



Growing **GALILEO**

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European GNSS Supervisory Authority

EuroTeleServ workshop
ESTEC December 9th





Content



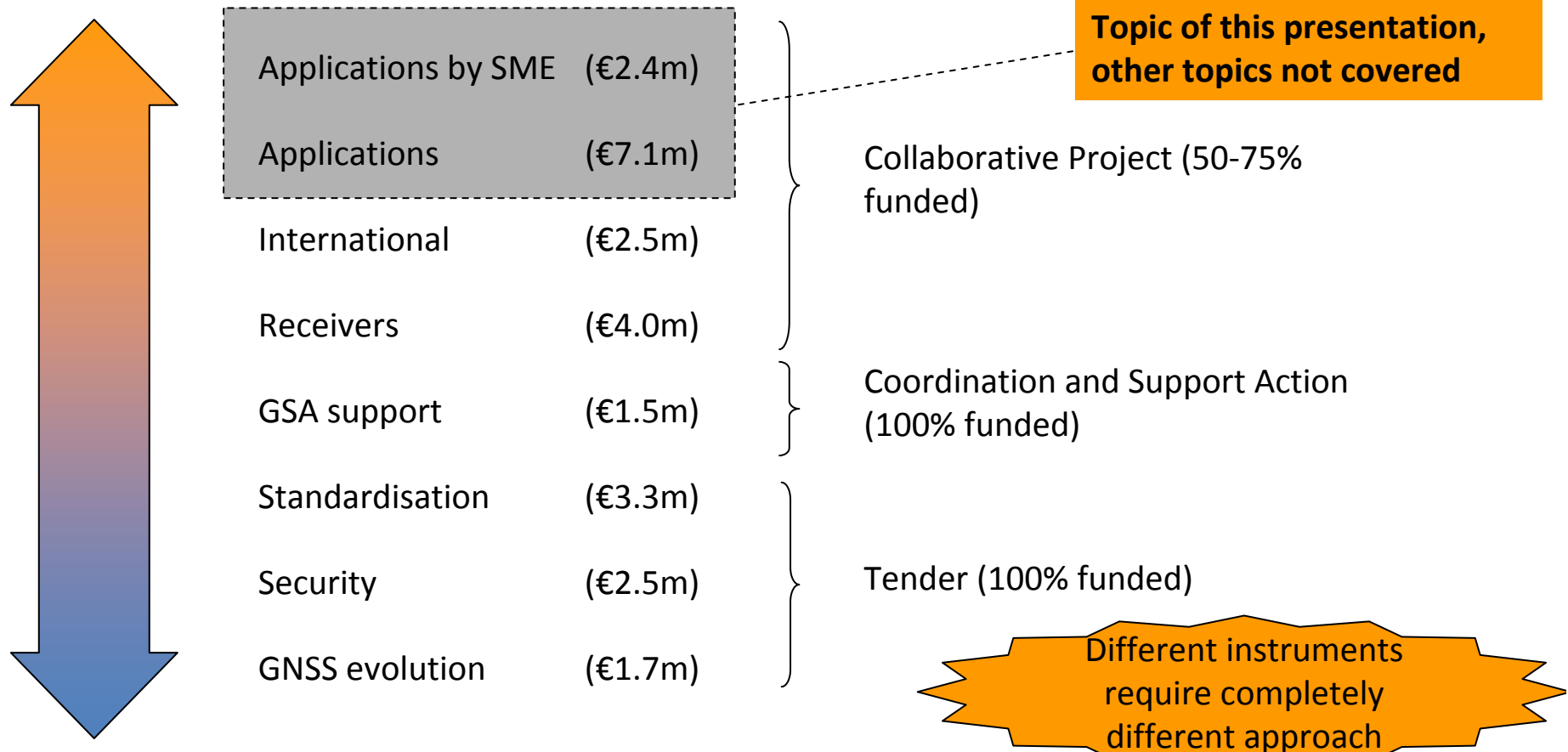
- Lessons learned from Galileo 1st call
- Preview of Galileo 2nd call



All application projects use the collaborative project funding

Different instruments used depending on level of openness





“Open” -> large discretion to consortia to propose topics fitting topic description (EC FP style)



