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Space Economy Session – A focus on in-space operations and their potential to stimulate economic  
development (3)

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OOS AS AN ENABLER TO THE SPACE ECONOMY – SUSTAINABLE OOS BUSINESS CASES  
THROUGH VALUE-BASED PRICING

**Abstract**

The on-orbit servicing (OOS) segment is seen as a key enabler to the aspirations we hold for the space economy. It enables an expansion of options for space asset owners and operators to garner greater value from those assets. The OOS segment is also expected to reduce operating risks in orbit, which could catalyse business opportunities that were previously too risky to fund or insure. To enable the OOS segment to thrive, space asset owners and operators need to embrace value-based pricing models from OOS service providers. The value created by OOS include but is not limited to: 1. Increased revenue capacity and returns on investment. 2. Cost savings and deferral of capital expenditure. 3. Reduced risks of operations to multiple stakeholders and the opening of new segments that have been historically held back by risk. 4. Enhanced flexibility of operations. 5. Ability to meet regulatory and investor requirements for space sustainability. This value generated by OOS should be the foundation by which pricing for services are set and how business cases are built collaboratively between service providers and asset owners/operators. This paper intends to explore value-based pricing for OOS and different collaborative business cases between asset owners/operators and service providers to optimise the value to both parties.