



European GNSS Supervisory Authority

Seventh Framework Programme of the European Community for Research, Technological Development and Demonstration Activities (2007 to 2013)

'Cooperation' Specific Programme

Theme: Transport (including Aeronautics)

Sub-theme: Support to the European Global Navigation Satellite System (Galileo) and EGNOS

Activity: 7.4.1. EXPLOITING THE FULL POTENTIAL

Area 7.4.1.7 New and innovative applications and services

Funding Scheme: Collaborative Project

DESCRIPTION OF TOPIC Galileo.2011.1.7-1:

Use of Galileo and EGNOS services for mass market and in niche sectors (to be mainly provided by SMEs)

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Caveat: Final availability of budget for this Call is subject to Commission Decision to delegate the management of the Call to GSA. Whilst this is considered a technical formality, potential applicants are informed that, in the absence of such a Decision, the GSA will not be in a position to award any grant. Therefore, the potential applicants are kindly requested to take this into account in the assessment of their investment in any preparatory work. The GSA expects to get notified of the Commission Decision early next year. As soon as this is the case, a notice of information will be published on the Cordis and Participant Portal websites.

I. INTRODUCTION

I.1. Context

Satellite navigation is a large and growing market. As a key enabler in applications in many transport and other domains, it is benefiting business, governments and citizens. To fully take advantage of these opportunities, Europe has decided to embark on its own satellite navigation programmes. The European Global Navigation Satellite System (GNSS) programmes include Galileo and EGNOS. These programmes are

EGNOS is an SBAS system that is operational for non SOL applications and will be certified for SOL in 2010. EGNOS service is available through geostationary satellites or terrestrial links (EDAS). More information on EGNOS can be found on: <http://www.egnos-portal.eu/>.

Galileo is a global positioning and timing system, complementing and co-existing with current GNSS like GPS. More information on Galileo can be found on: http://ec.europa.eu/enterprise/policies/satnav/galileo/index_en.htm.

In parallel to the development of the GNSS systems, Europe has launched an ambitious R&D programme to stimulate so-called downstream markets. In 2011 the R&D activities related to Galileo will be implemented by both the European Commission and the GNSS Supervisory Authority (GSA, on behalf of the European Commission).

The programme covers GNSS applications development, GNSS receiver's development, international cooperation, education, innovation and enabling activities.

The objectives for this topic and other topics dealing with applications are:

- € Stimulate adoption of EGNOS and EDAS;
- € Prepare markets for Galileo introduction;
- € Stimulate EU GNSS industry competitiveness.

This topic is targeted mainly to SMEs, universities and research institutes. SME participation is an EU priority and a priority in FP7. Large companies may participate under certain conditions (see below).

The approach taken in this 3rd call is broadly similar to the 1st and 2nd call. However, the requirements have been updated. Furthermore proposals will be evaluated in 2 stages.

Proposals should aim at developing highly adaptive and sophisticated applications taking specifically advantage of the Galileo and EGNOS capabilities, including EDAS. This topic will also support R&D on secured applications in any application domain that requires using the Galileo PRS, and its robust, secured, anti-spoofing and anti-jamming capabilities.

I.2. Special conditions

This topic is targeted mainly to SMEs, universities and research institutes. This means that the consortium coordinator *shall* be in all cases an SME, university or research institute, while the other participants *should* be SMEs, universities or research institutes. In case some participants are not SMEs, universities or research institutes this exception should be justified by showing that:

[1] The work performed by that participant is important to the overall success of the proposed research project.

[2] It is difficult to find SMEs, universities or research institutes that can carry out this work.

An example could be the case of a mobile LBS application where in some cases the involvement of a mobile operator, few of which are SMEs, is considered beneficial to the project.

These special conditions are in addition to any other conditions that apply to Cooperative Projects in FP7.

