

BELS+ European - South East Asian links in the field of GNSS

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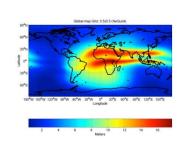
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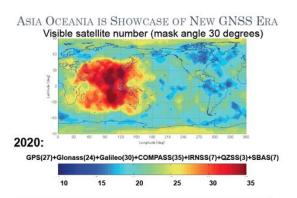
European Global Navigation Satellite Systems HORIZ N 2020
Agency

HORIZ N 2020

Why South East Asia is interesting for European GNSS companies

- South East Asia (SEA) has the highest Multi-GNSS coverage in the world:
 - Global: GPS, Galileo, GLONASS, Beidou
 - Regional systems: QZSS and IRNSS
- Challenging environment:
 - not available in Europe
 - characterized by multi-GNSS and scintillations





 Showing and running European solutions facilitates market entry and adaptation of existing EGNSS solutions in SEA

Background





HORIZ @ N 2020

- SEA is one of the most dynamic areas of the world
- SEA is not a GNSS provider
- GNSS applications are considered key for SEA countries' sustainable growth
- Positive experiences made in the predecessor projects
 - European companies visited the Navis and established first links to SEA stakeholders
 - Companies tested their solutions at the Navis



What is already there





What BELS+ does



• Due to positive outcomes of the predecessor BELS project in terms of interest shown by European GNSS companies in South East Asia, BELS+ aims at further progressing in linking the two regions by carrying out a set of coordinated activities in both, Europe and South East Asia

What BELS+ does



- Facilitates the breakthrough of EGNSS technology in South East Asia through the support to EU Companies to establish links and bring their EGNSS solutions to SEA
- Conduct a set of coordinated activities for awareness raising and capacity building to extend and strengthen the links between SEA and EU
- Exploit the potentialities of the NAVIS Centre in Hanoi consolidating the results achieved in past years and maximizing the outcomes

What BELS+ does



- Main target groups of these activities are
 - European companies, professionals and institutions which are expected to benefit from BELS+ actions.
 - SEA professionals and stakeholders ensuring a proper sharing of benefits between the regions.



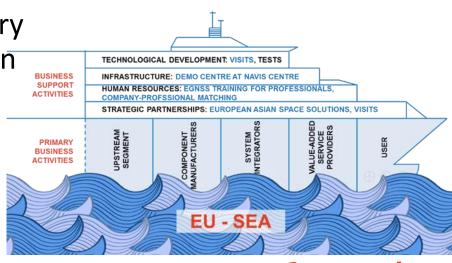


BELS+ Methodology

- BELS and the BELS+ predecessor project contributed to parts of the secondary value chain: the technological development and the infrastructure.
- Methodology used in BELS+



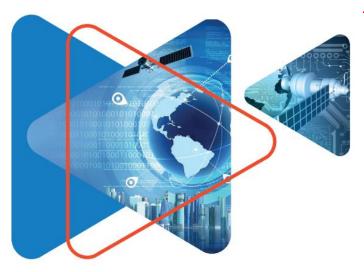
- aims at enlarging activities being part of the secondary activities in the value chain
- bears a high potential
 - to contribute to the collaboration between EU and SEA
 - to respond to the changing market conditions.



Expected Impacts & BELS+ Actions

- BELS+ will set up an array of coordinated actions which will impact on the three priorities
 - Support of developing market opportunities and competitiveness of EU industry
 - Identification of strategic partnerships
 - Extension of international co-operations and building of industrial relationships.
- The BELS+ actions:
 - Support the travel of European companies installing their solutions at the Demo Centre in Hanoi.
 - Present installed EGNSS solutions at the Demo Centre to GNSS stakeholders in the SEA states

BELS+ Actions



- Organize two promotion workshops in SEA
- Carry out surveys and interview among key stakeholders and institutions about the human resource situation in GNSS and elaborate an action plan with recommendations
- Support two Matching Events in Europe, reaching out to graduate students, professionals and companies





