



EARSC

European Association
of Remote Sensing
Companies

Use of Space in different application fields

Chetan Pradhan, Vice-Chairman EARSC
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What is EARSC

- EARSC is a non-profit-making organisation created in 1989 as the voice of the European geo-information EO service industry
- Mission & objectives:
 - to foster the development of the European Geo-Information Service Industry
 - to stimulate a sustainable market for Geo-information services using EO data, openly accessible to all members
- Today EARSC has 70 members in more than 22 countries, and is a recognized association worldwide
- Represents European geo-information providers creating a sustainable network between industry, decision makers and users

About the European EO Services Industry

- Offers a full range of services based on extensive experience serving government, industry and the citizen
- Includes data providers, downstream service providers, software and consultancy companies with a mastery of space-borne/airborne/in-situ systems and sensors technologies.
- Innovative / dynamic; many new companies; changing ownership
- Between 100 and 200 companies, largely SME's, with strong partnership experience across European borders.
 - Estimated as €800m to €1b annual revenues.
 - Highly skilled workforce; interchange with other sectors
 - Last survey in 2006 identified 152 organisations.
 - Full industry survey will be made by EARSC during 2012.

What does EARSC do?

- To achieve its mission EARSC focuses on:
 - Improving customer awareness and acceptance of Earth observation and remote sensing based solutions
 - Improving market access for our members
 - Promoting our members capabilities
 - Engaging with key organisations (ESA, the EC and others) to make the EO VA sector's views known and acted upon.
- EARSC works with many partners to achieve these goals.

How can EARSC help?

- For Companies:
 - Networking: meet and partner with other member companies
 - Communications - website, newsletter, directorate, numerous events on both European and International stages.
 - Information on the EO services industry and on potential markets.
 - Exchange of best practice and common standards.
- For Companies and Clients:
 - **EOpages** is a web-based marketplace for users to find the services they need and suppliers to provide them.
 - **OGEO Portal** is a web-based tool to enable Oil & Gas and EO service industries to work together.

EOPages – www.eopages.eu

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eo PAGES

A MARKETPLACE BETWEEN EARTH OBSERVATION INDUSTRY & USERS beta release

EOpages is a Marketplace between the Earth Observation Service Industry & Users. EOpages shows the capabilities of the geo-information industry in general and value-adding companies in particular. The objective of this project is to help potential customers explore the available value-added geo-information services of interest to them in an interactive and user-friendly manner.
[More info about the project >](#)

159 COMPANIES
24 COUNTRIES
338 SERVICES
147 BUSINESS QUERYS

Search & Find

Search & Find is an easy, three-step process, guided search to access our exhaustive information repository on the EO industry.

Address Book

Address Book contains the latest contact information of the EO industry. The online Address Book is easy to use, simply selecting and choosing the relevant categories or tags.

EOMarket

EOMarket is a customise section where Users contact directly Industry looking for products technical characteristics, applications, availability, resources, etc...

Success Stories

Some examples of recent **success stories** resulting from EO industry development activities.

News

The news section aims to provide a quick access to the top stories. We provide information for stakeholders and users about the capabilities of the information value added services.

OGEO - www.ogeo-portal.eu

ogeo
oil and gas earth observation group

Login

OGEO IS THE FORUM FOR INFORMATION EXCHANGE BETWEEN THE OIL AND GAS AND GEOINFORMATION COMMUNITIES.

FAST INFORMATION
The portal offers the advantage of rapid and direct information exchange across the range of activities undertaken in both market sectors allowing users to post questions related to information that is being sought.

BUILDING NETWORKS
Suppliers could co-ordinate and exchange expertise as well as building networks and partnerships to respond to demand requests making commercial offers easier to put together and more targeted as a result of prior exchange.

PROBLEM SOLVING
At the online site members could find other members dedicated to helping each other solve business problems, find new suppliers, win new customers, share experiences and practical advice. Do you want to know more about registration.

Summary of EARSC

- EARSC provides stakeholders with an effective interface to the EU EO services industry
 - Neutral support to find suppliers and obtain contractual services
 - Eopages will provide an excellent a first entry point to the full range of services being offered by this industry
 - EARSC also facilitates links between EO service providers and specific client communities: recent examples include oil & gas, insurance, international development banks, etc.

- Further information:

www.earsc.eu - www.eomag.eu
www.eopages.eu - www.ogeo-portal.eu

Round Table Discussion

- Subject: “Use of Space in different application fields”
- Panelists:
 - **Denis Bruckert** - EUSC, Head of GMES Unit
 - **Karin Schenk** - EOMAP, Project Manager FRESHMON
 - **Claire Thomas** - Transvalor S.A., SoDa Technical Support Engineer
- Moderator:
 - **Chetan Pradhan**, Vice-Chairman, EARSC

Round table - use of Space in different application areas

- The discussion covered a range of topics, including:
 - What are the obstacles in moving from R&D funded services to fully operational services paid for by users?
 - The panel's views on free and open data access for GMES
 - How to ensure a data policy that encourages innovation and entrepreneurship, but still protects security needs?
 - How to ensure integrity and reliability of EO services and data?
 - Could “crowd-sourcing” be a potential future source of effort?
 - What are the respective roles of European agencies and industry in developing the applications sector?