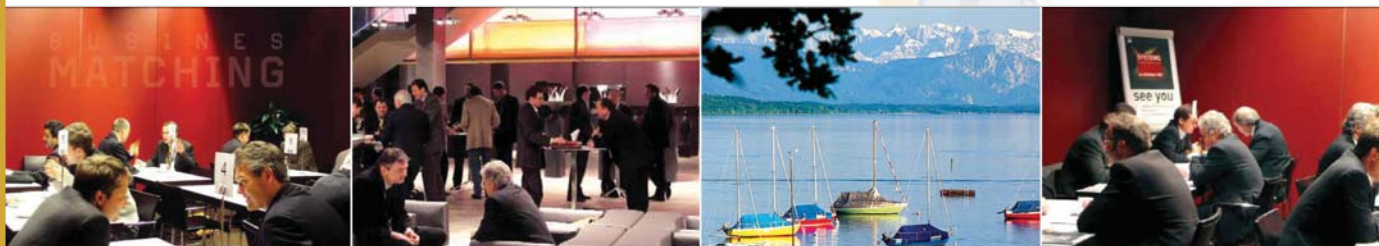


BUSINESS MATCHING

KICK-OFF ESNC 2008 | 19.2.2008 |



EUROPEAN
SATELLITE NAVIGATION
COMPETITION
2008



MATCH YOUR BUSINESS

To kick off this year's EUROPEAN SATELLITE NAVIGATION COMPETITION (ESNC), international experts for satellite navigation, telecommunication, geoinformation and IT, representatives from European economic regions, participants of past competitions and the sponsors of the competition get together in Starnberg for the ESNC Kick-Off Conference.

On 19th February 2008 our network partners will for the first time have the chance for one-on-one interview with the attending professionals. This Business Matching is an initiative of Anwendungszentrum GmbH Oberpfaffenhofen, supported by the European ESNC network, the German Aerospace Center (DLR) and the Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology

THIS IS HOW IT WORKS

If you are interested in participating we will send you a list of attending matching partners upfront. From this list you can choose your favoured conversational partners. Shortly before the event you will then receive a final list of interview partners. In case your one-on-one interview can not take place for whichever reason, of course no costs will incur for you.

ADVANTAGES

- Access to an international and high-ranking network of the satellite navigation industry.
- Targeted and qualified business contacts as well as direct address of responsible decision-makers.
- prioritisation of your favoured interview partners (from 1 to 5)

EXHIBITION

In the foyer of Hotel Four Seasons you will additionally have the opportunity to present yourself with an info counter, consisting of a table, 2 bar stools and an A3 table tent (logo, picture, company abstract).

PROGRAMME

12:00-13:00	Registration of participants
13:00-14:00	LUNCH
14:00-16:00	Business Matching
17:00	End of the event

organised by



ANWENDUNGSZENTRUM
Oberpfaffenhofen

powered by



FAX: +49(0)8151-987555

REGISTRATION ESNC BUSINESS MATCHING



EUROPEAN
SATELLITE NAVIGATION
COMPETITION
2008

REGISTRATION DEADLINE: 11. February 2008

Location: Hotel Four Seasons Starnberg | Münchner Straße 17 | 82319 Starnberg | Bavaria, Germany
Phone: +49(0)8151-4470-0 | www.vier-jahreszeiten-starnberg.de

PERSONAL DETAILS (Please print clearly)

Surname Given Name Titel
Organisation
Position
Postal Address
Postcode City Country
Phone Fax
E-Mail
Branch

HOTEL / ACCOMODATION (Please book asap)

The Hotel Fours Seasons have only a limited allotment of rooms left. Please contact us as soon as possible so that we can make a reservation for you - if need be in another hotel close by. Phone: +49(0)8153-9875-10.

Arrival Date Departure Date No. of Nights
No. of single rooms No. of double rooms
Contact person E-Mail address
Phone Fax

REGISTRATION BUSINESS MATCHING (Please indicate ✓)

The number of participants is limited. Participation in the ESNC Business Matching can not be guaranteed.

- SINGLE-PACKAGE: Business Matching: **€ 295,-** + VAT (incl. lunch p.p.)
 CONFERENCE-PACKAGE: 2-day-conference & Business Matching: **€ 395,-** + VAT (incl. lunch p.p.)
 KOMBI-PACKAGE: Business Matching & Info-Counter: **€ 495,-** + VAT (incl. lunch p.p.)

Please send your printable logo, picture (tif, jpeg, eps) and a short description of your company / product innovation (max _ page, word file).

ORGANISER



ANWENDUNGSZENTRUM
Oberpfaffenhofen

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KICK-OFF

ESNC 2008



International Expert Conference | 18th /19th FEBRUARY

Address: Hotel Four Seasons Starnberg | Münchner Straße 17 | 82319 Starnberg | Bavaria, Germany | Phone: 0049 (0) 8151-4470-0
www.vier-jahreszeiten-starnberg.de



DRAFT // Kick-Off Conference European Satellite Navigation Competition 2008

Monday, 18 | 02 | 2008

- 10:00 am:** Opening, **Thorsten Rudolph, Anwendungszentrum GmbH Oberpfaffenhofen**
- 10:05 am:** Address of Welcome, **Karl Schumacher, Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology**
- 10:15 am:** Address of Welcome by the **European GNSS Supervisory Authority (GSA)**
- 10:30 am:** Address of Welcome, **Dr. Hubert Reile, Programme Director Space, German Aerospace Center (DLR)**
- 10:45 am:** News from the Regions:
Queensland (Australia), **Taiwan, Lower Saxony** (Germany) & **North Rhine-Westphalia** (Germany)
- 11:45 am:** Success Stories of the past competitions 2004-2007
→ The Eye-Phone – The mobile Answer to “What’ That?” **Dr. Ernst Pechtl, superWise Technologies AG**
- 12:00 am :** Official Kick-Off ESNC 2008, **Thorsten Rudolph, Anwendungszentrum GmbH Oberpfaffenhofen**
- 12:30 am:** Presentation of the Title Sponsor 2008
- 13:00 pm:** Lunch Break
- 14:00 pm:** Presentation of the Special Topic Prizes 2008
→ **European GNSS Supervisory Authority**
→ **European Space Agency**
→ **Industrial Technology Research Institute - ITRI**
- 15:40 pm:** Coffee Break
- 16:00 pm:** Presentation of the ESA Technology Transfer Programme, **Frank Salzgeber, Head of Technology Transfer Programme Office, European Space Agency**
- 16:20 pm:** Value based patentmanagement as a key factor of commercial success, **Dr. Edelbert Häfele, Managing Director, PATEV GmbH & Co. KG**
- 16:40 pm:** Certification, an Effective Marketing and Sales Tool, **Martin Grzebellus, Managing Director, NavCert GmbH**
- 17:00 pm:** Success Stories of the past competitions 2004-2007
→ Galileo-Optimized Timber Supply Chain, **Anton Mayer, Gigatag GmbH**
→ Real Time Racing, **Sven Bakkes, iOpener Media BV / Real-time Games (tbc)**
- 17:30 pm:** End of presentations

Tuesday, 19 | 02 | 2008

- 9:00 am:** 4 Workshops in parallel around the Special Topic Prizes
2 hours per Topic for presentations and discussions
- 11:00 am:** Short-presentations à 5 min of participants of previous competitions
- 13:00 pm:** Lunch break
- 14:00 pm:** Business Matching

