Opportunities for E-GNSS applications development in H2020

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European Global Navigation Satellite Systems Agency

HORIZON 2020

R&D IN THE EUROPEAN GNSS AGENCY

SEVENTH FRAMEWORK PROGRAMME

THE FRAMEWORK PROGRAMME FOR RESEARCH AND INNOVATION
HORIZON 2020

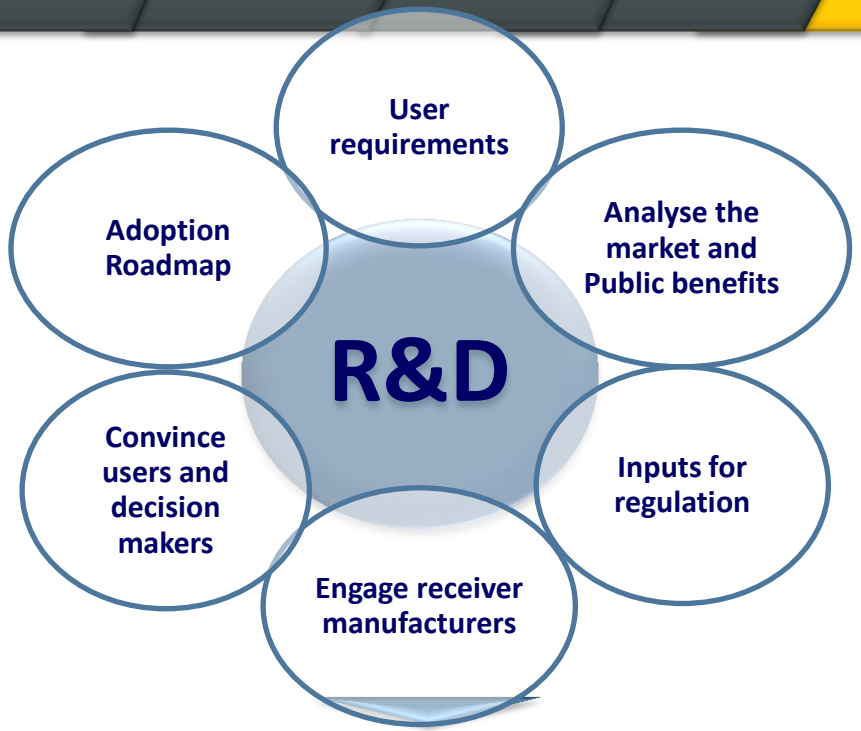
Fostering market adoption and user satisfaction through R&D activities

MARKET SEGMENTS

- Aviation
- Road
- Location Based Services
- Agriculture
- Surveying & Mapping
- Rail
- Maritime
- Governmental

DOWNSTREAM VALUE CHAIN

Navigation Service Provision → Chipsets, Receivers, Devices → Content & applications → Commercial Service providers → **Users**



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EGNSS USER ADOPTION

EU PUBLIC BENEFITS

User needs are core in defining services and system

1 System → 2 Services → 3 Users

GSA is listening to users

EUROPEAN SATELLITE NAVIGATION COMPETITION 2015

EGNOS Users Satisfaction Survey

EGNOS USER SATISFACTION SURVEY

Thank you for agreeing to participate in this survey promoted by the European GNSS Agency (GSA) and the EGNOS Services Provider (ESSP).
This questionnaire is intended to measure EGNOS user satisfaction and gather valuable suggestions to improve the quality of the service provided.
Your opinions are important to us, and will help EGNOS continue to improve and meet your expectations.
Completing the survey will take about 15 minutes.

Please remember to submit the questionnaire at the end of the survey and do not use the back button on the web browser.

