



DOME

Cloud & Edge Services you can Trust

One-stop Shop for your trusted Cloud & Edge Journey

August, 2025

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Looking for a European cloud ecosystem you can trust?

Cloud computing is key to **Europe's digital future**, enabling businesses and public institutions to accelerate digital transformation.

The **DOME project** is an **EU-backed** initiative, developed under programmes **Horizon 2020, Horizon Europe** and **Digital Europe**, and **aligned with Gaia-X principles**, building a secure, standards-based marketplace for cloud and edge services — tailored to both private and public sector needs.

Not just another marketplace...

The **DOME Marketplace** tackles the fragmentation of cloud and edge services in Europe by consolidating a wide range of **EU-compliant offerings into one platform**. It matches service providers with customers, ensures verified quality across services, data sovereignty and facilitates transparent transactions.

DOME Marketplace is part of an **ecosystem** in which diverse groups of stakeholders interact with and on the platform to achieve their objectives, whether business-related or related to the development of the EU cloud environment.



I'm a service provider. Why should I join DOME?



Unlock a New Sales Channel

Digital-first buyers expect smart, seamless access to services. DOME opens a high-potential online channel that complements and strengthens your existing sales operations.



Boost visibility and Reach

Already have a website? Expanding your presence through the DOME ecosystem connects you to a broader European audience — increasing exposure and driving new business.



Scale Efficiently

As your business grows, so should your ability to sell. DOME automates key parts of the sales cycle, helping you scale faster while reducing operational costs.



Transition at Your Pace

Going fully digital doesn't have to be disruptive. DOME enables you to offer a digital storefront while maintaining manual control over back-end order processes — a smooth, progressive path to transformation.

I'm a service consumer. Why should I use DOME?



Trusted, Verified Providers

Every listing on DOME is pre-vetted to ensure full compliance with EU regulations. Each service includes a compliance panel — supported by verifiable credentials for added trust and transparency.



A wide range of offering

With the aim to collect the whole European Cloud & Edge offering DOME provides the best opportunity to find the services that better fits your needs.



Smarter Search, Faster Decisions

DOME's advanced search engine helps buyers quickly identify relevant services, filtering results by the criteria that matter most to your business.



Clear Cost Control

Integrated reporting tools provide a consolidated view of your spending across all providers — giving you full visibility and control over cloud-related costs.

DOMÉ marketplace roadmap

The DOMÉ business aims to create a collaborative environment where we can grow together with the platform adopters.

Q2 2024

Launch with a service catalog & trusted credentials

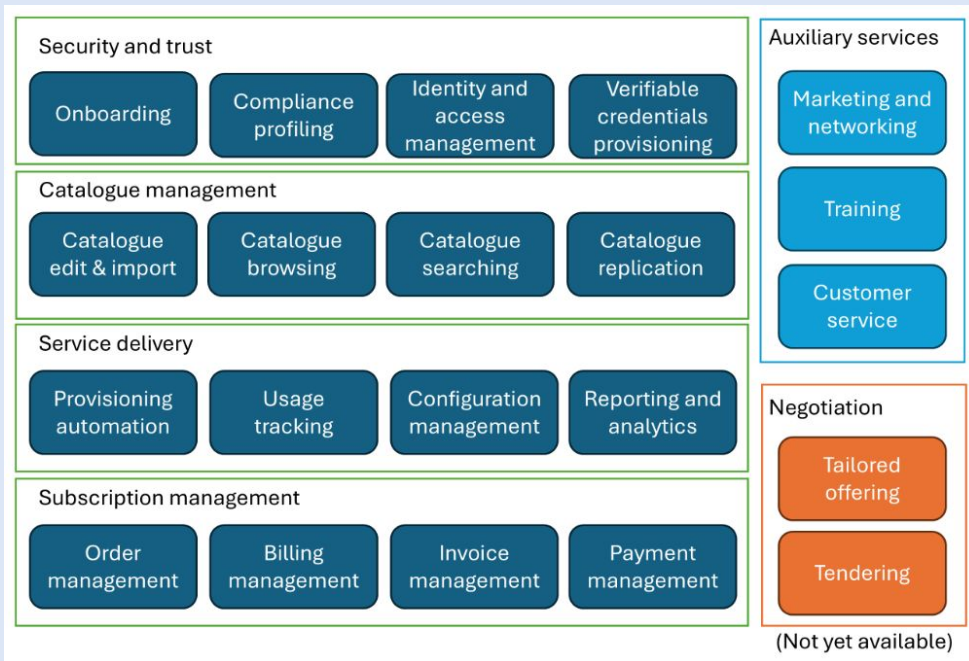
Q1 2025

Enable purchases directly within the platform

Q4 2025

More premium features available - full transition to the DOMÉ Foundation era

Scope of functionalities of DOME Marketplace



The DOME Marketplace offers a comprehensive set of functionalities designed to streamline and enhance the experiences of both providers and customers.

