

Galileo Services

Positioning itself for the downstream market

Already before the European Union's decision to support the construction of a European navigation system, several European companies formed an organisation to meet the different types of expected needs for downstream products and services for the Galileo Navigation System. Together with several other companies where size span from the small, and newly formed Serpentrio, to the world's third largest supplier of navigation equipment, Thales, the Norwegian based Kongsberg Seatex is one of the founders.

"The downstream market for products and services based on Galileo is expected to be substantial large", says Gard Ueland, Vice President of R&D, "and when the new system becomes operative in 2008, we must have the necessary application products and services ready for use".



Kongsberg Seatex, through Kongsberg Maritime, is owned by the Norwegian Kongsberggruppen (The Kongsberg Group) and Seatex is, in addition to being a supplier for the maritime market, responsible for the basis technology connected to satellite navigation within the group.

Gard Ueland holds a key position within Kongsberg Seatex, especially with regards to the shaping of Galileo Services, and continues. "Offshore and maritime applications are especially interesting area for us, while other companies in Galileo Services can have airport management, road transport management, urban and in-door positioning, security applications etc. as main applicartions areas. Kongsberg Seatex is today one of

President Bjørn Fossum and Vice President of R&D, Gard Ueland, Kongsberg Seatex, where the last holds a very small GPS receiver in his hand. In the background you can get a glimpse of the maritime environment Kongsberg Seatex serves, and you can see Munkholmen, an old castle outside Trondheim.

the world's leading suppliers of applications for offshore and marine applications, and produce row products for the professional market".

"For our products, Galileo means higher accuracy, better coverage, and more continuous access. We are sure that will give increased use for all types of navigation, positioning and mapping. The possibilities are close to unbounded".

In addition to the political reasons for a European navigation system, the technological preferences are extensive. The technology will be the latest accessible; several more satellites in orbit will provide better coverage, larger availability, not to mention accuracy. When it comes to accuracy, raw data from satellites is sufficient, but when demands for higher accuracy are a must, local earth based correction systems will be required.



Kongsberg Seatex has taking responsibility for parts of the maritime applications in the development of the Galileo system itself.

Kongsberg Seatex has previously participated in the infrastructure development and construction of the national reference system DGPS, and now participates in the development of the EGNOS system. Up until now, Seatex has delivered 17 stations for EGNOS and now participates in developing the final version of the stations. The company's experience from building the reference system and delivering advanced products for the maritime market today forms the basis of the engagement in Galileo. "For maritime applications", says Ueland, "our company is among the leaders, and this has resulted in us taking responsibility for parts of the maritime applications in the development of the Galileo system itself. Our goal is, through Galileo Services, to further develop the maritime applications to commercially advanced products for the professional downstream market".

Galileo Services working out products and services for the market.

Galileo Services is composed of raw companies that have participated in developing the system and cover both product developing and production, and services connected to the navigation market. The combination is mainly going to take care of the downstream part of the Galileo system, but also participate in developing the system itself based on a user driven approaches.

To further develop the system, the main areas will be assistance to the programme implementation, market development, and R&D for new products and services. For the downstream market Galileo Services will contribute to develop new and advanced technology for use in application products and services.

Much of the ideas behind Galileo Services are that the participating companies together can draw in the same direction in utilisation of Galileo, in spite of the fact that the organisation consist of independent, competitive companies.

In March 2002, representatives for eight European companies, all with strong interests in the future of Galileo downstream business, signed a Memorandum of Understanding for the creation of Galileo Services.

Galileo Services is designed to be a major partner for the Galileo downstream technology and business development with a view to sustain the Galileo programme. Terminals, applications and services are the main area for the new company, and the aim is to foster an "end to end" vision of the Galileo system in order to fully respond to user and market needs.

Galileo Services will work to bolster the economic value of the Galileo system, and intends to contribute towards the development of value-added services to fully exploit all possible business potential.

According to the vision of Galileo Services members, Galileo will strongly enhance the capabilities of satellite navigation, allowing the development of the incumbent location-based services market.

Galileo Services aims to develop technologies, and test out services and applications that can fulfil market expectations, leading to significant job creation opportunities and benefits offered by Galileo in terms of increased safety, not to mention cleaner air and enhanced transport infrastructures.

From the beginning the group consists of eight members but the organisation is not finally fixed and is still open for companies that might be interested.

