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Contribution to the working groups of BRIDGE and other working groups for cooperation between LCE projects 1st year

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EXECUTIVE SUMMARY

This report presents the outcome of the contribution to the on-going BRIDGE cross project working group activities, including the conclusions of the collective workshops for the first year of the InterFlex project.

It also includes the outcomes of the participation to any new coordination and support action funded in the work programme for the organization/ Continuation of the collaboration among LCE projects.

The coordination with similar EU-funded projects, to address policy relevant issues - such as regulatory framework, business models, obstacles to innovation - is a key component of InterFlex. Contribution to the on-going BRIDGE cross project working group activities BRIDGE is a cooperation of all smart grid and storage projects supported by DG ENER under H2020.

The target is to ensure a continuous dialogue and exchange of experiences between the different projects, through four different Working Groups representing the main areas of interest: Regulation, Data Management, Customer Engagement and Business Models.

The InterFlex consortium delegated six experts to contribute to the four existing working groups: Regulation, Data Management, Customer Engagement and Business Models.

The number of experts directly or indirectly involved is likely to increase to get full coverage of all InterFlex demo sites and expertise.

It is understood that the consortium delegates are the voice of the whole consortium and bring to the working groups data and knowledge which have been agreed upon by the whole consortium.

The document is structured in four main chapters and will be updated every year in a dedicated deliverable: introduction, focus on BRIDGE Initiative, presentation and outcome of the working groups, and summary of the workshops for the first year of the project

- 1. **Introduction:** this section presents the scope of the document and precise the EU expectations for the InterFlex project.
- 2. Focus on BRIDGE initiative: this section provides an overview of the Bridge initiative and defines the role of the InterFlex project within this initiative.
- 3. Outcome of the working groups: this section presents the different workshops the InterFlex project participated in, including BRIDGE Initiative and formulates the different outcomes of the workshops for the first year
- 4. Summary of the workshops: this section presents the benefits and impacts of the BRIDGE workshops for the project

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1. INTRODUCTION & PROJECT BACKGROUND

1.1. Scope of the document

The scope of the document is to presents the outcome of the contribution to the on-going BRIDGE cross project working group activities, including the conclusions of the collective workshops for the first year of the InterFlex project.

It also includes the outcomes of the participation to any new coordination and support action funded in the work programme for the organization/ Continuation of the collaboration among LCE projects.

1.2. Notations, abbreviations and acronyms

The table below provides an overview of the notations, abbreviations and acronyms used in the document.

Table 1: List of acronyms

TRL	Technology Readiness Level	
DSM	Demand Side Management	
GHG	Green House Gas	
LCE	Low Carbon Energy	
SWG	Sub Working Group	

1.3. EU Expectations from InterFlex

InterFlex is a response to the Horizon 2020 Call for proposals LCE-02-2016 ("Demonstration of smart grid, storage and system integration technologies with increasing share of renewables: distribution system").

This Call addresses the challenges of the distribution system operators in modernizing their systems and business models in order to be able to support the integration of distributed renewable energy sources into the energy mix. Within this context, the LCE-02-2016 Call promotes the development of technologies with a high TRL (technology readiness level) into a higher one.

InterFlex explores pathways to adapt and modernize the electric distribution system in line with the objectives of the 2020 and 2030 climate-energy packages of the European Commission. Six demonstration projects are conducted in five EU Member States (Czech Republic, France, Germany, The Netherlands and Sweden) in order to provide deep insights into the market and development potential of the orientations that were given by the call for proposals, i.e., demand-response, smart grid, storage and energy system integration.

With Enedis as the global coordinator and ČEZ Distribuce as the technical director, InterFlex relies on a set of innovative use cases.

Six industry-scale demonstrators are being set up in the participating European countries:

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Through the different demonstration projects, InterFlex will assess how the integration of the new solutions can lead to a local energy optimisation. Technically speaking, the success of these demonstrations requires that some of the new solutions, which are today at TRLs 5-7, are further developed reaching TRLs 7-9 to be deployed in real-life conditions. This allows new business models and contractual relationships to be evaluated between the DSOs and the market players.

Environment: Through the optimisation of the local energy system, the project generates benefits in terms of increased energy efficiency (load shifts to off peak hours; optimized self-consumption in case of prosumers, increased awareness leading to active DSM and reduced electricity consumption), power generation optimization (peak shaving, avoiding electricity generation from carbonized peak load generation units) and increased share of renewables (optimized integration of intermittent renewable energy sources), resulting in the overall reduction of GHG emissions.