I.3. Special remark on the evaluations

Proposals for this topic will be analysed in 2 stages. The 2-stage evaluation process can be summarised as follows:

- € Candidates complete a short, partial proposal before the 1st stage deadline and submit it via the CORDIS EPSS system. The content of the 1st proposal is simplified and there are strict page limits (10 pages). The content of the 1st proposal is UNCLASSIFIED. The proposal is completed by the coordinator; other partners do not need to submit any information at this stage.
- € The proposal is evaluated only on 2 criteria in the 1st stage: scientific quality and impact (see below). The "Quality and efficiency of the implementation and the management" will not be evaluated at this stage.
- € Proposals that pass all thresholds are invited to provide a full proposal for the 2nd stage. Participants can also take the opportunity to improve the proposal in different aspects and include classified information if necessary. For the 2nd stage, the other partners are also involved in proposal submission.
- € Full proposals for the 2nd stage are submitted and evaluated according to the same procedures as for single stage proposals. In case the proposal includes classified background or foreground, the proposal shall demonstrate compliance with the European GNSS PSI. Other applicable criteria, thresholds and weightings for this second stage are those set out in the call.

For more information on the process please read the guide for applicants. For the deadlines, please refer to the call fiche which has the most up to date information.

I.4. Special remark on security sensitive applications

This topic also covers applications that may be security sensitive, specifically when related to the use of PRS. Applicants that consider submitting security sensitive proposals should read the related instructions in the guide for applicants carefully.

I.5. List of Acronyms

| | |
|----------|--|
| 3G | 3 rd generation - Family of standards for mobile telecommunications |
| COTS | Commercial Off The Shelf |
| E112 | European single emergency call number 112 |
| EC | European Commission |
| EDAS | EGNOS Data Access System |
| EETS | European Electronic Toll Service |
| EGNOS | European Geostationary Navigation Overlay Service |
| EPSS | Electronic Proposal Submission System |
| FP6, FP7 | 6 th , 7 th Research Framework Programmes |

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| | |
|-------|---|
| GKMF | Galileo Knowledge Management Facility |
| GNSS | Global Navigation Satellite System |
| GSA | European GNSS Supervisory Authority |
| GSMC | Galileo Security Monitoring Centre |
| LBS | Location Based Services |
| PDA | Personal Digital Assistant |
| PND | Personal Navigation Device |
| POCP | Point of Contact Platform |
| PPU | Pay Per Use Insurance |
| PRS | (Galileo) Public Regulated Service |
| PSI | Programme/Project Security Instruction |
| PVT | Position Velocity Time |
| SME | Small or Medium Enterprise ¹ |
| SPOC | Single Point Of Contact |
| TETRA | TErrestrial TRunked Radio |
| TTF | Time To First Fix |
| VAS | Valued Added Services |

1.6. Note on terms used

The word *shall* is used to indicate mandatory requirements strictly to be followed in order to conform to the standard and from which no deviation is permitted (*shall equals is required to*). The word *should* is used to indicate that among several possibilities one is recommended as particularly suitable, without mentioning or excluding others; or that a certain course of action is preferred but not necessarily required; or that (in the negative form) a certain course of action is deprecated but not prohibited (*should equals is recommended that*). The word *may* is used to indicate a course of action permissible within the limits of the standard (*may equals is permitted to*).

¹ Please note that the new European SME definition (Commission Recommendation 2003/361/EC) is the legal basis for this topic in order to define an eligible SME. The new European definition of an SME came into force on 1 January 2005 raising the financial ceiling above which a company is no longer classified as SME. To qualify as an SME, a company has to meet four requirements: 1. be an organisation or enterprise engaged in economic activity; 2. have fewer than 250 employees, calculated as annual working units (AWU); 3. have an annual turnover of €50 million or less, or have a balance sheet not exceeding €43 million; and 4. be autonomous in terms of managerial independence and the ownership of its equity. This requirement entails several conditions. Full details of the EU definition can be found at: http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm.

³ See guide for applicants for more information on evaluation and eligibility. Note that when dealing with security sensitive issues specific requirements may apply.

II. TOPIC DESCRIPTION

II.1. Scope

The aim of the topic is to explore new applications and business models for location enabled applications in any application domain. Proposals should aim at developing highly adaptive and sophisticated applications taking specifically advantage of the Galileo and EGNOS capabilities, including EDAS. The topic will also support R&D on secured applications in any application domain that requires using the Galileo PRS, and its robust, secured, anti-spoofing and anti-jamming capabilities.