“Closed” -> statement of work describing tasks in detail (ESA/procurement style)

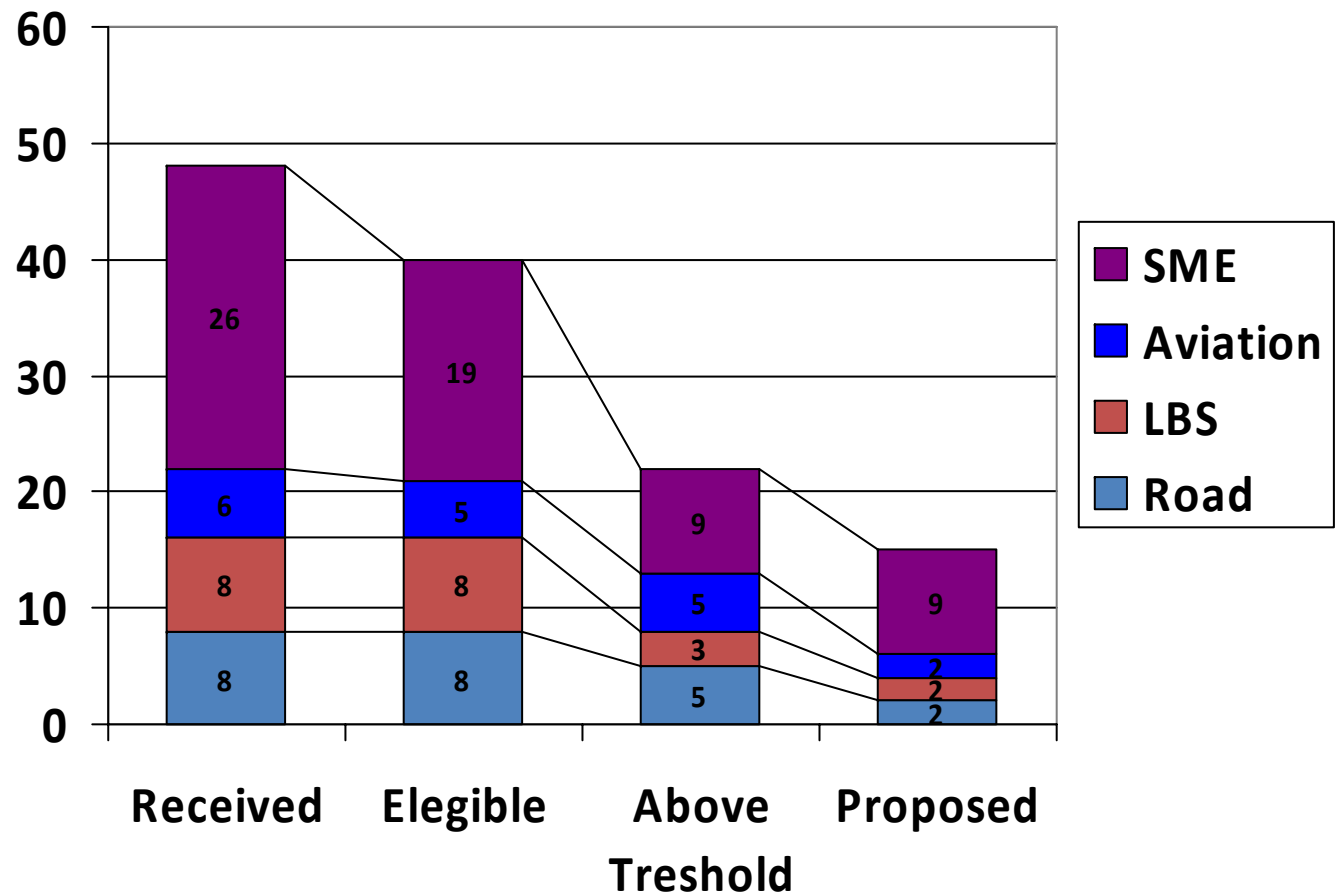


Following topics were selected for applications in the 1st call

		Topic	Avg. budget per project €m	# of projects	Total ind. budget €m
Road		Innovative GNSS-based Road Applications - focus on RUC and VAS	1.37	2	2.74
LBS		Innovative GNSS-based Mobile LBS Applications - focus on social applications	1.15	2	2.29
Aviation		Accelerating EGNOS Adoption in Aviation - focus on general aviation and airport ground operations	0.96	2	1.92
SME		Open call for Focussed Innovative Projects in Mass-Market GNSS Applications	0.30	9	2.70



