

# Flexibility Meets Reality:

## Lessons from Partnering Beyond the Consortium

Cooperation with external stakeholders in STREAM refers to the process of working together with companies or organizations outside the project consortium to achieve common goals, exchange information, or align strategies. Essentially, in STREAM, we identified thirteen potential companies chosen for their flexibility assets, considered valuable for participation in the Ancillary Services market.



## The cooperation involved the following phases:

- 1 Series of initial visits**

Explanation of the initiative of the STREAM project, addressing the complexity of establishing local flexibility markets at the LV levels of DSOs.
- 2 Identification of suitable flexibility assets**

Information gathered during the visit, supplemented by a dedicated questionnaire, to capture detailed insights about the flexibility assets.
- 3 Analysis phase**

Several analyses (e.g., assessment of eligibility for passive monetization in the ancillary services market) were conducted to establish the final list of the potential external stakeholders.
- 4 Cooperation finalization**

Based on the analysis phase and stakeholder's interest, the stakeholders were selected for active engagement in STREAM.

# Five key Lessons learned



## 1 Limited understanding of flexibility services:

Many companies lack awareness of how they can utilize their energy assets for flexibility services. Clear and detailed explanations are necessary to bridge this knowledge gap.

## 2 High interest in green investments but uncertainty in implementation:

Companies are willing to invest in green infrastructure (PV, BESS, EV charging) but struggle with decisions regarding sizing, cost impact, and overall feasibility.

## 3 Hesitation to use energy assets beyond core operations:

Businesses are cautious about deploying energy assets for external activities due

to concerns over warranty enforcement, operational risks, and market unfamiliarity.

## 4 Skills gap in energy transition:

Many companies lack the internal expertise needed to navigate the complexities of energy flexibility and green transformation, limiting their ability to act on opportunities.

## 5 Challenges in sustained engagement and communication:

Even among interested companies, maintaining communication and engagement remains a challenge, affecting participation in initiatives like STREAM. This is especially due to the lack of financial incentives for local flexibility markets.

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## Why is it important?

Cooperation with external stakeholders plays a crucial role in solving grid challenges such as congestion and voltage problems and thus enables DSOs to postpone or even eliminate the grid investment. Unlocking flexibility at the local level means addressing real-world concerns, knowledge gaps, and business realities.