The project should result in the development of an application or a part of an application that can be integrated rapidly in an existing application. GNSS should be used as the primary positioning technology in the application and positioning should be a key enabler of the application. Application development should be seen in a broad context. It includes the development, adaptation and/or integration of new software, hardware, services, datasets etc.

The scope of this topic is not limited to any specific segments or user groups. GNSS applications in the following (and other) areas may be considered:

€ Mobile LBS and leisure

- o GNSS-based mobile LBS applications with high public utility or a high degree of innovation such as tourism and travel information, safety applications, social networking, location-based advertising, multimodal personal navigation, location based gaming, etc. – potentially using the EGNOS toolkit;
- o Health and safety applications such as patient localisation, emergency distress call, support to elderly and disabled, family locator, person tracking etc.;
- o "Outdoor" GNSS applications catering to various segments: runners, hikers, climbers, fishermen, hunters, golfers, campers, cyclists, mountain bikers, etc.;
- o Sport and leisure activities such as sailing, leisure aviation, motorcycling

€ Road

- o Vehicle applications with high public utility such as road pricing, congestion management, road safety and pollution control;
- o Vehicle Value Added Services such as Pay Per Use insurance (PPU), traffic information, weather information, entertainment, etc.;
- o Logistics: tracking (e.g. tracking of vehicles, containers, livestock, dangerous goods), multi-modal transport, vehicle telematics (e.g. remote vehicle diagnostics, fleet management);

€ High Precision

- o Agriculture applications such as: CAP reporting, yield management, vehicle guidance, seeding;
- o High precision applications such as surveying, construction, oil and gas.
- o Robotics and industrial automation

€ New markets and technologies

- o Data security applications (e.g., computer security and access control, electronic payments and e-commerce).
- o GNSS service provider business models (e.g., EETS provider, time and location stamp provider, Indoor position provider / pseudolite operator, high accuracy correction provider, improved TTFF provider, map matching provider, Position technology aggregator)
- o Development of algorithms implemented in software or hardware that enhance GNSS performance or usability for a specific application, especially concerning the use of Galileo, EGNOS and EDAS;

- Use PRS signal as a mean to provide authentication to other GNSS signals for security related applications that would like to provide authenticated Positioning / Speed / Timing information.
- Development and integration of techniques that increase the robustness of applications vs. jamming, spoofing and other threats;
- Adaptation of existing applications or systems to make use of EGNOS and/or Galileo advantages.
- Research towards organisational and the underlying technical solutions to be put in place by national or possibly the European PRS organizations (PRS national/EU authority) and the Point of Contact Platform (POCP) which is required for interfacing the Galileo Security Monitoring Centre (GSMC) in order to manage the access to the PRS signal in space.
- Research towards an alternative channel (e.g., TETRA, 3G, memory stick) for the distribution of navigation and security messages to PRS security modules within PRS receivers.

11.2. Evaluation criteria³

The projects will be evaluated against the standard criteria applicable to Collaborative Projects in FP7. The sections below describe how these criteria should be interpreted given the specific topics and objectives of the GNSS activities in the Transport Work Programme.

11.2.1. S/T QUALITY

“SCIENTIFIC AND/OR TECHNOLOGICAL EXCELLENCE (RELEVANT TO THE TOPICS ADDRESSED BY THE CALL)”

- SOUNDNESS OF CONCEPT, AND QUALITY OF OBJECTIVES
- PROGRESS BEYOND THE STATE-OF-THE-ART
- QUALITY AND EFFECTIVENESS OF THE S/T METHODOLOGY AND ASSOCIATED WORK PLAN

Within the context of this topic, the proposal should aim to be innovative, going beyond the state of the art, especially in the use of GNSS. This could mean the application of technologies such as Galileo, EGNOS or EDAS to new markets, applications or business models. It should also aim to be built on already fairly mature application or business concepts, leading to products and/or services at the end of the project that can be brought to the market quickly.

