

## SPACEMARKETPLACE PROJECT: DIGITALIZATION OF SPACE AND FORMATION OF A NEW MARKET

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**Annotation.** This work provides a detailed description of the creation of a Space Marketplace platform, which is a digital platform designed to connect space companies with customers, resources, and each other. The paper discusses the benefits of such a platform for the space industry, including the potential to reduce costs, increase market access, promote standardization, and facilitate collaboration and innovation. The paper outlines the features that could be included in a Space Marketplace platform, such as online purchasing, order tracking, and online consultation with experts. The paper also explores the current situation with space marketplaces and the challenges that need to be addressed in creating such a platform. Finally, the paper provides a solution for creating a Space Marketplace platform that could include a user-friendly interface, a secure payment system, and an integrated launch service provider network. Overall, this work highlights the potential of a Space Marketplace platform to revolutionize the space industry, making it more accessible and affordable for all [1].

**Intro.** The space industry has been growing rapidly in recent years, with many countries and companies investing in space exploration, research, and commercial activities. However, the high costs and limited market access have remained a major challenge for space companies, limiting their potential for growth and innovation. In response to these challenges, the concept of a Space Marketplace has emerged, which is a digital platform designed to connect space companies with customers, resources, and each other. A Space Marketplace platform could help reduce costs, increase market access, promote standardization, and facilitate collaboration and innovation in the space industry.

**Main.** One possible solution for a Space Marketplace that allows customers to buy items in a couple of clicks, order to delivery, and contact the space company for online consultation with an expert could involve a digital platform that integrates all of these features [3].

Here's an example of how it could work:

- Customers would log into the digital platform and browse through the selection of space goods available for purchase.
- Once a customer has selected an item, they could complete the purchase with just a few clicks, using a secure payment system integrated into the platform.
- After the purchase is complete, the customer could track the order and receive updates on the delivery status of their space goods through the platform.

By providing an all-in-one digital platform for purchasing and consulting, this solution would save customers time and make it easier for them to find and purchase the space goods they need. It would also make it easier for space companies to connect with potential customers, offer consultations, and process orders efficiently, which could lead to increased sales and customer satisfaction.

Benefits of using a Space Marketplace for space companies that sell space goods on the platform could include:

- Increased sales: By listing their products on the Space Marketplace, companies would have access to a larger pool of potential customers and could increase their sales.
- Improved marketing: The Space Marketplace could provide an opportunity for space companies to market their products to a wider audience, using features such as product descriptions, customer reviews, and promotional videos.
- Efficient order processing: By using the Space Marketplace platform to process orders, space companies could streamline their operations and reduce the time and costs associated with order processing.
- Improved customer satisfaction: By offering online consultations with experts, space companies could improve customer satisfaction by providing tailored advice and support for their products.

Overall, a Space Marketplace that integrates online purchasing and consulting features could offer significant benefits to both customers and space companies, making it easier to buy and sell space goods and services efficiently and securely.

**Conclusion.** In conclusion, the creation of a Space Marketplace platform could be a game-changer for the space industry. By connecting space companies with customers, resources, and each other, a Space Marketplace platform could help reduce costs, increase market access, promote standardization, and facilitate collaboration and innovation in the industry. However, the development of such a platform comes with its own set of challenges, including the need for a user-friendly interface, secure payment system, and integrated launch service provider network. Nevertheless, by addressing these challenges and implementing the proposed solution, the Space Marketplace platform has the potential to transform the space industry and make it more accessible and affordable for everyone. With the increasing demand for space-related products and services, the creation of a Space Marketplace platform has become more relevant than ever, and could pave the way for a new era of space exploration, research, and commercial activities [2].

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