Ways of development of agriculture and processing industry enterprises manufacturing cooperation

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Abstract. This article describes the ways to develop production cooperation of enterprises of agriculture and processing industry. Scientific-theoretical and methodological-practical solutions to the problems of production cooperation of agricultural and industrial enterprises are covered by scientific research of CIS countries, foreign scientists and local scientists. World experience has shown that the efficiency of agricultural producers depends not only on cooperation based on the principles of internal division of labor on farms, but also on intersectoral cooperation and integration of production, storage, processing and sale of raw materials.

1. Introduction

According to the International Labor Organization (ILO), agriculture is the leading country in 140 countries in terms of the scale and number of cooperatives. The share of the cooperative sector in the agricultural market is 23-28% in the United States, 35-50% in Western Europe, 40-50% in Japan, and 10-30% in developing countries [1]. 70% of milk and dairy products produced in Belgium and Germany, 87% in Denmark and the Netherlands, 78% in the United States, and a large proportion of grain, fruits, vegetables and poultry are also produced on cooperative farms in these countries. With this in mind, the interaction of production and services in foreign countries, based on the principles of cooperation, has led to high economic efficiency [2].

One of the most important directions of the economy, including the agricultural sector, is the cluster model, in the context of further globalization, increasing interconnectedness of the world's economies and increasing global competition for resources and markets. The experience of developed countries (Germany, France, Great Britain, Italy, Japan, USA, etc.) shows that the active organization of regional and interregional clusters and the development of international relations is carried out through cooperation between business and academic (university) environment [3].

The legal, economic, organizational and institutional measures taken to develop economic relations in the agricultural sector of the country create a basis for deepening direct market relations. In particular, the Decree of the President of the Republic of Uzbekistan Sh.M.Mirziyoev "On the Action Strategy for further development of the Republic of Uzbekistan" states that "... the most modern high-tech for deep processing of agricultural products, production of semi-finished and finished food and packaging products Priorities have been identified for the implementation of investment projects for the
construction of new processing plants, reconstruction and modernization of existing ones. Finding an effective solution to these problems requires the study of ways to improve and increase the efficiency of production cooperation between agricultural commodity producers and processing enterprises based on best international practices [4].

PF-4947 of the President of the Republic of Uzbekistan dated February 7, 2017 "On the Action Strategy for further development of the Republic of Uzbekistan", Cabinet of Ministers of the Republic of Uzbekistan dated January 25, 2018 No 53 "On measures to introduce modern forms of organization of cotton and textile production". This dissertation research will to some extent serve in the implementation of the tasks set out in the decisions and other normative documents.

In the process of gradual reforms in agriculture of the Republic, a new category of economic entities, including farms and dehkan farms, has been formed. At present, they are the main economic entities producing agricultural and livestock products.

2. Analysis of the relevant literature

Scientific-theoretical and methodological-practical solutions to the problems of production cooperation of agricultural and industrial enterprises. Scientists of the CIS countries V.V. Kazarezov, K.V. Kopach, V.V. Miloserdov, A.N. Rasskazov, A.V. Tkach. It is reflected in the scientific works of M.I. Tugan-Baranovsky, A.V. Chayanov, G.I. Shmelev and others [5].

In turn, the work of economists of our country also contributes to the study of this problem. In particular, B.B. Berkinov, I. Murodov, R.H. Toshmatov, O.P. Umurzakov, N.S. Khushmanov, Q.A. Choriev, T.X. Farmonov, T. Farmonov. Sh.D. Studied by Ergashkhodjaeva and other economists. However, in our opinion, despite the immeasurable role and importance of agricultural enterprises in the country's economy, the scope of knowledge on direct and indirect production cooperation in their activities is very narrow, research is insufficient [6,7,8]. At the same time, high consumer prices for oil and fat products, as well as losses incurred in the processing of oilseeds, as well as rising transaction costs in the processing industry, currently lead to a low level of cooperation. In this regard, the improvement of the scientific and methodological framework for the development of cooperation between farms and processing industries, the introduction of agro-industrial cluster forms and approaches and mechanisms related to their activities is of great scientific and practical importance at the current stage of reform. These circumstances served as a basis for choosing the subject, purpose and scope of the dissertation.