11.2.2. IMPLEMENTATION

“QUALITY AND EFFICIENCY OF THE IMPLEMENTATION AND THE MANAGEMENT”

- APPROPRIATENESS OF THE MANAGEMENT STRUCTURE AND PROCEDURES
- QUALITY AND RELEVANT EXPERIENCE OF THE INDIVIDUAL PARTICIPANTS
- QUALITY OF THE CONSORTIUM AS A WHOLE (INCLUDING COMPLEMENTARITY, BALANCE)
- APPROPRIATENESS OF THE ALLOCATION AND JUSTIFICATION OF THE RESOURCES TO BE COMMITTED (BUDGET, STAFF, EQUIPMENT)

Within the context of this topic, the quality of the consortium refers not only to the scientific and technical abilities but also to market understanding and business expertise. The consortium should aim to gather proven experience and expertise in the market segment of the application(s) developed in the project in its ranks. Ideally, the project coordinator would have a leading position in the specific market. The consortium should have a demonstrable capability to commercialise the products and services developed in the project.

When dealing with security sensitive issues, the ability to comply with the relevant PSI rules is critical.

11.2.3. IMPACT

“POTENTIAL IMPACT THROUGH THE DEVELOPMENT, DISSEMINATION AND USE OF PROJECT RESULTS”

- CONTRIBUTION, AT THE EUROPEAN [AND/OR INTERNATIONAL] LEVEL, TO THE EXPECTED IMPACTS LISTED IN THE DESCRIPTION OF TOPICS UNDER THE RELEVANT TOPIC/ACTIVITY
- APPROPRIATENESS OF MEASURES FOR THE DISSEMINATION AND/OR EXPLOITATION OF PROJECT RESULTS, AND MANAGEMENT OF INTELLECTUAL PROPERTY.

In this topic, focus is primarily on impact through the use and exploitation of project results. The consortium should have a clear intention to commercialise the products and services developed in the project. Hence there is a requirement to provide a convincing market entry plan in the proposal. The consortium should also highlight previous achievements in the specific market of the application developed.

The project should also contribute to the adoption of Galileo, EGNOS or EDAS e.g., early Galileo signals are used, EGNOS or EDAS technologies are applied in new ways, the application facilitates wide adoption of EGNOS, the application leads to an increased understanding of the market or user requirements in fields that are particularly relevant for Galileo, the project contributes to the identification and resolution of obstacles for the adoption of Galileo and EGNOS.

Furthermore the project should aim to create impact in terms of public benefits (e.g., reducing carbon emissions, increasing safety, providing security).

Regarding impact through dissemination, the release of practical tools to the GNSS developer community (function libraries, sample code, algorithms etc.), ideally with free open source license – are a particular area of interest.

11.2.4. Additional Recommendations

- € The project should take into account, to the extent feasible, relevant standards and regulations on safety, security and other aspects.
- € The project should use, to the extent feasible, iterative/incremental development methodologies which enable early demonstration of results.
- € The consortium may employ *PhD students* to carry out RTD activities.

11.3. Deliverables

The project should provide at least the following outputs during its lifetime.

| Nr. | Description | Status ⁴ | Dissemination level ⁵ |
|-----|-------------|---------------------|----------------------------------|
| | | | |

⁴ M: Mandatory, R: Recommended, O: optional

⁵ Recommended dissemination level: PU = Public; PP = Restricted to other programme participants (including the GSA); RE = Restricted to a group specified by the Consortium (including the GSA); CO = Confidential, only for members of the Consortium (including the GSA); CL = Classified. Classified material only applies to specific deliverables in case of security sensitive projects. It is recommended to



