HOSTmi develops IT solutions for cargo management and matchmaking on earth, in air and in space.

We use our platform technology to offer both a B2B platform to global payload owners and carriers, and a customizable Software-as-a-Service (SaaS) solution to dedicated carriers. Since 2020 HOSTmi is applying SaaS solutions with matchmaking capability also in growth markets on Earth, such as rail, road, sea and air cargo and logistics.
PROBLEM OF THE SPACE INDUSTRY

**Slow and analogue acquisition procedures**

- Initial contacts at events
- Inefficient and long-lead interactions (email, phone, meeting, etc.)
- Travel costs
- Months towards consultation and quotation
With our **Software-as-a Service (SaaS)** we provide a cloud-based solutions to service providers and spacecraft manufacturers for streamlined customer interactions within the space industry.

Among many others, it allows customers of each provider to log in and to create a profile, to work in teams and to communicate centrally with engineering and sales teams.
A Standardized Process

1. Customers create an account and log in
2. They specify all relevant information regarding their mission guided by an intelligent questionnaire
3. In-situ match with available services from the provider company
4. Automated Request Generation
HOSTmi builds and operates the first **global marketplace** for streamlined requirements management and matchmaking between space payloads and payload hosts (suborbital to deep space).

We match supply and demand by providing a transparent, fair and reliable infrastructure.
We list all services on the HOSTmi B2B Online-Platform, available for customers all around the globe and enable a not yet existent **faire, reliable and automated brokerage** between space payloads and space vehicles.
The matchmaking algorithm uses data intelligence to translate and to match available capacity on space vehicles by trading dozens of parameters such as size, mass, power, time restrictions etc.

Ultimately, we achieve an optimized freight compartment utilization for transport providers and a data-supported streamlined transport process for cargo.

Due to interest from the industry, we are currently investigating possible applications in other areas and are building partnerships with well-known companies in order to establish the matchmaking capabilities in non-space transportation industries.
CROSS-INDUSTRY APPLICATIONS II

Match Engine

Space:

Earth:
- Rail
- Road
- Sea
- Air
BENEFITS OF DIGITAL VS. ANALOGUE

CUSTOMER JOURNEY
Customers benefit from a continuous process flow

GETTING ORGANIZED
Direct communication between customer & engineering team

COST SAVINGS
Less administrative effort with more automated sales and order processes

HIGHER EFFICIENCY
Targeted product consultation through higher information availability
THE FIRST SPACE MOBILITY PLATFORM

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