Overall results for applications topics



- Strong intake (48 eligible proposals with indicative funding for 14 or a ratio of 3.4 to 1) compared to 5.5 for FP6 average*
- Reasonable quality with 22 proposals (46%) above threshold**

* based on 2005 data, note that average grant in FP6 for EC as €3m vs. €0.7m for Galileo applications, hence intake is considered strong
 **Number not directly comparable as each evaluation panel is unique



Statistics demonstrate a wide reach despite the specialised nature of the call

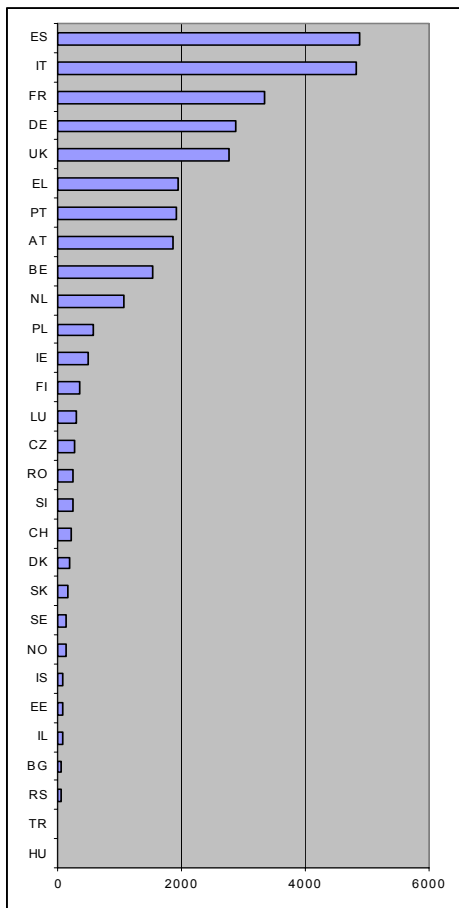
- 280 participations by companies and institutions
 - 214 different participants
 - 184 participants participated in just 1 proposal
 - 33 participants participated in 2 or more proposals, 3 on average, highest was 8
 - 17 participants participated in 3 or more proposals
- Total grants requested: €31m
 - vs €9.5m indicative this means a ratio of 3.2:1
 - Average request: €147k
 - 8 participants asked for >500k, 6.6m in total or 21%, highest request was €1.9m for 8 proposals
 - 38 participants asked for >250k, 16.5m in total or 53%
 - 176 participants asked for <250k, 14.9m in total or 47%



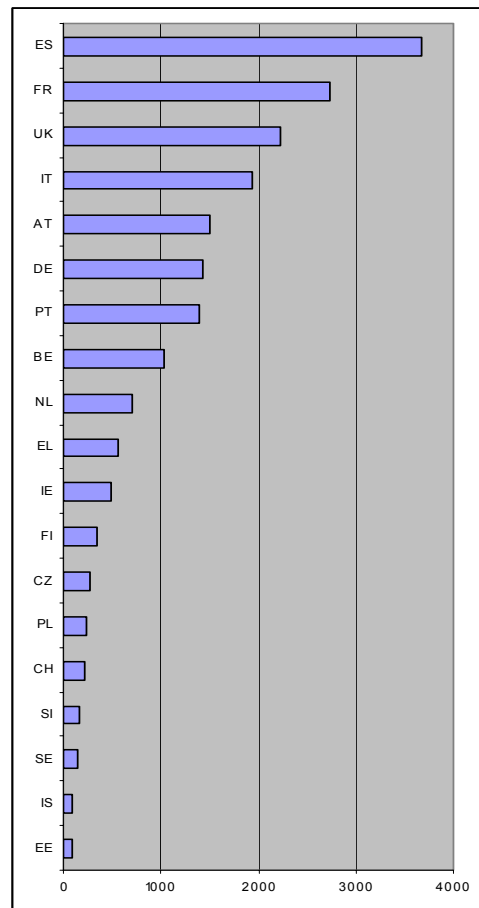
Overall, fairly balanced geo distribution

