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Accelerating the take-up of emerging technologies & applications by service and end-users – Dominique Tilmans chair of Eurisy.

Good afternoon everyone & thank you Mister President to give me the floor.

Excellent question! Do we know who the prime end-users of space services really are - and more importantly do they?

Most probably, the prime end-users of space are the civil society. But the people doesn't know it !

Why?
Because still recently, Governments aware of the potential of satellite technology allocated important funds to develop the upstream sector - of course an obvious step! But they neglected an essential axe: the transfer to the downstream sector.

Because of this, today the large-scale adoption of satellite-based services is lagging.

Even if, we all agree here, that Space technology brings benefits to society in many different ways.

There is almost no limit to the innovative services, integrating space technology, that help to deliver impactful socio-economic growth.

Fortunately, things are changing! We are currently witnessing a shift from the space to non-space sector. The focus is slowly moving to the end-users and their needs. The non-space sector is willing to embrace this change but still facing obstacles.

I see 2 important ones:

- An inadequate communication about space: too technic and not oriented to the add value for the citizens.
- The lack of interest of Space by number politicians! It's not a criticism but a statement! I was politician during 27 years and Senator of Belgium. Space is far to the sphere of interest of a large majority of politicians!!

Here in Abu Dhabi, I am seeing around me a high representation of industries, start-ups, space

agencies and offices, investors. Great but ...I do not see many/any politicians!

Are there any politicians in this room? Can you raise your hand? That what I was thinking!

Within our work in Eurisy- and just one word about it – Eurisy is a non-profit association of European space agencies, that strives to understand what influences the large-scale adoption of satellite services and technologies in society.

Well, Eurisy notice that technology push is not self-sufficient if we want to develop technological capabilities. I am optimistic some cases show the changing perspective in adopting new policies, in which satellite technology plays a relevant role but still with obstacles:

Two illuminating examples from Europe:
   -Telemedicine
   -Emergency Call: Advanced Mobile Location Service (AML).

- About Telemedicine, after ten years of experimentation it can support present challenges as:
  - isolated rural areas far from any care
  - the aging population that cannot move from their homes.

Isn't it a success? Definitely yes! Because it shows that it is possible to implement policies that will encourage the uptake of the technology.

But unfortunately, telemedicine is not today legally recognized as a medical act (except recently in France). So, satellite solutions are <u>hardly</u> considered by the European healthcare as long as telemedicine is not, first and foremost, legally recognized as a medical act.

Only a question of … political decision!!

- About Emergency Call (Advanced Mobile Location Service or AML) it is similar. This GNSS based technology solution has the power to transform emergency services by providing a caller location up to 4,000 times more accurate than the current cell-phone technology in use.

The European Emergency Number Association estimate that over a ten-year period, the full implementation of AML, could save 95 billion € and help save over 7,000 additional human lives.

Isn't a success? Definitively yes! And it can be a wonderful message to deliver to the population... it isn't!! And more, do you know that only 8 European countries on 27 have fully implemented AML despite its proven potential.

Again, only a political decision to take!!

With these 2 examples: we see that the national legislative decisions remain one of the key factors impending the implementation of the satellite technology driven solutions.

My conclusion:

It is important today to adopt a user pull approach rather than relying only on technology push. But it is not enough to encourage the adoption of satellite applications. It is fundamental to communicate and lobby the governments, and the political class at the different levels, to favour and

improve a dialogue to set up policies to empower the implementation of satellite applications.

If we want to promote the deployment of new satellite applications, we need to acknowledge the existence of a gap in communication to between the main actors: space experts, service providers, politicians and end users. I strongly advise to push forward a dialogue in which the politicians are involved. This dialogue is fundamental to raise awareness on who the users are and why we need satellite technology!

We need to convince that space is an accessible tool! Not a guarded hunt for engineers.

We need to convince that satellite applications are a lever to make our life easier.

Let's think also out of technology!

Let's think out of the box!

I thank you for your attention.