

International Cooperation for Space Exploration (1)
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A SINGLE OPERATOR FOR THE INTERNATIONAL BUSINESS OF ROSCOSMOS AND ITS
COMPANIES

Abstract

In 2015 the reorganization of the Russian space industry began and as a result State Space Corporation Roscosmos was established. Roscosmos ensures the implementation of the state policy in space activities and its normative and legal regulations, as well as places orders for the design, production and supply of space equipment and space infrastructure. Its functions also include the development of international space cooperation, as well as the establishing of environment for application of space domain achievements for the social and economic evolution in Russia. The reforms of the industry could not help affecting the international economic activities of Roscosmos Companies and in accordance with the decision of the Roscosmos Board, Glavkosmos has been vested with the authority of and designated as the international business operator of Roscosmos. The presentation highlights the strengths of the approach, challenges and near-future key tasks that we face. The establishing of an international business operator is aimed at increasing the efficiency of foreign economic activities of Roscosmos companies, creation a single mechanism for exercising control over the conclusion and execution of foreign-trade deals in the industry. Besides, the approach will facilitate a targeted marketing policy intended to widen the geography and nomenclature for international contracts, will allow offering turn-key solutions to international customers in the areas of human space flights, telecommunications, Earth observation services. It will also help in building a long-term mutually beneficial cooperation with international partners on the one-stop-shop basis. The experience of the Russian space ecosystem will be interesting and useful both for large state associations and for commercial corporations, alliances, and joint ventures.