Grant requested per participating country

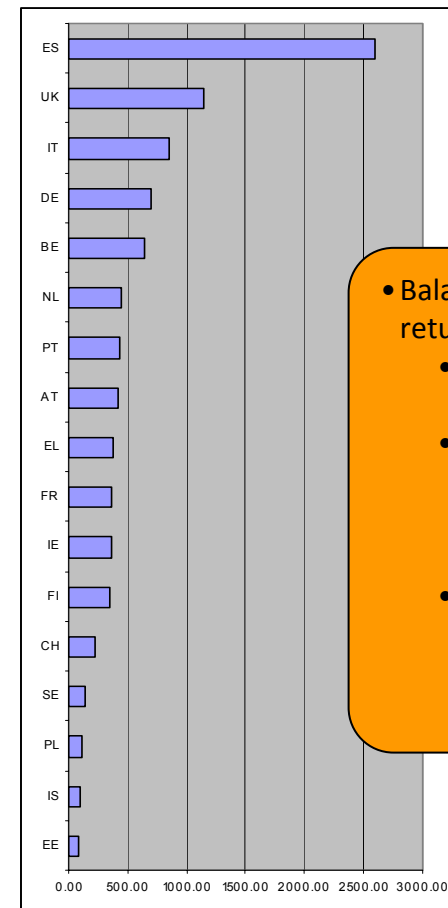
Eligible proposals



Above threshold



Shortlist



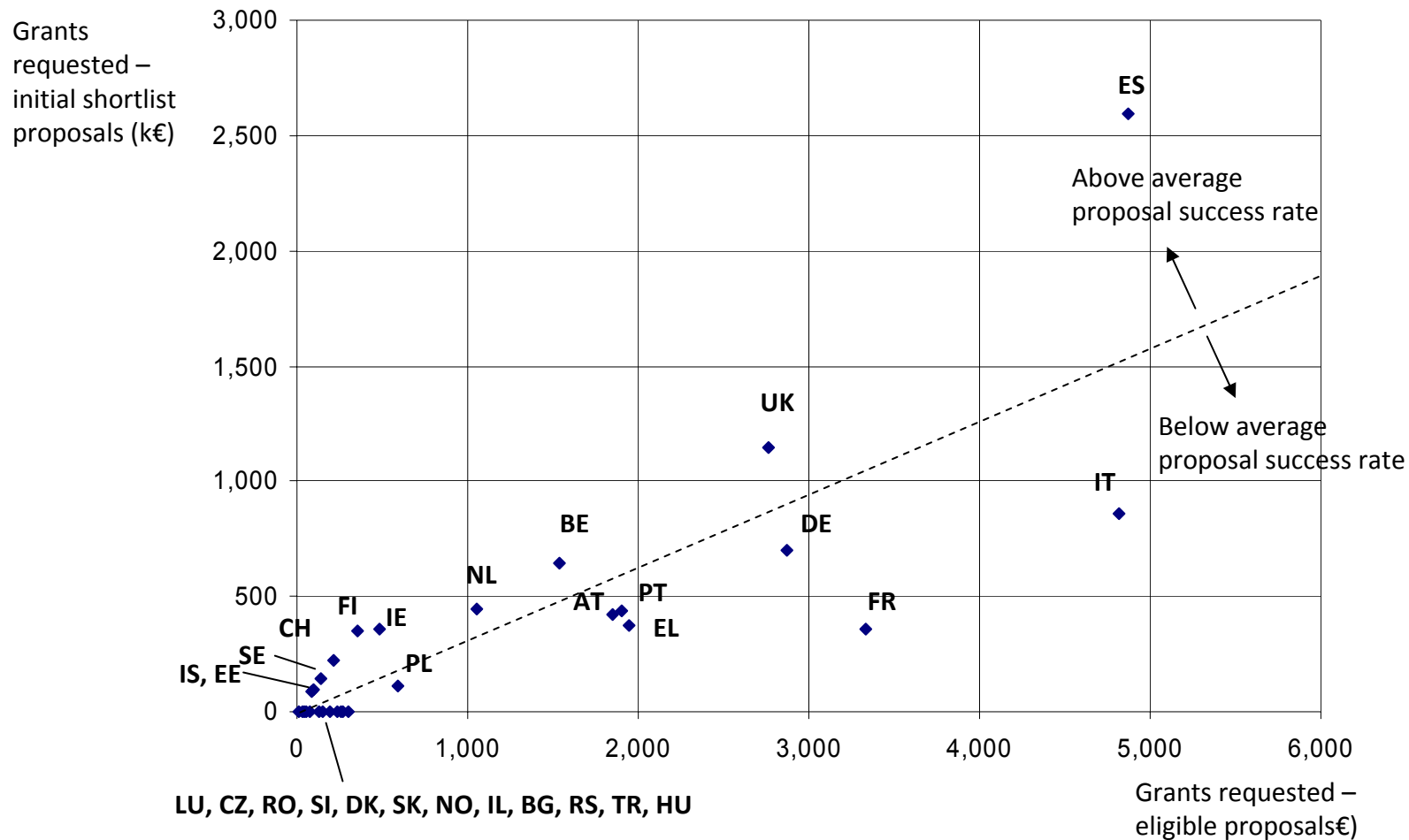
• **Balanced geo-return:**

- 29 countries participating
- 18 countries participating in selected projects
- 7 countries sharing 80% of grants (based on shortlist)