| Nr. | Description | Status ⁴ | Dissemination level ⁵ |
|-----|--|---------------------|----------------------------------|
| 1 | Detailed project plan including team organisation, contacts; | M | CO (+CL) |
| 2 | Quarterly progress reports based on a template to be supplied by the GSA; | M | CO (+CL) |
| 3 | Meeting minutes of all review meetings; | M | CO (+CL) |
| 4 | Technical feasibility study; | R | PU + CO (+CL) |
| 5 | Commercial feasibility study including market potential assessment (when relevant) and expected economics (relevant cost and revenues); | R | PU + CO (+CL) |
| 6 | Dissemination plan containing an overview of all events, conferences and exhibitions that will be attended as well as workshops and presentations that will be organised. For each of these the consortium should indicate the relevance of the event, activity of the consortium at the event, target audience and the objectives to be achieved. | M | PU |
| 7 | Presentation/slide show, report, poster and animated audiovisual presentation on project outcomes that can be disseminated to the general public. These deliverables should be provided in electronic format. Furthermore a project website should be established and gather all public project outcomes. ; | M | PU |
| 8 | Report on market trial including technical and user-experience; | M | PU + CO (+CL) |
| 9 | Rough business and exploitation plan. Building upon the previous deliverables and project outcome, the plan constitutes an assessment of the business potential of the application and how this potential can be captured. Such a plan should contain the following elements: <ul style="list-style-type: none"> a. Concept or product description; b. Assessment of market potential; c. Competition analysis, product positioning and marketing strategy; d. Business model (e.g. make vs. buy, sources of revenues, pricing strategy) and exploitation economics (e.g. break-even analysis); e. Organisation and team; f. High-level implementation plan; g. Rough projected financials (i.e. profit and loss) including assumptions; h. Identification and discussion of main risks. | M | CO (+CL) |
| 10 | Analysis of specific aspects : <ul style="list-style-type: none"> a. Value added by EGNOS/EDAS; b. Value added by Galileo, in particular the Commercial and Public Regulated Services; c. Report on the identification and proposes solutions to obstacles for the adoption of Galileo and EGNOS; d. Regulatory and legal aspects of the application; | R | PU + CO (+CL) |

include any classified material in a classified annex to the deliverable. More information is provided in the guide for applicants. In some cases it is recommended to have at least part of a CO deliverable be adapted for public dissemination.

| Nr. | Description | Status ⁴ | Dissemination level ⁵ |
|-----|--|---------------------|----------------------------------|
| | e. Standardisation aspects. | | |
| 11 | Final report based on GSA template. It should cover all project activities including R&D and exploitation activities; activities related to dissemination, knowledge contribution, FP7 coordination and user fora. The report should include an executive summary. | M | PU + CO (+CL) |
| 12 | Source code and related documentation of main developments | R | PU |

II.4. Schedule and milestones

The total duration of the project shall be less than 24 months. The project shall be split in several phases and several milestones shall be identified.

As a minimum, the following milestones shall be foreseen:

- Kick-off meeting covering at least deliverable 1;
- First review meeting covering e.g., deliverables 4-6
- Second review meeting covering e.g., deliverables 7-10;
- Final review meeting covering deliverables 11-12.

In addition to the above milestones more frequent interactions will most likely be needed. At least once every 3 months an interaction will take place possibly using a conferencing facility.

II.5. Interaction with GSA and the European Commission

The consortium shall appoint one person to be the single point of contact towards the GSA. The consortium should report to GSA whenever requested. The consortium is responsible for organising meetings. Any deviations from the workplan should be communicated to GSA as soon as possible.

The GSA will appoint one or more external experts as project reviewers. One person in the GSA will act as Project Officer and be the first point of contact for technical and general matters. Finally, the GSA Contracts Officer will be responsible for administrative, financial and legal aspects of the grant agreement.

The GSA and the European Commission or their experts may also provide assistance in the following areas:

- € Technical support in e.g. review of project deliverables, provision of Galileo and EGNOS documentation;
- € Support in networking with other SMEs and participants in other projects of the Galileo Calls;
- € Access to GNSS documentation via GSA's GKMF. The GKMF is the Galileo Knowledge Management Facility that is hosted by the GSA. It contains documents and results from the research activities on Galileo, and allows users to search and retrieve public information on GNSS. The GKMF may also serve as documentation management system and dissemination tool for the projects funded under the Galileo FP7;
- € Facilitating access to GNSS simulators.

III. RECOMMENDATIONS FOR WRITING THE PROPOSAL

Proposals should follow the guidelines as they are explained in the Guide for Applicants for this topic. Note that there are several guides for applicants associated to this call, so make sure the correct one is used – for this topic it is the guide that covers the funding scheme collaborative projects and is adapted for the 2-stage evaluation. At both stages of the proposal, consortia are expected to complete both a part A with administrative and financial information and a part B with the technical proposal. The guide for applicants has clear instructions on both part A and part B. Any classified material should be included in a separate annex that cannot be submitted electronically (see guide for applicants for more details).

