Distributed Open Marketplace for Europe

November 2023
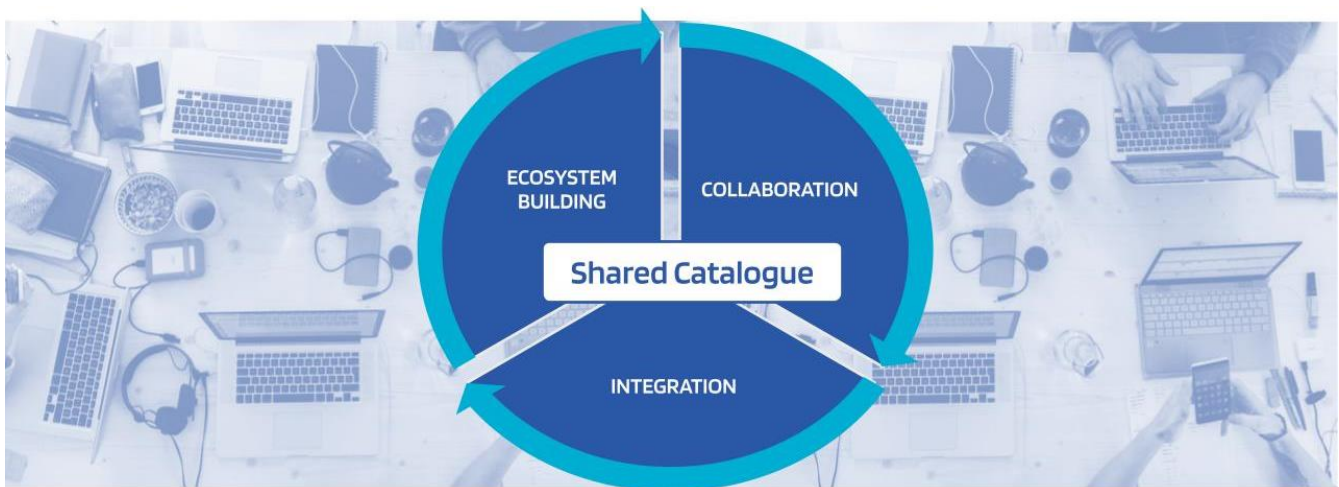
Boosting the uptake of Cloud & Edge services in Europe deploying a Federated Marketplace Ecosystem

What is DOME Federated Marketplace Ecosystem?

Defragmenting the EU cloud & edge services market

DOME is developing a federated marketplace ecosystem that provides a **seamless experience** by offering a **single aggregated catalogue** of cloud & edge services delivered by validated European providers.

DOME federation of marketplaces aims to streamline the procurement journey, improve provider selection, reduce search and evaluation time, facilitate product comparison, accelerate purchase processes, and simplify spending analysis.

DOME enhances the efficiency, transparency, and effectiveness of the marketplace, **benefiting both customers and providers** of cloud related services.

A federation of European marketplaces

DOME aims to create a network of European marketplaces that work together to streamline service provisioning and **increase the visibility of available services.** Each marketplace within the DOME ecosystem can integrate the DOME catalogue of services into their own offerings.

Marketplaces can publish their own 'DOME-verified' services through the DOME ecosystem. However, federated marketplaces also have the freedom to offer non-DOME verified services independently.

In DOME, each marketplace can amplify the visibility of their catalogue by selling their validated services through the network. This provides **increased exposure and potential customer reach**.

Single entry point

At the core of the DOME marketplace is the **shared catalogue**. It plays a crucial role in standardising product descriptions, enabling flexible selling plans and resource bundling, handling diverse payment models, facilitating sharing between federated marketplaces, and accommodating different types of cloud offerings.
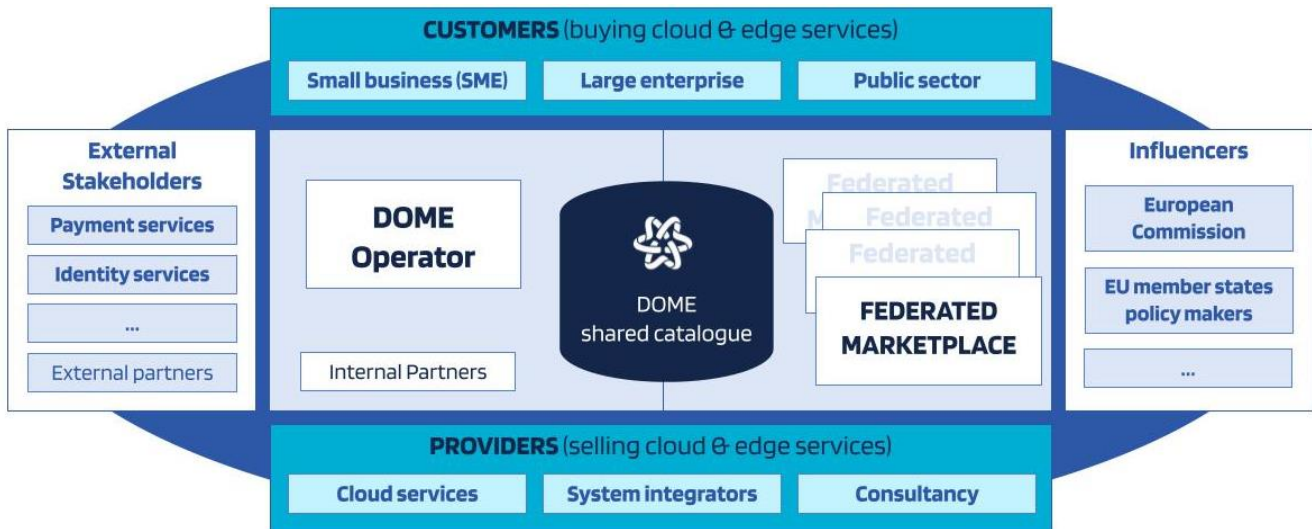
These features contribute to a more efficient and comprehensive marketplace experience for both sellers and customers.

Open source for easy integration

The marketplace embraces open-source principles and is built in a way to ensure compatibility, interoperability, and security within the marketplace ecosystem and enable seamless integration with other European initiatives and services.

A cloud / edge ecosystem

DOME's ambition is to create a **collaborative ecosystem** that streamlines service compliance verification, simplifies vendor onboarding and procurement practices, and supports system integrators in composing new products and services bundles.

Who benefits from the federated marketplace ecosystem?

DOME aims to foster a vibrant marketplace that **benefits both cloud & edge services providers and customers** (private or public), ultimately driving innovation and delivering value to all stakeholders.

How can you benefit from the DOME ecosystem?

CUSTOMERS

- Access to diversified offering from federated marketplaces.
- Personalised and high-quality experience thanks to sophisticated user interfaces incorporating discovery services.
- Integrated billing comprises IaaS platform services.

PROVIDERS

- Ability to publish their solutions in the common DOME catalogue only once.
- Possibility to choose the federated marketplaces where their solutions are available.
- Maximised exposure through multiple channels while reducing the costs of adhering to the rules of specific marketplaces.

MARKETPLACES

- Opportunity to enrich their portfolio of cloud applications.
- Potential to reach a larger number of customers accessing the shared catalogue of distributed cloud marketplaces.
- Increased market opportunities in Europe.

Visit

dome-marketplace.eu

Contact us

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