The DOME technical team is constantly working to improve them and add new features.



What integration with DOME really means

PROCESS INTEGRATION

Adopting an online sales channel can impact several internal processes — from how you present your offering and pricing, to how new customers are onboarded. DOME helps streamline this shift, making the transition to digital sales smooth and manageable.

TECHNICAL INTEGRATION

Choose the integration path that fits your business:

- Quick start: List your services directly on the DOME marketplace and connect it to your delivery platform and ERP.
- Full integration: Connect your own marketplace to DOME's ecosystem to share offerings and manage orders seamlessly via our integration layer.

Ways to Integrate Your Business into DOME.

DOME supports a smooth transition to digital sales by allowing providers to manage key parts of the order process manually — enabling a progressive shift toward full automation. This approach empowers providers to adopt online selling at their own pace, without disrupting internal workflows.

Choose the integration path that fits your business:

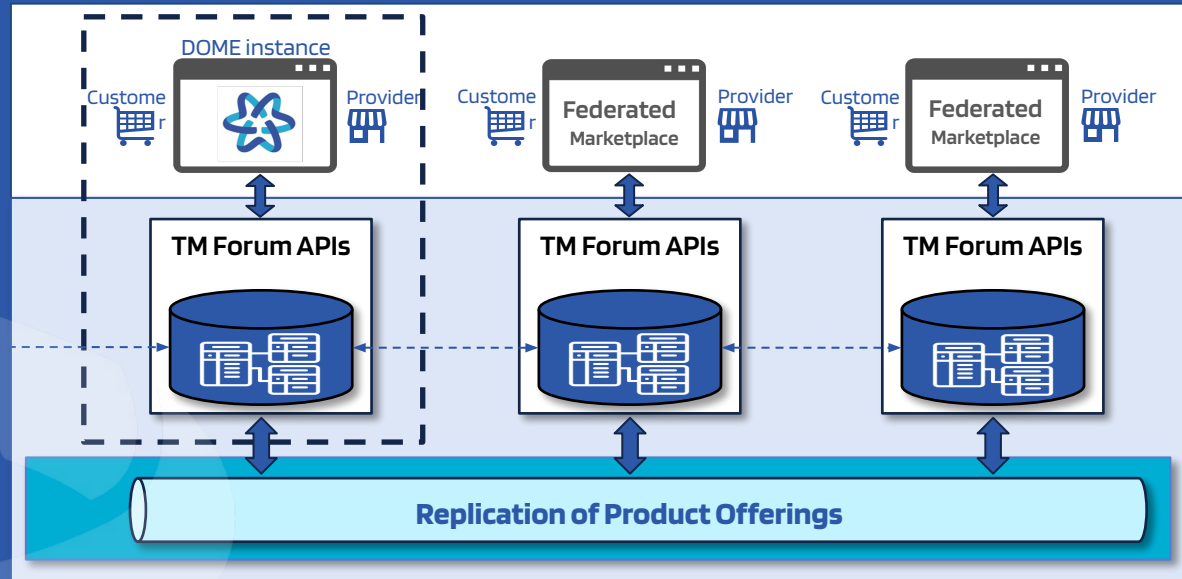
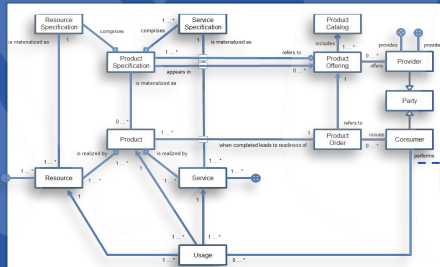
1. **No integration** – Manage orders directly through your DOME dashboard, no technical integration required.
2. **Full automation** – Enable a cloud-native, self-service experience for customers.
3. **Partial integration** – Automate selected steps (e.g., delivery or order processing) and scale up when ready.



The DOME ecosystem architecture

The DOME ecosystem consists in a federation of different marketplaces (including the Dome one) sharing the same trustable catalogue and replicating the same offering for different communities of customers. The integration layer, provided by Dome, is based on a standard model named TM forum already adopted by many other organizations on the market. Providers link their platform to one of such marketplaces, but can receive orders from customers behind any other in the network.