For this topic we propose some additional recommendations for part B that should be followed as well. In particular we expect an assessment of market potential, competing technologies and a high level business plan to be part of the proposal. It will be critical for the evaluation.

III.1. Recommendations for stage 1:

- € Consortia are encouraged to write in a concise and factual style and keep within the page limits mentioned in the guide for applicants.
- € Section 1.1 – S/T objectives refers to the project objectives and should be included in sufficient level of detail. These project objectives should be measurable and verifiable e.g., objective: develop application prototype delivering specified functionality, verification: trial. Include a table that summarises the objectives. Note that this section is critical for the evaluation
- € Section 1.2 - describe both state-of-the art R&D as found e.g., in scientific journals as well as actual commercial or pre-commercial activities. Describe what is unique or innovative about this proposal.
- € Section 1.3 – clearly show what is concretely available at each stage e.g., demonstrator, prototype, pre-commercial product. Note also our recommendation regarding iterative development.
- € Section 3.1 – we would recommend to focus on 4 categories of impact:
 1. The impact resulting from the (commercial) exploitation of the research. Briefly describe how each consortium member is intending to exploit project results commercially. Include a brief description of the market potential and the consortium's positioning. Note that this section is critical for the evaluation.
 2. The benefits for the European GNSS programmes and the adoption of EGNOS and Galileo.
 3. The contribution to the GNSS developer community e.g., via free open source software libraries, knowledge sharing.
 4. The creation of public benefits (e.g., environment, safety).

III.2. Recommendations for stage 2:

- € Consortia are encouraged to write in a concise and factual style and keep within the page limits mentioned in the guide for applicants.
- € Annexes may provide additional information but are not necessarily considered in the evaluation.
- € Any classified information should be included in a separate annex that is not included in the main proposal submitted via EPSS. See Guide for Applicants for more information.
- € Section 1.1 – S/T objectives refers to the project objectives and should be included in sufficient level of detail. These project objectives should be measurable and verifiable e.g., objective: develop application prototype delivering specified functionality, verification: trial. Include a table that summarises the objectives. Note that this section is critical for the evaluation

- € Section 1.2 - describe both state-of-the art R&D as found e.g., in scientific journals as well as actual commercial or pre-commercial activities. Describe what is unique or innovative about this proposal.
- € Section 1.3 - clearly show what is concretely available at each stage e.g., demonstrator, prototype, pre-commercial product. Note also our recommendation regarding iterative development. In addition, indicate flexibility in the work plan e.g. depending on the outcome of the trial, earlier steps may be revisited or later steps may be tackled in different ways.
- € Section 2.1 - additionally describe how the organisational structure allows for flexibility and fast and efficient decision making. Explain how the interface with GSA is managed. Also explain how the consortium will ensure quality control of the deliverables.
- € Section 3.1 – we would recommend to focus on 4 categories of impact:
 1. The impact resulting from the (commercial) exploitation of the research. Briefly describe how each consortium member is intending to exploit project results commercially. Include a brief description of the market potential and the consortium's positioning. Note that this section is critical for the evaluation.
 2. The benefits for the European GNSS programmes and the adoption of EGNOS and Galileo.
 3. The contribution to the GNSS developer community e.g., via free open source software libraries, knowledge sharing.
 4. The creation of public benefits (e.g., environment, safety).
- € Section 3.2 – this section is linked to the previous one. For each type of impact, you should describe the actions that are planned to achieve this.
 1. Exploitation of the research: include a high level business plan with a brief concept description including possible business model, technical architecture, assessment of the current state of technology and the innovation proposed; a preliminary assessment of market potential; a preliminary analysis of competing offers and technologies; Note that this section is critical for the evaluation.
 2. Benefits for the European GNSS programmes: explain the actions planned to maximise the benefits to the European GNSS programmes.
 3. Contribution to the GNSS developer community: dissemination plan, tools and software to be shared, other relevant activities.
 4. Public benefits: any specific activities to increase public benefits.