Overall, fairly balanced geo distribution

Grant requested per participating country

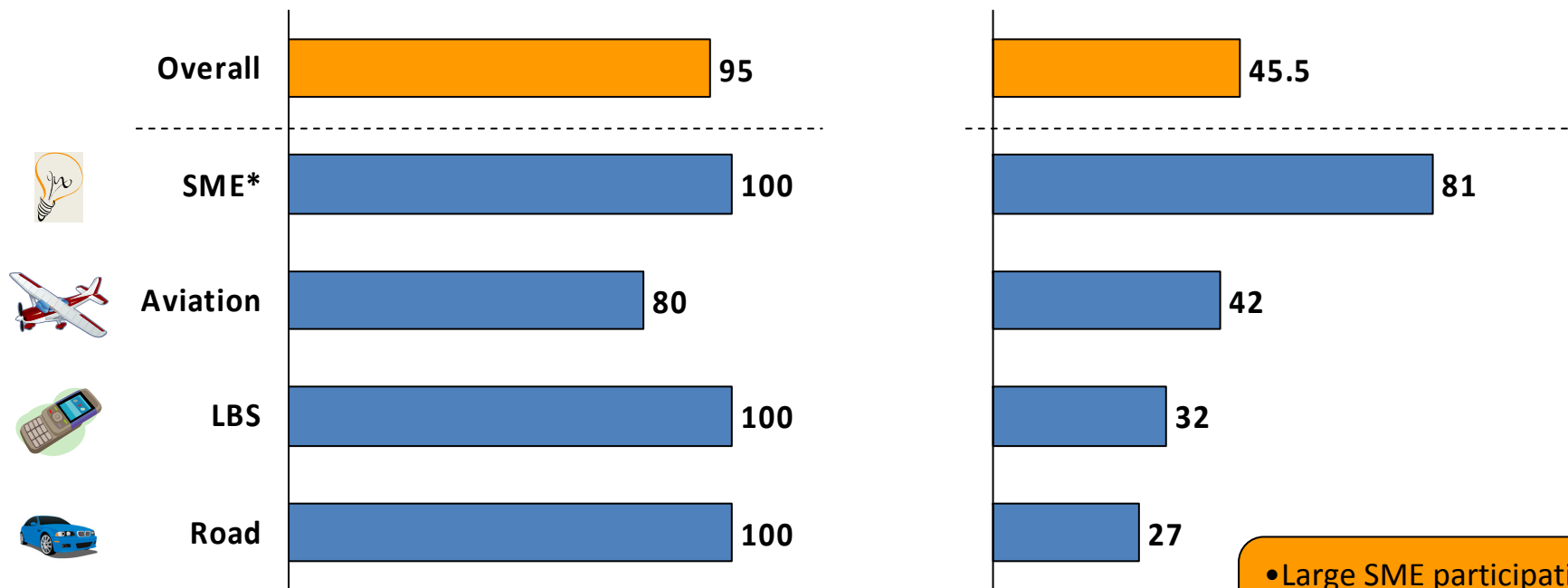




Above average SME participation, largely exceeding EU target

Consortia with at least one SME**
%

Fraction of grants requested by SMEs**
%



- Large SME participation of 46% vs.
 - 15% EC target
 - 11% EC actual

* Research institutions and government bodies were allowed to participate

** for proposals exceeding threshold



The call was very open - *but not open enough*





- An estimated 50% of participants did not participate in FP programmes before
- Many consortium coordinators *did* have FP experience.
- Consortia with a coordinator with FP experience *outside* of GSA/GJU/ESA calls generally did well
- Most participants are focussed, only 24% of proposals were submitted by companies with 3 or more participations

We encourage newcomers to FP and GNSS to participate and will provide support



Impact was the main issue for LBS and SME, R&D quality was issue for road

Fraction of proposals that failed on specific criterion

		Scientific and technical quality	Implementation and quality of consortium	Impact
Road		25%	0%	0%
LBS		25%	0%	38%
Aviation		0%	0%	0%
SME		26%	26%	47%
Overall		23%	13%	30%

- The main issue was intention to **commercialise**. Few companies included a good **business plan** (mandatory). The requirement was sometimes misunderstood.
- The 2nd main issue was the degree of **innovation from the end-user point of view**. Scientific/technical progress alone is not enough. This was understood by most consortia.
- Regarding the consortia, main differentiators were track record of **successful innovation** and access to the **target market**.



As a result, clear, concise and concrete proposals score best

