



EARSC WORKSHOP IS GMES AN OPPORTUNITY FOR SERVICE INDUSTRY?, Brussels, March 19th, 2008

RECOMMENDATIONS

DATA POLICY

- All must have guaranteed access with clear conditions to raw data and core services products since they are made available with taxpayer money.
- In the long term Sentinels data must be available free of charge, it will lead to market increase
- In the 2008-2012 period industry needs access to all basic data to develop the downstream services sector before 2012
- Data Handling Cost should be taken care of in cost of service development
- Data Policy establishment is a priority

GOVERNANCE

Governance scheme and related business model to be adopted

- Development must be in line with Lisbon strategy
- A body from industry should be involved to define requirements: this procedure should start as soon as possible in line with the GAC Doc. 09-01
- The downstream sector must be given an opportunity to review the implementation of core services
- The Service Industry should be allowed a larger role in Core Services
- Set up working group with Industry to contribute to scoping of upcoming downstream call
- Institutions and industry must be partners and not competitors
- Avoid the creation of “de facto cartels” of public/institutional organizations impeding the development of Downstream services from SMEs.

BUDGET

- the number and amount of contracts must be sufficient to give momentum to GMES
- Increase the downstream activities budget to consider that a service needs a minimum of 5 years from design to effective implementation to have operational momentum. Consider even 5 to 10 years when including training and revision of user processes.



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- There is no way to define an accurate business model before the real operational potential of a service is demonstrated and such a business model definition takes time
- Competitive advantage of Core Service Providers must be removed from Downstream evaluation
- There is a monopolistic risk with Core Services developed in shared cost basis

OPERATIONAL

- Fast tracks and core services must be implemented in a way that people at large can use them
- A dialog between Core and Downstream services must be initiated
- Need an appropriate funding scheme (up to 100% to be considered) for up-coming development and operational phase (short / medium term seems to be critical)
- Need Clear definition of Core and Downstream Services in terms of: functionality, geographical extension, users class & providers identification.
- Need Terms of Reference of Core Services with Role of industry & R&D organization, Way R&D programs are organised
- Satellite data provision must be tailored for service long term stability
- Benchmarking on US might be very useful

FINAL COMMENTS

- A detailed Information day one month at least before the call is issued is needed, giving in particular:
 - **Definition of Core and Downstream Services**
 - **Definition of links between Core and Downstream Services**
 - **The expected number and amount of contracts to be allocated**
 - **The expected size and composition of the teams to be assembled including precise expected role of Core service team members**
 - **The evaluation criteria**
 - **Preliminary Product specification or ICD for the Core products as part of the call documentation**
 - **Information on Intellectual Property Rights issues**
 - **Validation mechanisms**