One of the founders of the theory of cooperation, M.I. Tugan-Baranovsky, stressed the importance of the principle of voluntariness in the organization of cooperation, noting that "the power of cooperatives lies in their complete voluntariness, the absolute freedom of a member to participate or not." Independence and initiative are the hallmarks of true cooperation. If these principles of establishing a cooperative enterprise are not followed, it will lead to the loss of their essence [9]. According to M.I. Tugan-Baranovsky, the cooperative should accept the assistance provided by the state only if this assistance does not impair the full freedom and independence of the development of cooperation. In our opinion, in the conditions of fierce market competition, it is difficult for enterprises of different forms of ownership to unite on the principles of cooperation to meet production and consumption, while achieving their economic and financial goals (profit maximization) without external assistance (including state support). Naturally, the state uses mechanisms to regulate the activities of cooperating enterprises, regardless of the form in which they are integrated into the cooperative. Of course, this does not undermine the freedom and independence of cooperation. With this in mind, attention should be paid to the factors that shape agricultural and industrial cooperation, the integration into the cooperative of real owners who have their own place in the economy, their own scale in economic activity. In this context, the essence of agricultural and industrial cooperation must be realized through the purpose and interests of the subjects involved in the cooperation. The main directions of their development should be based on the goals of cooperation, as well as ways to achieve these goals and the proper distribution of profits. In Uzbekistan, cooperation is a business structure aimed at meeting the needs of the population in terms of incentives in terms of ways to achieve production goals, aimed at meeting the needs of
members of its member enterprises. According to the methods of distribution, the profit of the subject of the cooperative must be in proportion to the shares (previously agreed) of its members.

3. Research methodology
World experience shows that the efficiency of agricultural producers depends not only on cooperation based on the principles of internal division of labor on farms, but also on intersectoral cooperation and integration of production, storage, processing and sale of raw materials. In this regard, the main way to produce quality products in a competitive market is the development of direct cooperation of farms specializing in the production of agricultural and livestock products in the regions of the country with industrial enterprises. Another advantage of this is that the parties to the cooperation provide each other with a guaranteed order, which is a guarantee that their financial activities will be stable.

Such cooperatives are based on principles that include mutual assistance, support, self-governance, collective responsibility for the outcome, and maintaining competitiveness. Almost all farmers and small processing enterprises in the country are members of one or more cooperatives, recognizing these principles. On the basis of these principles, the cooperative form of cooperation in the field of production in various foreign countries and the establishment of joint ventures in cooperation in various sectors of the economy are widely developed. Their scope of activities is also reflected in the UN data (Table 1) [10].

Table 1. The number of people engaged in cooperative activities in foreign countries.

| №  | Countries *                  | Number of people who are members of at least one cooperative (percentage of the population aged 15 to 60) | Population closely related to cooperative activities (percentage of the population of all age groups) | Percentage of membership in the People's Cooperative Alliance |
|----|-----------------------------|----------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|-------------------------------------------------------------|
| 1  | Developed countries         | 33                                                                                                        | 62                                                                                             | 24.4                                                        |
| 2  | Developing countries        | 20                                                                                                        | 57                                                                                             | 63                                                          |
| 3  | Countries with economies in transition | 39,3                                                        | 70                                                                                             | 12                                                          |

*In developed countries, the family consists of 3 people, in developing countries - 5 people, and in countries with economies in transition - 3 people.

The data in this table show that about 40 percent of the population in countries with economies in transition are members of at least one cooperative, and 70 percent are engaged in activities related to cooperative activities. In the agribusiness of developed countries, the cooperative sector has a leading position in the national market both as a consumer and as a producer (Table 2) [11].

