K2SPACE: PROVIDING NEW MARKET OPPORTUNITIES TO ADDED VALUE COMPANIES IN THE NEW SPACE ECONOMY ERA

Giorgio Licciardi
Lorenzo Scatena
Flavio Lucibello

Hypatia Research Consortium Rome, Italy
From Space Industry to Space Economy

SPACE INDUSTRY FIRM

MARKET

SPACE ECONOMY: FULLY OPEN MARKET

MARKETS
From Space Industry to Space Economy
The platform organization
Platforms have unique characteristics, with a central feature being the presence of **network effects**. With platforms, scale creates value and attracts additional users. This dynamic creates a **self-sustaining** momentum for growth.

An important feature of platforms is the ability to **efficiently match** buyers and sellers in the market.

The market development is driven by the **interaction** between users and producers.

Successful platforms today take advantage of the power of pervasive **Internet connectivity** in the hand of billions of users and have at their heart a **software engine**.
The K2Space solution

K2Space is a web-platform that facilitates transactions between different types of organizations that would otherwise have difficulty finding each other.

K2SPACE will provide both sides of the market with:

- Shared storefront
- Reduced barriers to entry
- Matching capability
- Social interaction
Landing pages

Welcome to K2Space

PEER USERS

Different landing pages
<table>
<thead>
<tr>
<th>Desired Expertise:</th>
</tr>
</thead>
<tbody>
<tr>
<td>e.g.: Machine learning, environmental analysis, etc.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Field of Application:</th>
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</thead>
<tbody>
<tr>
<td>e.g.: weather forecasts, energy management, etc.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Potential Users:</th>
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</thead>
<tbody>
<tr>
<td>e.g.: energy authorities, energy brokers, etc.</td>
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<table>
<thead>
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<th>Target Markets:</th>
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<td>e.g.: Energy, weather forecasts, etc.</td>
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<table>
<thead>
<tr>
<th>Keywords:</th>
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<tbody>
<tr>
<td>e.g.: Image processing, solar irradiation, etc.</td>
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</table>
Matching results can be sorted depending on the field of interest.
Matching algorithm based on 5 fields
The use of the User Experience is twofold:

- Can be used as an evaluation by the user
- Can be used as an assessment instrument by the producers
The user experience of K2Space is based on objective evaluations and not emotive and subjective perceptions.
Landing pages

Welcome to K2Space

PEER PRODUCERS PORTAL

For peer users

SEARCH FOR A COMPANY

PROPOSE A PROJECT

Search for a project

CREATE A NEW PROJECT

Different landing pages
Search for a project

Information on the public projects in which the company is involved

This feature can give another point of view on the Company capability
The storage of great amounts of energy is technologically unrealistic, thus National Grid is concerned with balancing the energy request by end-users. In the solar energy production field, the lack of consistency in the energy trading markets.

Even if differences exist in Europe, in general, national tender schemes are regulated by a balance between supplied and demanded energy. This means that the electricity produced is used to guarantee the grid stability. If the supplied energy is less than the demanded, the grid operator will have to signal the producers to increase the production. Conversely, if the supplied energy is more than the demanded, some producers may be deregulated. In order to maintain the stability, the producers have to be aware of the grid status. While this can be easily determined in the case of non-renewable energy, it becomes problematic for the production of energy from unstable sources such as solar irradiation. Indeed, the lack of effective grid stability.
Landing pages

Welcome to K2Space

PEER PRODUCERS

Different landing pages
Create a new project

<table>
<thead>
<tr>
<th>Company name:</th>
<th>Description of the project:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Keywords:</td>
<td>Desired expertise:</td>
</tr>
</tbody>
</table>
| Field of application:  | Possibility to propose a collaboration

The user and the producer can start interacting an involving third parties
Next steps

Ecosystem population through participation to dedicated conferences and meetings
Next steps

Dissemination activities dedicated to non-space SMEs
Thank you!

Interested in testing the beta-version?

Contact me at: giorgio.licciardi@consorzioipazia.it