BELS+ Actions



- Establish training for professionals and graduate students
- Organize and establish an Asian branch of the successful "European Space Solutions" conference
- Establish an Asian session at the next "European Space Solutions 2018"
- Promote the NAVIS Centre and its Demo facility





What BELS+ offers to SEA stakeholders



Find the right EU business partners

Establish new business relations to European companies

Get to know
European GNSS
applications at the
GNSS Demo Centre
in Hanoi

Promote your EGNSS solution at dedicated Events in EU and SEA



Find the appropriate EGNSS Solution for your purpose





Explore the full capabilities and excellence EGNSS solutions

Participate in the EGNSS Trainings in the EU and SEA



What BELS+ offers to European Companies



Find the right SEA business partners and potential customers

Establish new business relations to SEA stakeholders

Install your GNSS application at the GNSS Demo
Centre in Hanoi

Promote your products or services



Accelerate your opportunities at the SEA market





Demonstrate the full capabilities and excellence of your equipment

Run your equipment in a multi-GNSS environment



Collaboration with Other Projects

- Open to collaboration with other projects and initiatives.
- Preliminary list:
 - Multi GNSS Asia (MGA)
 - Other H2020 projects such as GNSS.Asia
 - Collaboration with UN-OOSA and ICG WG-C





Where you can find us in coming months?

In Europe

- ITS World Conference 2018, Sept 17-19, Copenhagen, Denmark
- ION GNSS 2018, Sept 25-28, Miami, USA
- H2020 Space Info Day & Brokerage Event,
 Oct 11-12, Prague, Czech Republic
- Intergeo 2018,
 Oct 16-18, Frankfurt, Germany
- BELS+ event in Bavaria,
 Oct 25, Gilching, Germany
- INC 2018,
 Nov 12-15, Bristol, UK
- European Space Week,
 Dec 3-6, Marseille, France
- Navitec 2018, Dec 5-7, ESA-ESTEC

In Asia

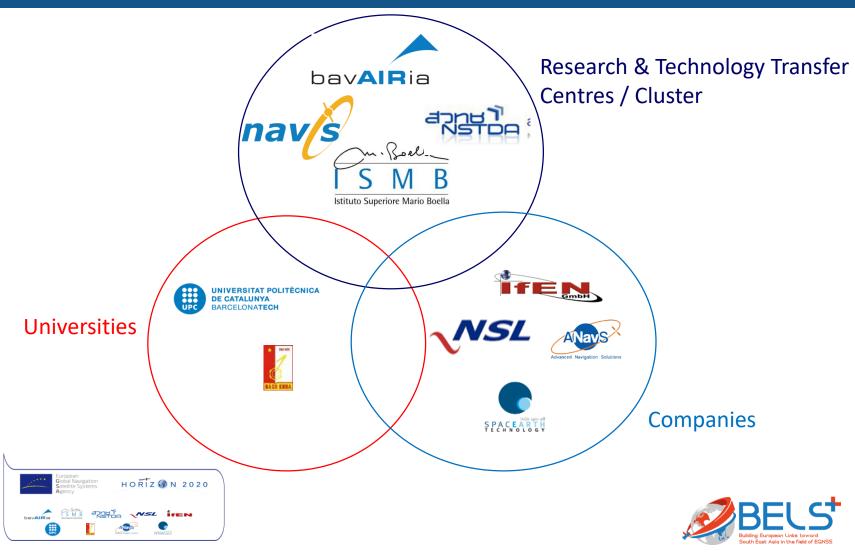
- ICG 2018, Nov 5-9, X'ian, China
- EGNSS Day 2018,
 Nov 8, Hanoi, Vietnam
- FIG 2019,

Apr 22-26, 2019, Hanoi, Vietnam





Partnership



Questions?









y @BELSproject





Thank you for your attention!

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