SEVENTH FRAMEWORK PROGRAMME

EXAMPLES

GNSS FP7 results in a nutshell

GNSS FP7 1st, 2nd and 3rd Calls

- **14** patents/registered trademarks (also on-going)
- **45** commercialised products/services
- **80** Working prototypes
- **115** Demonstrations

and more is expected…

- **3** calls for proposals on GNSS Applications
- Portfolio of **~90** R&D projects with a budget of **~€70 mln**
- **425** beneficiaries

- **40%** of **GNSS funds** to **SMEs** vs. **EU FP7 average <15%**
- **Business coaching for SMEs:** Business expert support

H2020-GALILEO-2014-1 RESULTS

H2020 1st Call:
First statistics on proposals submission

03 April

Launch of the Call

11 December

Receipt of proposals

105 eligible proposals submitted in response to this call

775 participations involved in submissions

- Requested EC contribution of all eligible proposals:
  - EUR 140,2 mln for **IA**
  - EUR 34,1 mln for **CSA**

  EUR 174,3 mln

- The average total cost of submitted proposals: **EUR 2,1 mln**

- The average requested EC contribution: **EUR 1,7 mln**

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HORIZON 2

THE BUDGET AVAILABLE:
EUR 38 mln

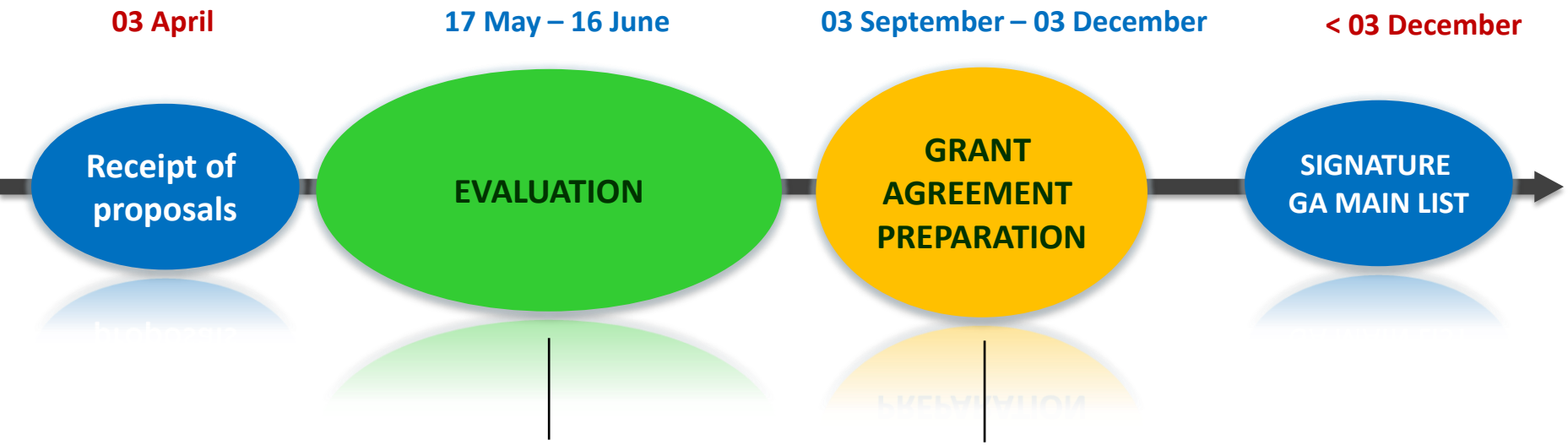
H2020 1st Call: First statistics on proposals submission

A total of **109 proposals** were submitted in response to this call.

The number of proposal for each topic is shown below:

- **GALILEO-1-2014:** EGNSS applications: **40**
- **GALILEO-2-2014:** Small and Medium Enterprise (SME) based EGNSS applications: **35**
- **GALILEO-3-2014:** Releasing the potential of EGNSS applications through international cooperation: **11**
- **GALILEO-4-2014:** EGNSS awareness raising, capacity building and/or promotion activities, inside or outside of the European Union: **23**

Overview of the evaluation and GAP process



105 proposals evaluated
32 independent experts

25 proposals main list
202 participations involved
2 proposals reserve list

17 out of 25 Kick Off Meetings took place already !!!