Cooperation is an important and integral part of the economic structure of developed and developing countries with market economies. According to the International Labor Organization (ILO), the agricultural sector is the leader in terms of the number and scale of cooperation, which has developed in 140 countries around the world. According to world statistics, about 20 percent of the world's population is a member of one or more types of agricultural cooperatives [12].
Table 2. Means of production and agricultural products share of the cooperative sector in the market (in percent).

| Indicator name | United States | Western Europe | Japan | Developing countries |
|----------------|---------------|----------------|-------|----------------------|
| Cooperative sector share: in the purchase of means of production | 23 | 35 | 50 | 10 |
| In the production of agricultural products | 28 | 50 | 40 | 30 |

Agricultural cooperatives abroad develop agricultural products has a large weight in the output. In developed countries, the share of cooperative farms in the production of a particular product is the main economic indicator of its activity. In particular, 70% of dairy products are produced by cooperatives in Belgium, 87% in Denmark and the Netherlands, 78% in the United States and 79% in Germany. The production of grain, fruits and vegetables in these countries also corresponds to the cooperative form of management (Table 3). These cooperatives differ from each other in terms of the number of shareholders, organizational structure, and functional functions, and their general description is as follows: In the mid-1980s, 91 percent of the cooperatives in the United States were worth $15 million. With an annual sales volume of around $1 million, 57 percent of these cooperatives have a turnover of $1 million. Had assets in excess of the U.S. dollar $13. Currently, there are about six thousand farmers' agricultural cooperatives. The active participation of large farmers in cooperatives has become a trend in recent years (annual sales exceed $500,000). Over the past six years, the number of such farmers involved in cooperatives has increased from 65 percent to 79 percent.

Table 3. The share of cooperatives of developed countries in the production of important types of agricultural products.

| №  | Countries name | Milk | Grain | Fruits and vegetables | Poultry |
|----|----------------|------|-------|-----------------------|---------|
| 1. | Belgium        | 70   | -     | 65                    | -       |
| 2. | Denmark        | 87   | 15    | -                     | 55      |
| 3. | Holland        | 87   | -     | 80                    | 17      |
| 4. | United States  | 78   | 41    | 14                    | 8       |
| 5. | France         | 44   | 52    | 28                    | -       |
| 6. | Germany        | 79   | 55    | 46                    | -       |

Farmers who produce more dairy products are involved in the U.S. agricultural cooperation system. Their share in national production increased from 83% in 2000 to 87% in 2015. 350 cooperatives raise $15 billion annually. It produces milk and dairy products worth more than US $1, accounting for 4/3 of the production of the 20 largest cooperative shares. Cooperatives in this sector provide 4/5 of the country's milk powder, 2/3 of the fat, and 1/2 of the cheese. They also have a large capacity for the production of ice cream and other deep-processed dairy products. It should be noted that vertical and horizontal forms of cooperation in the US agricultural sector are developing [14]. Forms of vertical cooperation are associated with the establishment of agroholdings with a specific specialization. Horizontal cooperation is organized on the basis of deepening their specialization and processing of raw materials and production of finished products with industrial enterprises by purposefully dividing the previously operating farms into relatively small farms. Indeed, in the context of further globalization,
increasing interconnectedness of the world's economies, intensifying global competition for resources and markets, the cluster model is one of the most important areas of economic activity, including agriculture.

The idea of transition to clusters and its widespread application led to a cluster revolution in the world economy. According to the European Cluster Association, there are about 2,100 clusters in the European Union (EU) countries, employing 38% of the total number of EU workers. Of the total number of clusters, 11.5% operate in the agro-industrial sector. It should be noted that 26 out of 31 (or 84%) European countries have national cluster programs. In Russia, the cluster approach is actively used in practice, and there are currently 177 clusters, of which 27 are in the agro-industry and 4 in the food sector.

Cluster models have also been used successfully in developing countries, such as India and Brazil, where more than 400 clusters operate.

In the context of the rapid growth of science-intensive technologies in the world, over the past decade, both in developed and developing countries, the share of science expenditures in GDP has increased and GDP per capita has increased. The United States, Japan and the European Union are the leaders in the above indicators.