- Make sure the proposal is **clear** e.g.,
 - Make sure the **scope** of actual research conducted is clear, too often interesting areas are listed without specifying what will be investigated
 - Make sure the actual end-user **application** is clear. Too often generic platforms are proposed.
 - Make sure the target **functionality** is clear. Too often this is implicit.
- Keep the proposal **concise**: include only the text that is important*
- Make sure the proposal is as **concrete** as possible, even if not all numbers and targets are committed e.g.,
 - How many users will be involved in the trial?
 - What OS will be used for terminal application?
 - Which industry events will be attended during the dissemination phase and what is the message for each event?
 - How many people will attend the demonstration and how will they be selected?

* for the 2nd call we recommend to include non-essential information in an annex



Summary of main observations

- Good intake (48 eligible proposals with indicative funding for 14 or a ratio of 3.4 to 1)
- Reasonable quality with 22 proposals (46%) above threshold
- Balanced geo-return, 29 countries participating with 6 countries asking 80% of grants and 7 countries sharing 80% of grants (based on shortlist)
- Strong SME participation
- Reasonable proportion of newcomers to FP



Summary of main recommendations

- Key differentiators of proposal:
 - A. Solid business plan for commercialising results
 - B. Innovative concept with clear end-user benefits
 - C. Consortium with market access and/or innovation track record
- These differentiators should clearly be highlighted in the proposal. Proposals should be clear, concise and concrete.
- Newcomers to GNSS and FP are welcome
- Contact GSA if in doubt on any of the requirements