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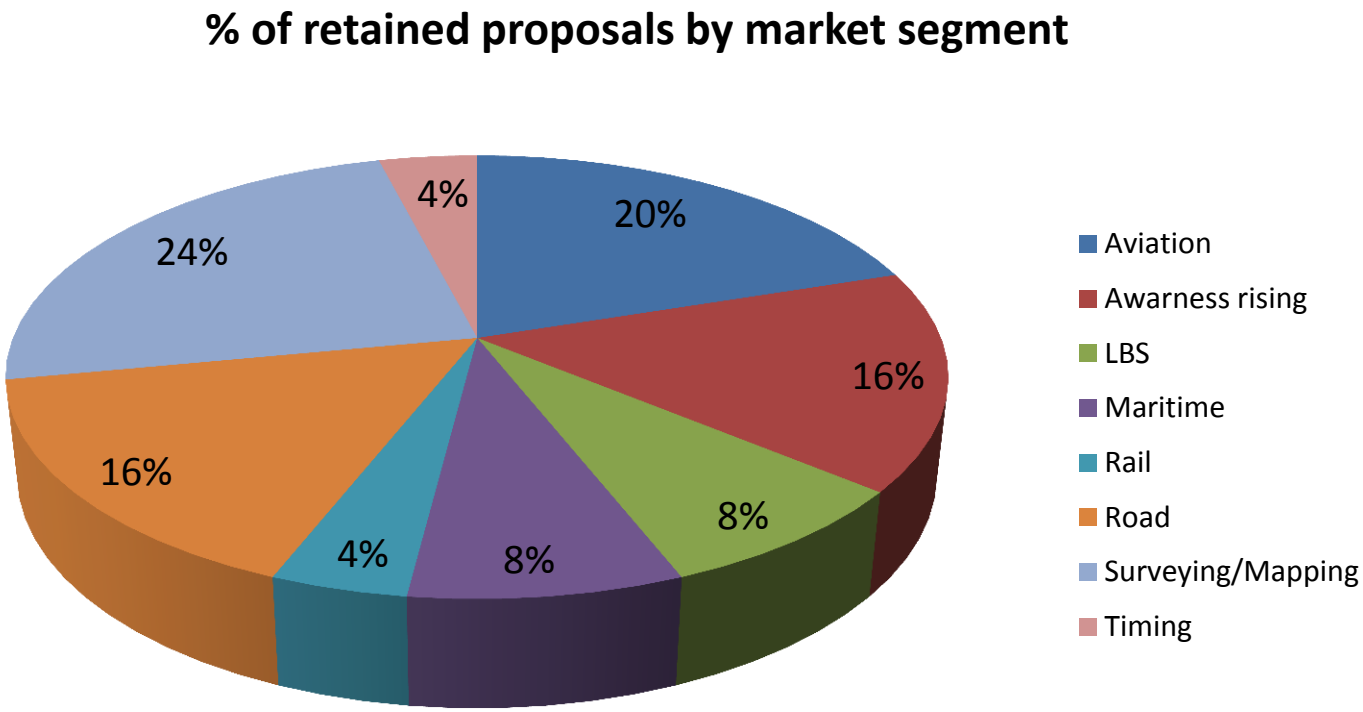
Retained proposals by market segment



H2020-GALILEO-2015-1
NEW OPPORTUNITIES

2nd Call of H2020-Galileo-2014 opened 04/11/2014

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Other EU Programmes 2014-2020

- Research Fund for Coal & Steel
- COSME
- 3rd Health Programme

Applications in Satellite Navigation-Galileo-2015

H2020-Galileo-2015-1 — Sub call of: H2020-Galileo-GSA-2014-2015

Opening Date	04-11-2014		
Publication date	11-12-2013	**Deadline Date**	08-04-2015 17:00:00 (Brussels local time)
Total Call Budget	€25,000,000	**Main Pillar**	Industrial Leadership
Status	Open	**OJ reference**	OJ C 361 of 11.12.2013

Topic: EGNSS applications — **GALILEO-1-2015**

Topic Description | Topic Conditions & Documents | Submission Service

Deadline for submission: 8th April 2015

Innovation Actions: Highlights in Galileo-1

H2020-Galileo-1

EGNSS applications

in ALL key Market Segments

- Develop **end-to-end application + trial**
- Clear **commercial** intent
- **Innovative**, beyond state-of-the-art
- Build on mature **business concepts**
- Provide **public benefits**
- Contribute to the **adoption** of Galileo, EGNOS or EDAS
- Strengthen the **community** of GNSS developers
- Take into account relevant **standards and regulations** on e.g., safety and security
- Use iterative development, with early **prototypes**

We do not expect all of this in one proposal !

