received before 15 April. After this date 100% of the fee will be retained.

Accommodation: See Hotel Reservation Form attached

Programme Committee

Chairman: Mr Jan Kolar, Czech Space Office

Members: Jean Bruston, Eurisy	Steen Hougs, ESA
Karel Dobes, Czech Space Office	Hans-Peter Marchlewski, GJU
Dominique Fourny-Delloye, CNES, France	Paul Verhoef, European Commission
Sharafat Gadimova, UNOOSA	Janusz B. Zieliński, Space Research Centre, Polish Academy of Sciences
Guenter Hein, Inst. of Geodesy and Navigation, Germany	Bernard Zufferey, ESA

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