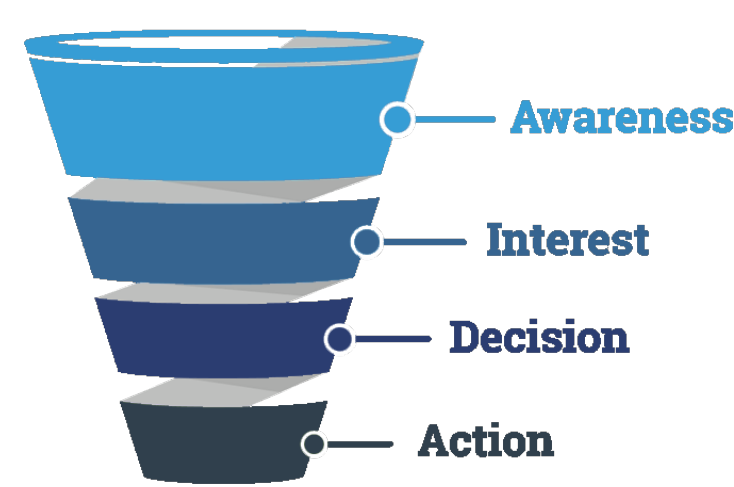


OpenSTEF collaborations leads

The OpenSTEFF collaboration funnel:



Funnel	Description	Leads
Idea	This stage is for organizations for who OpenSTEF could be of interest, but there are themselves not yet aware with the power grid model.	<ul style="list-style-type: none">• LFE Gridlab-D• Enedis (? not concrete yet)• Stanford (Neural prophet)
Awareness	This is the first stage and is called the "awareness" stage because it's where people first become aware of the OpenSTEF.	<ul style="list-style-type: none">▪ Swiss-sdi▪ Stedin▪ Enexis▪ Eneco▪ Ellevio
Interest	Once a prospect has learned about OpenSTEF, they will evaluate it based on the level of interest and what it could bring.	<ul style="list-style-type: none">▪ VandeBron▪ TenneT▪ EIGEN
Decision	Now that the prospect knows about OpenSTEF and the solutions it provides for the prospect's pain points and they decided to going to use it or contribute to it.	
Action	The most important stage of the funnel — they are using or contributing to OpenSTEF	<ul style="list-style-type: none">▪ Alliander▪ RTE▪ RTE international▪ Shell▪ LFE SOGNO▪ Firan
No interest	<i>They have no interest in OpenSTEF at this moment.</i>	

Overview of the objectives per lead:

Leads	Objective	What	When	Who	Status
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TSO Europe collaboration session	Create awareness	Present OpenSTEF to TSOs 20231002; not anytime soon	2023	Jonas	proposal
Open Source Conference Dublin (2022)	Create awareness	Present OpenSTEF	202209	Jonas	Done
Sin Yong Radboud	Improve Energy split	Collaborate on improved method	202208	Jan Maarten	Done
Swiss-sdi	Investigate potential	Compare Openstef results to swiss-sdi model	202208	Frank	Done
Grafana	Create awareness	Opportunity to write a guest blog on the Grafana blog 20231002; not anytime soon	2023	Frank	proposal
Gridlab-D	Explore collaboration opportunities	Gridlab-D is a new project in LFE and can be applied for forecast. The proposal to explore possible synergies and collaboration opportunities. 20231002; jonas; no capacity for now	2023	Jonas	on hold
Shell	Describe Project Proposal	Update 20230220; discussed Extreme Value forecasting with expert from Shell. Collaboration in progress (backtesting, quantile forecasts). Follow-up meetings planned as part of this project. Define a 1-year collaboration project kick-off is planned for dec15th; OpenSTEF will be presented to serve as forecast tooling in this concrete project. Possible use cases; <ul style="list-style-type: none"> Transport / E-program prognoses Balance microgrid / smart appliances behind the meter on their Energy Campus, based on forecast of renewable generation & consumption delivered by OpenSTEF Possible additions to OpenSTEF: forecasting extreme values and/or extreme weather 20231002; the same people of shell are joining AIFES	Q4 2022	Jan Maarten / Frank	in progress
	PoC with RDTP and OpenSTEF	20231002; the same people of shell are joining AIFES	2023	Frederik	in progress
TenneT	Describe Project Proposal	Update 20230223; Proposal was accepted; project starts ~first week of March, until (and including) Q3. Repo to share results: https://github.com/alliander-opensource/AIFES/ Define a 3-year collaboration project, together with universities Proposal for first 6mnths presented halfway nov; expected response ~half december	Q4 2022	Frank	In Progress
Eneco	Create awareness	David will give a presentation	Q4 2022	Frank / David	Done
RTE international	Investigate potential	RTE are connect with other TSO 20231002; César has send Frank a message, Frank will reach out.	2023	Maxime	In progress
FOSDEM Energy Room	Create awareness	Conference 1st week of februari in Brussels (FOSDEM), aimed at open source developers (professional and personal projects). https://fosdem.org/2023/schedule/track/energy/ 20231002; Jonas: plan is that the same will be organized in 2024	feb 2023	Frederik	Done
EIGEN	Create awareness	Project EIGEN: https://www.alliander.com/nl/nieuws/project-eigen-gestart-dat-bijdraagt-aan-het-versnellen-van-de-energietransitie/ . They have multiple goals. One of the goals is to setup an energy hub platform. I have been advising them where open source could help. One of the opportunity I advised to them is to use OpenSTEF for the forecasting needs and except them to follow-up on this advise 20231002; Jonas has a meeting soon and expects an update	2023	Jonas	In progress
Sigholm		Jan Maarten will give a talk end of November for 10-20 DSO's	2023Q4	Jan Maarten	In progress
Stedin	Investigate potential	20231002; Frank: Stedin want to join AIFES and investigate using OpenSTEF for their internal forecasting usecases. Meeting them 20231006 at 'congestion management symposium'.	023Q4	Frank	In Progress
Ellevio	Create awareness	Frank has meeting on 20231207 to show OpenSTEF	023Q4	Frank	In progress
Stanford (Neuralprophet)	Create awareness	Alexandre has reached out to bring us into contact with them; mail is send.	023Q4	Jonas	In progress