Content

- Lessons learned from Galileo 1st call

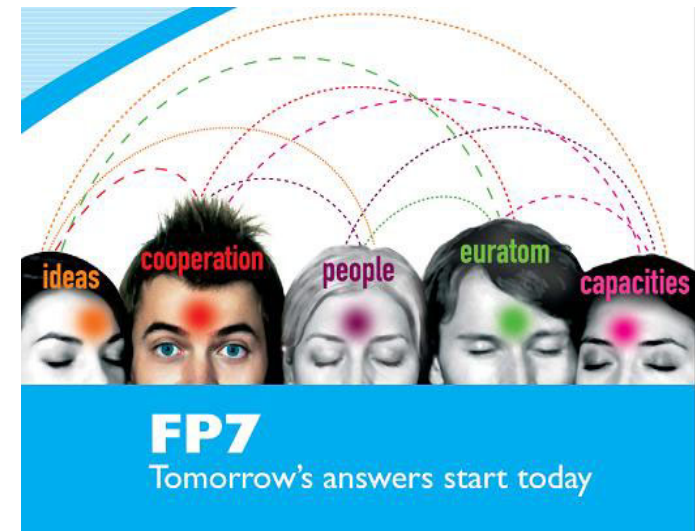


- Preview of Galileo 2nd call



Compared to FP6, approach was already changed in 1st call

- Managed by GSA *and* EC vs. GJU
- Integral part of EU FP7 program – based on Commission Delegation and close coordination with Commission
- More focus on innovative projects that are closer to market exploitation (e.g., EGNOS - as a working system - is a priority)
- Industry-friendly standard IPR policy
- Improved knowledge dissemination (GKMF)
- Capitalising on SME success
- More emphasis on FP7 collaboration and GSA support
- Close coordination with ESA on relevant topics
- Large degree of pre-financing





In the 2nd call we will follow same approach and



- Similarities
 - Managed by GSA *and* EC (mostly GSA)
 - Integral part of EU FP7 program – based on Commission Delegation and close coordination with Commission
 - Focus on innovative projects that are close to market exploitation (e.g., EGNOS - as a working system - is a priority)
 - Industry-friendly standard IPR policy
 - Knowledge dissemination (GKMF)
 - Capitalise on SME success
 - More emphasis on FP7 collaboration and GSA support
 - Close coordination with ESA on relevant topics
 - Large degree of pre-financing
- Key differences
 - Higher budget (+60%)
 - Wider scope (more topics)
 - Budgets are more open – not even indicative numbers will be provided
 - More time to respond and to prepare for info day
 - More marketing activities
 - Faster selection phase
 - Cooperation with other DGs (INFSO, TREN, RTD, ENTR)
 - Cooperation with Eurocontrol and ESA



Compared to other FP7 calls, Galileo is more commercially oriented requiring different approach

- With specific **requirements** and requests...
 - Trials with real users and analysis of results
 - Solid business plan, technical and commercial feasibility - preliminary business plan in proposal
 - Use of EGNOS, early Galileo constellations
 - Contribution to standardisation
 - Specific requirements on dissemination, reporting
- ...and specific **tools**
 - GKMF – a facility to share knowledge
 - collaboration – the collaboration among FP7 projects (e.g., projects should be ready to participate in meetings and organise a workshop)
 - Support – we will make expert resources available to the projects that will provide technical support, technology transfer and business plan support and support in networking for SMEs



Galileo FP7 2nd call timetable for collaborative projects* - *INDICATIVE*

- | | |
|------------------------------------|--------------------|
| • Announcement of event | 5 December |
| • Publication of call details | 19 December 2008 |
| • Growing Galileo event (Brussels) | 27-28 January 2009 |
| • National/regional info days | February |
| • Deadline for submissions | 31 March 2009 |
| • Evaluation of proposals | April 2009 |
| • Contract negotiations | September 2009 |

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- More time for proposal preparation
 - Faster evaluation process

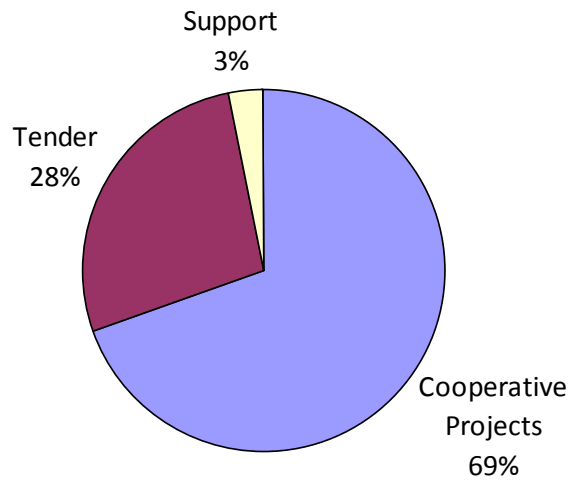
* Information on tenders to be released early 2009