TM Forum Data Model





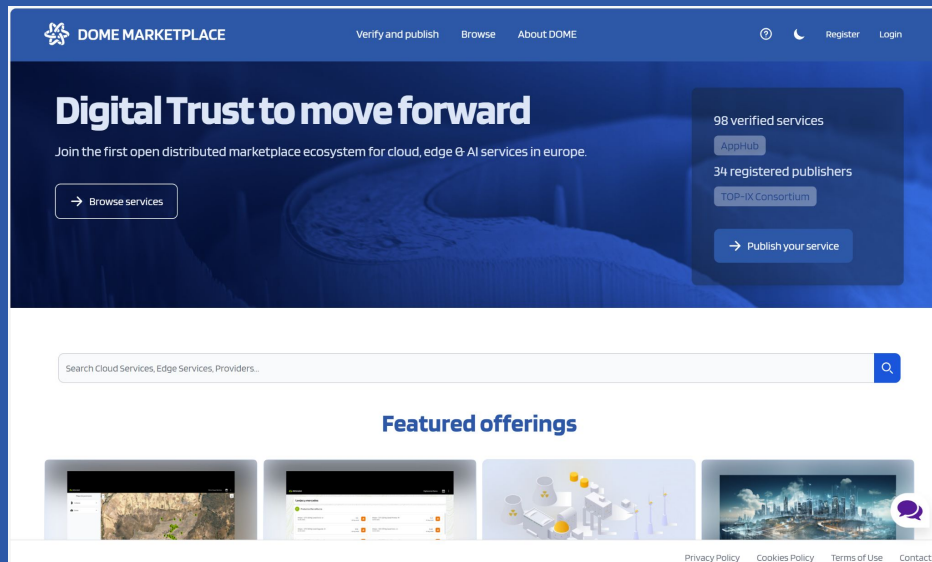
Two Ways to Present Your Offering

The DOME Marketplace allows the provider to select on a single offering basis, the go to market approach he prefers:

Inform Mode: Showcase your services without committing to direct online sales. In this mode, providers publish detailed service descriptions, compliance information, and the commercial model — but pricing and procurement remain offline. Buyers can reach out directly to request tailored, one-to-one offers.

Transact Mode: Enable full digital procurement. This mode allows customers to configure service options, select resource quantities, receive real-time pricing, place orders, and pay — all through a fully automated process. It's a cloud-native, self-service experience, similar to how hyperscalers operate.

Steps to Publish an Offering



1 Check your DOME eligibility and start your onboarding

2 Submit & verify your documentation

3 Sign the DOME terms and conditions

4 Obtain your LEAR credentials

Start your DOME-verified journey and gain access to the European Market effortlessly!



Trusted source fast path

Companies already registered with trusted partners — and holding a compliance classification compatible with DOME — are eligible for fast-track onboarding. They simply need to present verifiable credentials that confirm their compliance.

Similarly, offerings already published on trusted platforms can be easily imported into DOME through predefined integrations.

As DOME's trust and compliance model is adopted by more initiatives, the list of trusted organizations will continue to grow. Each new partner will undergo a validation process to ensure their compliance evidence aligns with DOME's standards.

DOME's marketplace uses Identity and Access Management (IAM) based on W3C DID (Decentralised Identifier) and Verifiable Credential standards.

This system is fully aligned with the EU Digital ID Wallet architecture and Gaia-X Trust Anchor Services, ensuring secure, reliable access to both the marketplace and its services.

What's the entry criteria for the DOME Ecosystem?

DOME ensures trust through a two-step onboarding validation process:

1. Company Compliance

Providers must be EU-registered legal entities authorized to sell cloud services. A LEAR must be appointed to represent the company within the DOME framework.

2. Product/Offering Compliance

Each service must meet DOME compliance rules before publication. Annual checks ensure continued alignment. Non-compliant services will lose visibility, and customers will be informed.

Both validation steps are designed to minimize provider effort, making onboarding and renewal as efficient and seamless as possible.



How much does it cost?

To ensure long-term sustainability, DOME applies a cost-sharing model for providers doing business through the platform.

- A yearly fee of 5,000€ is charged to onboarded providers. This contributes to platform maintenance and is distributed across the ecosystem to minimize the burden on any single actor.*
- For providers generating over 100,000€ in annual revenue through the marketplace, a 3% revenue-sharing contribution will be applied — supporting continued growth and development of the ecosystem.*

To encourage adoption, DOME is currently offering a 3 month trial period after the onboarding completion.

*valid until the end of 2025





Thanks!

Additional resources

[Onboarding guidelines](#)

[Registration form](#)



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