Innovation Actions: Highlights in Galileo-2

H2020-Galileo-2

SME based EGNSS applications

coordinated by SMEs

SMEs considered as key players

- Applications in **niche market sectors** and **business models** in any application domain.
- Development of technological breakthrough into **viable products with real commercial potential**
- Large companies, research institutions and universities can join the consortium by providing added value to the idea led by the SME.

More information in the Space Work Programme

Innovation Actions: Highlights in Galileo-3

H2020-Galileo-3

Releasing the potential of EGNSS applications through international cooperation

- Development of EGNSS applications within international context and related standards with high international impact
- Implementation of applications benefiting from multiple constellations, including Galileo.
- Focus will be on regions of the world which represent an attractive GNSS market for the European industry.

More information in the Space Work Programme

Compulsory Preliminary Business Plan GALILEO-1,2,3

What: Demonstrate the commercial potential of the product and/or service and describe how this potential will be realised.

Why: It is an input to evaluate the Impact criteria.

How: Template available in the participant portal.

- **Define the proposed offering**: the product and/or service and target market sector.
- **Review the market sector**: structure, size, drivers, market and technology trends.
- **Assess the competition**: main players, their current offerings and market share.
- **Describe the innovation** of the proposed offering in the context of the competition and the sector's needs
- Summarise **potential business model(s)** together with possible entry price(s) and costs
- Assess the **key risks to market entry** and possible options for risk mitigation.
- Outline, graphically, the **roll-out of the offering**: timescale, sales growth and market share.

Indicative Projects Size and Funding

1 - EGNSS applications (15 m€)
Indicative projects size: 1.5 - 4 m€

2 - SME based EGNSS applications (5 m€)
Indicative projects size: 0.5 - 1 m€

3 - Releasing the potential of EGNSS applications through international cooperation (5 m€)
Indicative projects size: 0.5 – 1.5 m€

