"Horizon 2030 - Visions and Challenges in GI"

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EUROGI Members Meeting
Brussels, Belgium, 5 April 2019
European Association of Remote Sensing companies

Trade (non-profit) **association**

founded in 1989, dedicated to helping European companies in the 
EO downstream sector

111 members from 22 countries in Europe
European Association of Remote Sensing companies

Services covered by the survey:
- Satellite Data Products
- EO Application Products
- Geo-information Products

Internal Service Department
Integrated End-user

End-users

Ground Station Operator
Satellite Operator
Data Reseller

Software / hardware
Value Adding
GI Services
Consultancy

Third Party Missions
What would be the main priorities of your organisation in the future

- Include the use of EO in EU policies
  - e.g. water, agriculture, transportation (and development)

- Improve the understanding between SP and Users
  - e.g. Agri-Insurance, Mining, Taxonomy, IFIs, e-Shape

- Identify new markets / Reach non current EO user
  - e.g. Internationalization WG, IDEEO, eoMALL

- Integration of knowledge in the Secretariat
  - Market Observatory, PARSEC

- Stronger Eastern EU representatives
  - e.g. Albania, Bosnia & Herzegovina, Croatia, Cyprus, Finland, Hungary, Latvia, Lithuania, Malta, Serbia
What are the main challenges of GI sector you foresee in the next five years

- Changes in the supply chain
  - e.g. New Digital players, GAFA/AWS Ground station
  - e.g. Bespoke vs online services

- Integration of heterogeneous and large set of data
  - e.g. Small sat, HAPS, in situ, crowd sources
  - e.g. Data cube, A.I

- De-Fragmentation
  - e.g. Pre-Commercial Procurement of services

- Attract non GI user
  - Reach user out of the current area
What opportunities you see for GI sector in the next five years

- Market advantage compared to current solutions
  - e.g. Copernicus, EU Capabilities, Innovation

- Integration of Adjacent Technologies (e.g. AI, VR)
  - e.g. Monitoring, smart cities

- Integration of new data (citizen, new sensors)
  - e.g. multi scalar, NRT, free & open data policy

- Online services
  - Opportunity for SMEs to develop, to be identified
**EO online service** market shift:
- 5% (110 M€) of the market in 2016
- perspective of 25% (1.3B€) in 2025

**Single point** to access EO online services

**Support** to SMEs