



MENTORE:
an R&D project to support the
introduction of European GNSS
in the freight sector

MENTORE

Followed approach

Main results

Way forward

The MENTORE project



EGNOS/Galileo regulated tracking & tracing services

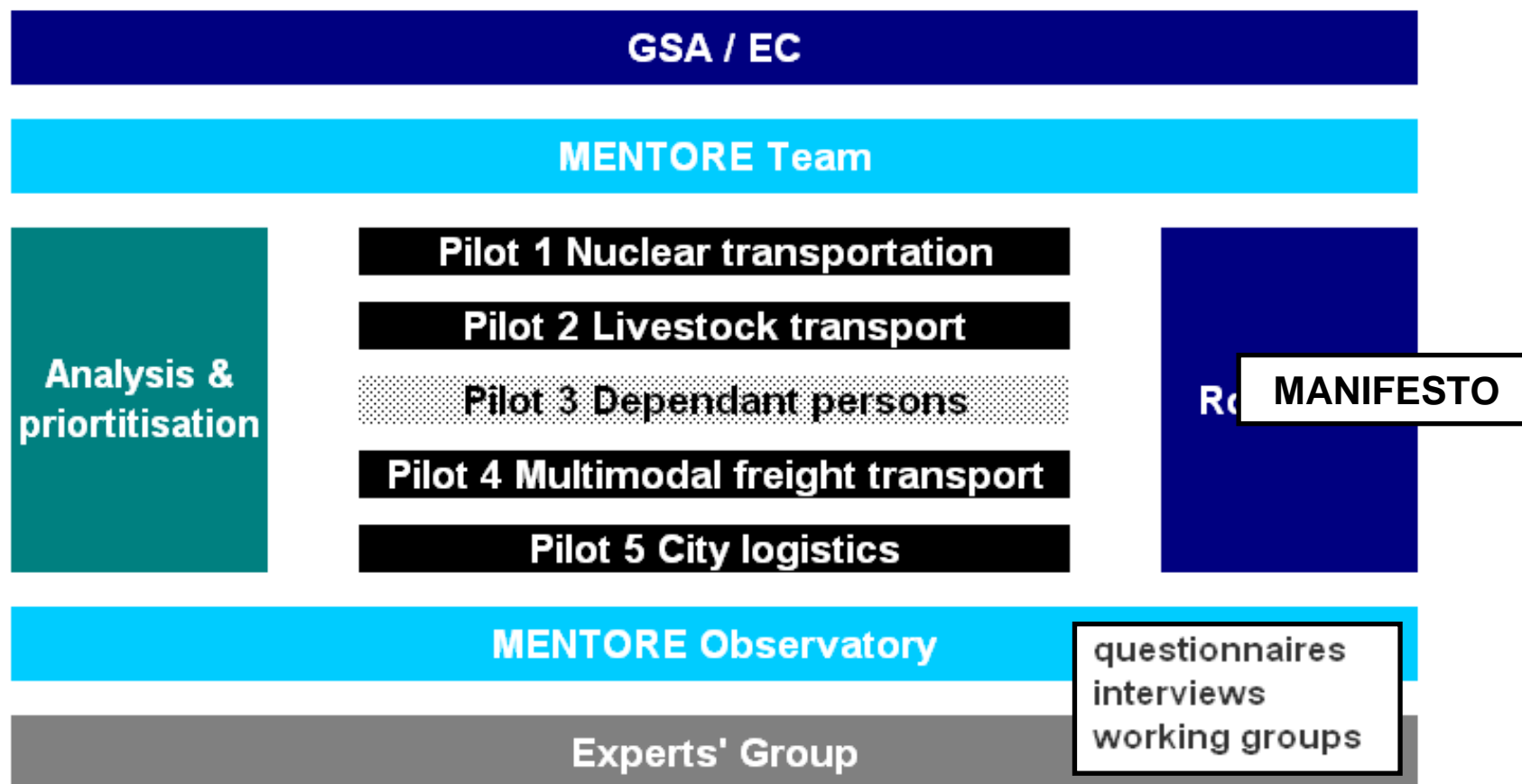
2-years from July 2007

18 partners in 7 EU countries and Canada: service providers, industrial groups, telecom providers, market operators, transport authorities, regulatory bodies/agencies

Implementation and operation of live **Pilot Services demonstrations** involving end-users in commercial scenarios



Shaping through a co-invention



Iteration of analysis, demonstration and synthesis

EGNOS demonstration for freight & logistics



Pre-commercial services

Life operative conditions

In Europe: Italy, France, Spain

Four applications:

Dangerous/nuclear material

Livestock

Multimodal freight transport

City logistics



Main results

Clear market needs and requirements for “regulated” use

“Regulation” and “policy formulation” playing a key role

Transport authorities acting as market facilitator

Differences in key enablers: market maturity/priorities, status of technologies, business attractiveness, regulatory framework

Diversified introduction and timeline per application

Different role for EGNOS and Galileo per application

Dangerous goods

Immediate interest of end-users and Institutions

GPS used in National best cases, now evolved towards EGNOS

EGNOS pre-commercial solutions available

National best practices/business models involving big companies and Authorities in place

Best practice implementation for a large scale use to support standardisation and regulation

Giving top priority in the “Action Plan on EGNOS and Galileo”



Regulation in place

GPS solutions ready and adopted

EGNOS pre-commercial solutions available

Business attractiveness unclear for EGNOS

Waiting for Galileo

Possible role for EGNOS: preparation for Galileo



Multimodal freight transport

Huge market

EGNOS prototype solutions available

Market needs for EGNOS in the cases of specific transports (classes of goods, ex. tobacco and high value goods, coverage: Europe)



No general introduction

Step wise introduction starting from specific transports in Europe

eFreight initiative acting as a key facilitator in the short term for EGNOS

Big opportunities for Galileo in the long term

GPS solutions in live operations

Market needs for EGNOS driven by local/national policies (regulation of urban fleets)

EGNOS pre-commercial solutions available

Business attractiveness for EGNOS only in service bundling for regulated fleets

Policy formulation for Urban Mobility having a
key role for EGNOS

Galileo technology “automatic” entering into the
market



Dangerous goods: the EGNOS priority

More than 300 ENI vehicles transporting hydrocarbon in Europe presently monitored with EGNOS (thanks to ENI and Italian Ministry of Transport involvement MENTORE)

EGNOS enhanced stability and accuracy considered an interesting feature

Use of EGNOS solution enabling tracking & tracing in difficult operational conditions and providing added values:

“guaranteed positioning”

augmentation of availability



Ministero delle Infrastrutture e dei Trasporti



Proposal for an EC directive for real-time tracking of dangerous materials recently announced (MENTORE workshop, June 2009)

Thank you for your attention

Questions?

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Back-up slides (1/2)



Back-up slides (2/2)

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