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For Immediate Release

Space Phoenix Systems and Space Commerce Matters Form Strategic Partnership

*Space Commerce Matters to Lead Go-to-Market and Product Strategy
for Space Logistics Pioneer Space Phoenix Systems*

Baltimore, MD — Space Commerce Matters Inc. (SCM) and Space Phoenix Systems Inc. (SPS) today announced a strategic partnership under which SCM will serve as the Product Management arm of SPS, supporting its flagship offering—Returnable-Payload-on-Demand (R/PoD). SCM will spearhead bringing R/PoD to market, including defining the product strategy, value proposition, pricing, marketing, sales, business development support, and go-to-market planning and execution. SCM will also lead creation and management of the R/PoD product P&L with the goal of optimizing long-term profitability. Founded in 2018 by Cynthia (Cindy) Bouthot, SCM is uniquely positioned to bridge the gap between space and terrestrial industries. Its team combines deep expertise in space technologies with a nuanced understanding of terrestrial markets. With capabilities spanning advanced materials, life sciences, commercial strategy, and market development, SCM excels at translating space-based innovations into high-value commercial applications.

Andrew Parlock, Co-founder and CEO of SPS, stated, *“I’ve known Cindy Bouthot for many years and have first-hand experience with the exceptional quality of work delivered by her and the entire Space Commerce Matters team. Cindy is widely respected throughout the space industry and brings an extensive network across government and commercial communities. We are delighted to welcome Cindy and her impressive team into the Space Phoenix leadership fold.”*

Founded in 2024, Space Phoenix Systems is building the essential logistics backbone required to support the rapidly expanding multi-trillion-dollar space economy. By providing reliable, economical, high-cadence payload delivery to and from low-Earth-orbit, SPS aims to play a pivotal role in enabling the next industrial revolution in space.

Cindy Bouthot, CEO of SCM, noted, *“What impresses me most about Space Phoenix is the team Andrew has assembled—not only seasoned space-industry experts but also proven business leaders like Frank Johnson. Their combined expertise and track record in shaping and executing disruptive business strategies make them exceptionally well-suited to lead in the emerging field of space logistics.”*

Frank Johnson, Chief Operating and Revenue Officer of SPS, added, *“Our management philosophy is to scale by strategically outsourcing specialized functions where it enhances our capabilities. Partnering with Cindy and the SCM team instantly elevates our product management function to a best-in-class level.”*

Bouthot continued, *“Our chemistry with Andrew, Frank, and the entire Space Phoenix team has been exceptional from day one. We are thrilled to be part of this innovative company’s journey.”*

A key differentiator for SPS is its introduction of a fleet of fully reusable, sustainable spacecraft that offer customers scalable payload capacity from 10kg to 400 kg as their mission needs evolve. SPS’s inaugural commercial missions are scheduled for mid-2027.

About Space Phoenix Systems Inc.

Space Phoenix Systems (SPS) is a space logistics company, focused on providing easy, affordable, and timely access to space for the emerging In-Space Research and Development Manufacturing industry. Headquartered in Baltimore Maryland, with Product Development facilities at the University of New Hampshire John Olsen Advanced Manufacturing Center, SPS is enabling *The Art of the Achievable*, helping its customers realize the proven vast potential inherent in Manufacturing in Space. SPS has been designated by Pepperdine University as a 2025 “Most Fundable Company in America”

For further information visit [Space Phoenix Systems](#)

About Space Commerce Matters Inc.

Space Commerce Matters (SCM) is the leading firm driving commercialization of space and accelerating Earth-based demand for microgravity research and manufacturing. From private space stations to reentry vehicles and ISS-based labs, SCM has launched entirely new markets across biotech, advanced materials, and more. Our demand generation programs have unlocked millions in private funding, turning space infrastructure into profitable, terrestrial-facing platforms.