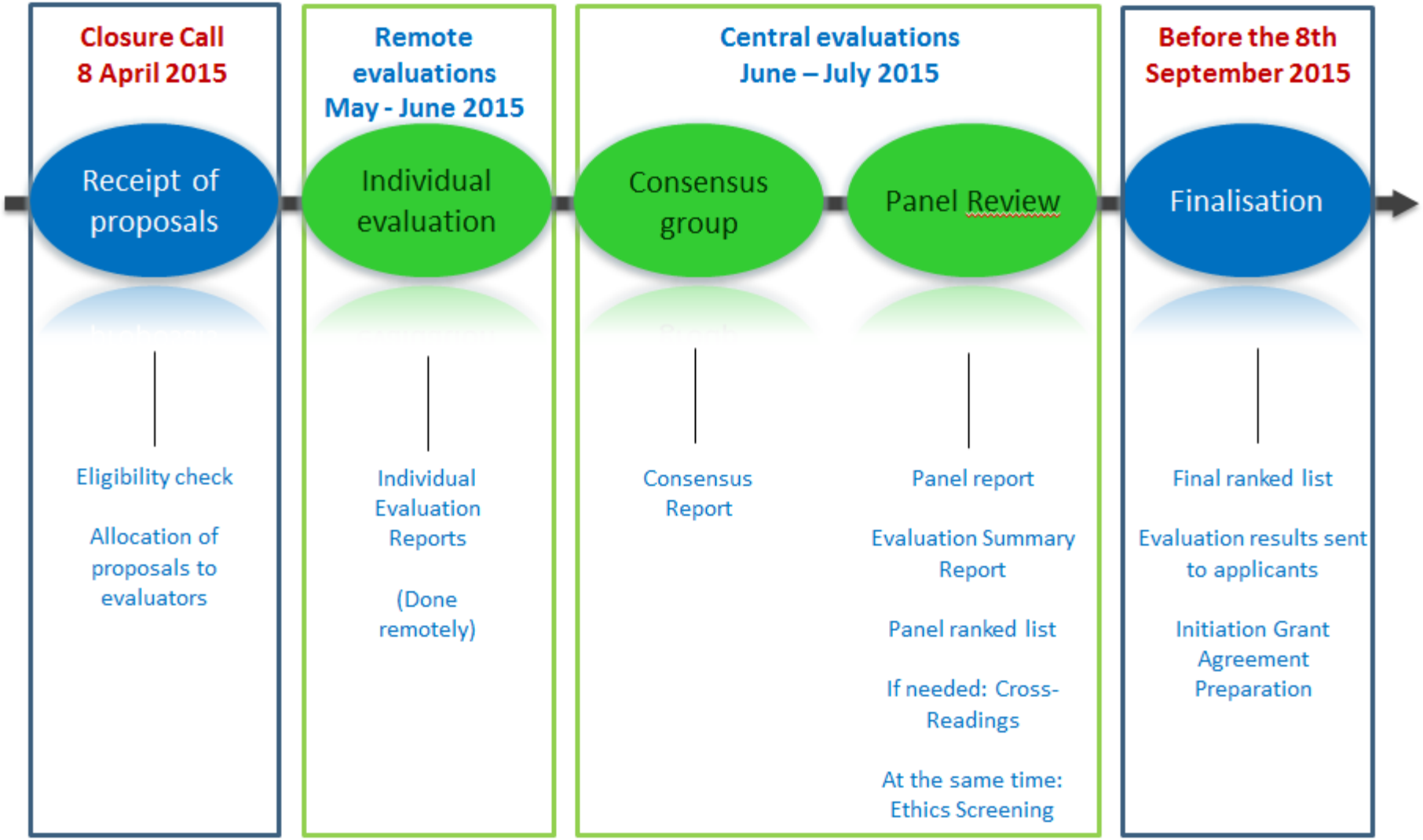
EGNSS Apps development

Innovation Action*: up to 70% funding
(exception: up to 100% for non-profit)

* for indirect cost: **flat rate of 25%** with some exceptions e.g. subcontracting

25 m€ for Second Call

Preliminary schedule of the Call



LOOKING FOR INSPIRATION?

GNSS Market Report as a source of market knowledge for your projects

GNSS SEGMENTS COVERED:

- LBS
- Aviation
- Road transport
- Maritime
- Rail
- Surveying
- Agriculture
- New in 2015! Timing&Synchronisation of Critical Infrastructure

NEW GNSS Market Report issue 4 will be published soon !
Be the first one to download!!!

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GNSS Project Portfolio

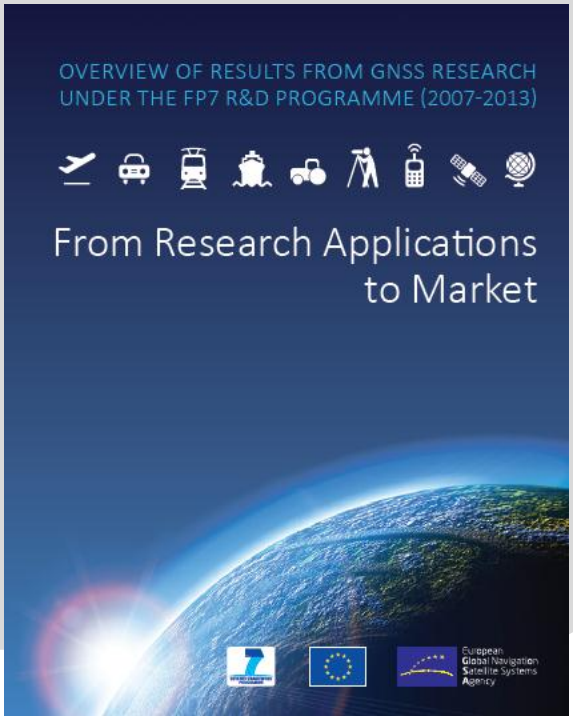
- Aviation
- Agriculture
- Road
- LBS
- Education, innovation and support
- Other transport
- Receivers
- Precision, professional and scientific applications
- PRS
- System infrastructure & evolution

http://www.gsa.europa.eu/r-d/gnss-project-portfolio

FP7 Brochure

A FP7 brochure offering an overview of results from GNSS research under the FP7 R&D programme:

- 86 funded projects for a total funding of 66 m€
- 45 commercialized products and services
- 80 prototypes
- 13 Patents/ Trademarks registered



Innovation is not only understood as new breakthrough technologies.

It also includes the use of existing technologies in novel applications, continuous improvement, non technological and social innovation.

"The best way to predict the future is to create it."

- Alan Kay

THANK YOU

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