FP7–2nd call – Indicative budget split

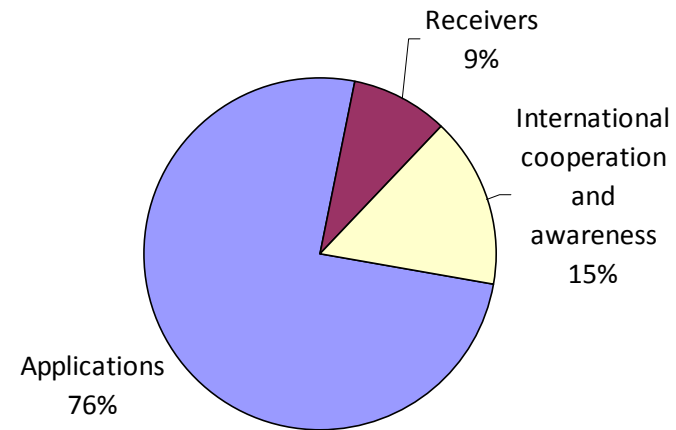
Overall budget split 2nd call

100% = €40m



Split per area for Collaborative Projects

100% = €28m



- No indications will be given on budget per topic and number of projects per topic



FP7–2nd call – *Open Topics*

- Use of EGNOS services for mass market:
 - Innovative applications targeted to SMEs
 - Road telematics with emphasis on safety
- Use of EGNOS for professional applications:
 - Fleet management and logistics applications
 - High precision applications including agriculture
- Galileo and EGNOS for scientific applications
 - Applications targeted at the scientific community
 - Highly innovative applications
- Use of EGNOS for Safety of Life applications
 - Accelerating EGNOS adoption in aviation
 - EGNOS in rail and maritime applications
- LBS : Applications with social/public dimension
- SAR service
- Professional receivers
- International cooperation and awareness
 - International activities
 - EGNOS service extension
 - Support to Education in GNSS
 - Support to Research and innovation in GNSS

• **Details will be released on December 19th**
• **There will be a specific document for each topic, in addition to the general “guide for applicants”**



FP7–2nd call – *Specific points of attention applications*

- More focus on integration with GNSS programmes e.g., use of early Galileo signals, EGNOS, EDAS
- More focus on applications generating public benefits
- Clearer requirements
 - Innovation
 - Business plan
 - Specific, measurable objectives
 - Dissemination
- More flexible approach to budget
- SME call: justified exceptions to SME rule allowed
- Specifically for international cooperation and awareness and aviation: coordination with existing projects important




For more information: come to the info day

Growing **GALILEO** 2009

Conference & Info Day / 27-28 January, Brussels

The second call for proposals for GNSS research and development under the EU's 7th Framework Programme will be published soon! The second call will make available 40 million Euro in funding, a 60% increase over the funding available in the first call.

Day 1- Tuesday, 27 January: 10:00 - 18:00	Day 2 - Wednesday, 28 January: 9:00 - 13:00
GNSS PLANS, STRATEGIES AND ASSISTANCE	FP7 INFORMATION DAY 
<ul style="list-style-type: none"> • Galileo and EGNOS programme status • Keynote speeches from industry experts • Project success stories • International Cooperation • Networking cocktail 	<ul style="list-style-type: none"> • Business Finance: Moving ahead in tough times • Presentation of the GNSS FP7 2nd call • 1st call results and experiences • Company networking opportunities

Mark your calendar! 27-28 January 2009: Growing GALILEO 2009, Brussels
 Charlemagne Conference Centre,
 170 Rue de la Loi (Wetstraat), 1049 Brussels, Belgium
 Registration will open on 10 December 2008.

1st Announcement

Growing **GALILEO** 2009

Conference & Info Day

NEW APPLICATIONS
 NEW TECHNOLOGIES
 NEW BENEFITS
 NEW HORIZONS

27-28 JANUARY 2008
 BRUSSELS

DAY 1
 GNSS Plans, Strategies and Assistance

DAY 2
 FP7 Information Day



Questions ?

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Thank you for your attention!