At the same time, the experience of developed countries (Germany, France, Great Britain, Italy, Japan, USA, etc.) shows that the active organization of regional and interregional clusters and the development of international relations are achieved through cooperation between business and education. In particular, in France, clusters are organized on the basis of partnerships between local industrial groups, universities and research institutes. If we look at the efficiency of clusters, despite the small number of employees in the cluster, the product produced by the organization based on the principle of this cooperation has a high market share (especially in China, USA, EU member states). It should be noted that the cluster form of cooperation and integration manifests itself in practice in different ways, but it depends on the vertical-integrated agroholding (both within the cluster and in foreign markets and the lack of free competition within the holding) and regional production structures (product creation chain in clusters). being longer) is radically different [15].

4. Analysis and results

It is known that the Decree of the President of the Republic of Uzbekistan PF-4947 "On the Strategy for further development of the Republic of Uzbekistan" dated February 7, 2017 was adopted, which provides for the implementation of the Action Strategy on five priority areas of development of the Republic of Uzbekistan and the State Program for the Year of Human Interests". Item 161 of the direction "Modernization and accelerated development of agriculture” defines the task of optimization of agricultural lands for the rational use of land and water resources, including:

- reduction of cotton fields by 49 thousand hectares and grain fields by 10 thousand hectares;
- Placement of other agricultural crops on the reduced arable lands, including potatoes - 8.1 thousand hectares, vegetables - 27.2 thousand hectares, intensive orchards - 5.9 thousand hectares, vineyards - 2.9 thousand hectares, fodder crops - 10.9 thousand hectares and oilseeds - 4,000 hectares. In the end, the damage from growing cotton and grain in these low-yielding areas will be estimated at $ 80 billion. reduction in soums; an additional 1 mln. production of about a ton of fruits and vegetables; creation of more than 48.5 thousand new jobs in the regions, which will increase the number of people employed in these areas to 75.6 thousand; will lead to a doubling of exports of fruits and vegetables. One of the ways to effectively accomplish these priorities is to study in depth the internal capabilities and potential of these oilseeds [16].

According to statistics, the level of supply of vegetable oil to the population is steadily increasing due to the increase in the area of oilseeds in the country. As shown in Figure 1 below, the volume of vegetable oil production increased from 230.0 thousand tons (2014) to 236.3 thousand tons (2018), i.e. by 102.7% compared to the analysis period. However, statistics show that in 2014-2015, vegetable oil production fell to an average of 6.9 thousand tons. This can be explained by the reduction in the area of land allocated to oilseeds in recent years.
At the same time, the share of vegetable oil production in total food production in the country has been steadily declining. In particular, during 2014-2018, this share fell from 4.9% to 3.7%. This is mainly due to the sharp increase in production of confectionery (growth rate of 181.0%), bread and bakery products (167.6%), natural tea (164.5%), milk and dairy products (154.6%). occurred at the expense of [17].

In terms of regions, the largest share in the production of vegetable oil belongs to the Kashkadarya region (12.5% of total production in the country) (Table 4). It should be noted that Kashkadarya region has retained the lead in the analyzed years.

**Table 4.** Volume of production of vegetable oil by regions of the Republic of Uzbekistan

| № | Name of regions     | 2015 | 2016 | 2017 | 2018 | 2019 | The ratio of 2019 to 2015, in percent |
|---|---------------------|------|------|------|------|------|--------------------------------------|
|   | Production capacity, thousand / t | Production volume, thousand / t | Percentage of total | Percentage of total | Percentage of total | Percentage of total |                                     |
| 1 | Karakalpakstan Republic | 11.8 | 5.1  | 13   | 5.8  | 11.1 | 4.0  | 12.1 | 5.4  | 16.8 | 7.1  | 142.4 |
| 2 | Andijon              | 16.3 | 7.1  | 16.8 | 7.5  | 16.2 | 6.5  | 17.2 | 7.7  | 17.6 | 7.4  | 108.0 |
| 3 | Buxoro               | 27.3 | 11.9 | 24.7 | 11.1 | 25   | 10   | 27   | 12.1 | 27.4 | 11.6 | 100.4 |
| 4 | Jizzax               | 17.5 | 7.6  | 18   | 8.1  | 12.6 | 4.1  | 14.6 | 6.5  | 15.8 | 6.7  | 90.3  |
| 5 | Kashkadarya          | 28.4 | 12.3 | 28.4 | 12.7 | 30.2 | 12.2 | 33.2 | 14.8 | 29.5 | 12.5 | 103.9 |
| 6 | Navoi                | 10.3 | 4.5  | 8    | 3.6  | 5.9  | 2.1  | 8.9  | 4.0  | 9.3  | 3.9  | 90.3  |
| 7 | Namangan             | 15.2 | 6.6  | 15   | 6.7  | 10.4 | 5.8  | 15.4 | 6.9  | 16.4 | 6.9  | 107.9 |
| 8 | Samarkand            | 18   | 7.8  | 19   | 8.5  | 11.2 | 5.2  | 14.2 | 6.4  | 15.7 | 6.6  | 87.2  |
| 9 | Surxondaryo          | 19.3 | 8.4  | 18.2 | 8.2  | 10.3 | 4.1  | 13.3 | 5.9  | 13.5 | 5.7  | 69.9  |
| 10 | Sirdaryo              | 12.2 | 5.3  | 13.6 | 6.1  | 9.9  | 2.1  | 11.9 | 5.3  | 12.4 | 5.2  | 101.6 |
| 11 | Tashkent             | 14.2 | 6.2  | 9.6  | 4.3  | 5    | 2.3  | 8    | 3.6  | 8.2  | 3.5  | 57.7  |
| 12 | Fargona              | 9.7  | 4.2  | 8.6  | 3.9  | 17.4 | 7.2  | 20.4 | 9.1  | 18.4 | 7.8  | 189.7 |
| 13 | Khozorezm            | 20.6 | 9.0  | 20.4 | 9.1  | 15.4 | 5.5  | 18.4 | 8.2  | 25.1 | 10.6 | 121.8 |
| 14 | Tashkentcity         | 9.2  | 4.0  | 9.8  | 4.4  | 7    | 3.0  | 9    | 4.0  | 10.2 | 4.3  | 110.9 |
| Total in the country: | 230.0 | 100 | 223.1 | 100 | 208.6 | 100 | 223.6 | 100 | 236.3 | 100 | 102.7 |

One of the main reasons for this is the efficient use of land allocated for oilseeds in the region. In particular, according to statistics for 2019, in Kashkadarya region 16.5 quintals per hectare of soybeans (in the country this figure was 14.4 quintals), sesame - 13.7 quintals (10.6 quintals), sunflower - 23, 9 quintals (19.0 quintals), for other oilseeds - 13.1 quintals (12.1 quintals) (Figure 1). In the Republic and Kashkadarya region, the difference in the average yield of oilseeds was 3.8 quintals per hectare.
If we look at the dynamics of production of raw materials needed for processing vegetable oil in Kashkadarya region, the yield of raw cotton from 421,461 tons (2015) to 239,068 tons (2019), i.e. 56.7% (182,393 tons) less. This is primarily due to the measures taken by the government to reduce the area under cotton and grain in the region. Oilseeds fell from 9,276 tons to 3,975 tons (42.8 percent) during the same period.

5. Conclusion

We have developed the following proposals as ways to develop production cooperation of enterprises of agriculture and processing industry:

1. Cooperation has emerged as a socio-economic form of economic activity, both in production and in trade. It should develop on an equal footing with the private and public sectors, participating in the integration of agriculture and industry in a market economy as an important factor in strengthening economic, sectoral and intersectoral economic relations and a mechanism of social support for the population, implementing a cluster system and improving trade.

2. Industrial cooperation must incorporate democratic principles at the economic, social and current levels. Only by taking these principles into account within clusters and making full use of them can we ensure the development of agricultural cooperation as an integral part of the economy.

3. The common economic interests for each group of agricultural producers, defined by the specifics of the delivery of works and services to the consumer, are the basis for the development of sectoral and intersectoral cooperation and the agricultural sector of the economy as a whole. This should help increase the activity and initiative of business entities.

4. Successful cooperation in agriculture can be achieved only through the strengthening of economic, sectoral and intersectoral cooperation with businesses of all forms of ownership, especially in the early stages of the development of horizontal cooperation, the extensive use of necessary resources and credit.

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