Socio-economic: The project stimulates the development of new services for end-customers allowing for instance the development of demand response service packages for small and large consumers as well as prosumers. The provision of community storage solutions or the optimal use of multiple source flexibilities should help to decrease the electricity bill without any noticeable impact on the supply quality.

Policy: The Use cases of the project will help to

- Formulate recommendations for micro grid operation (control schemes and observability),
- Elaborate an appropriate regulatory framework for self- consumption and storage solutions (community or individual residential storage)
- Provide guidelines on the participation of distributed resources in DSO operations (modifications of grid codes).

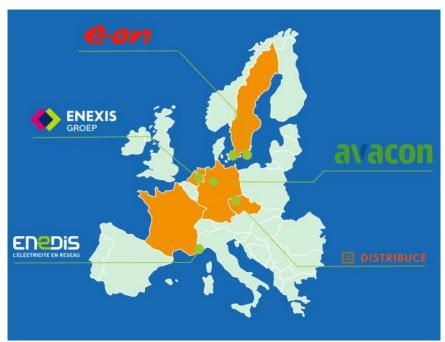


Figure 1: InterFlex Demo Map

2. FOCUS ON BRIDGE INITIATIVE

2.1. Purpose of the BRIDGE initiative

BRIDGE is a cooperation group involving 32 Low Carbon Energy (LCE) Smart-Grid and Energy Storage projects funded under the Horizon 2020 program over the last three years (2014-2016). It aims to foster the exchange of information, experience, knowledge and best practices among its members.

BRIDGE wants to provide field experience, feedback and lessons learned from the participating projects to help overcome the barriers to effective innovation. It aims to gather coordinated, balanced and coherent recommendations to strengthen the messages and maximize their impacts towards policy makers in view of removing barriers to innovation deployment.

The BRIDGE process fosters continuous knowledge sharing amongst projects thus allowing them to deliver conclusions and recommendations about the future exploitation of the project results, with a single voice, through four different Working Groups representing the main areas of interest: Regulation, Data Management, Customer Engagement and Business Models.

2.2. Role of InterFlex within the Bridge initiative

The coordination with similar EU-funded projects (in particular those which are funded under this call) is a key component of InterFlex to address policy relevant issues, such as the regulatory framework, business models as well as obstacles to innovation.

The InterFlex project members have committed to a strong contribution to the ongoing cross project BRIDGE initiative. This contribution will of course be extended to any new Coordination and Support Action funded in the Work Programme for the organization/ continuation of the collaboration among LCE projects, and will include the participation to dedicated events and the contribution to working groups.

Contribution to the ongoing BRIDGE cross project working group activities consists in a cooperation of all smart grid and storage projects supported by DG ENER under H2020. The target is to ensure a continuous dialogue and exchange of experiences between the different projects. 4 working groups have been teamed up: Regulation, Data Management, User Engagement and Business Models.

The InterFlex consortium delegated six experts to contribute to the four existing working groups: Accenture for Regulation, RWTH and Trialog for Data Management, E.ON for Customer Engagement and Enedis and Engie for Business Models.

The number of experts directly or indirectly involved may increase to get full coverage of all InterFlex demo sites and expertise. Avacon and TNO have formally communicated their interest in contributing to BRIDGE.

It is understood that consortium delegates are the voice of the whole consortium and bring to the working groups data and knowledge which have been agreed upon by the whole consortium.

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The working program followed in 2017 consisted in two face to face physical meetings in Brussels and parallel works conducted in parallel:

1. Collective workshop N°1 (January 2017):

A total of 31 projects participated in the first BRIDGE meetings of the year, held in Brussels on January 17th-19th, 2017. The first sessions were focused on the activities of the BRIDGE Working Groups (Data Management, Business Models, Regulations and Customer Engagement). Projects assessed their current outputs and agreed next steps for 2017. Conclusions from these sessions were then presented to the project coordinators and EC representatives during the BRIDGE coordination meeting. The main goal of the BRIDGE initiative in 2017 is to analyse the EC's Clean Energy for All Europeans package of proposals delivered in November 2016. Projects are working towards identifying the parts of the EC proposals which may need to be amended or supplemented to facilitate the deployment of their demonstrations, in line with the perspectives of the BRIDGE WGs. This analysis was presented at EUSEW 2017 to show how BRIDGE projects contribute to quicker and more efficient deployment of smart grid and energy storage solutions.

- 1. Workshop N°2 (November 2017)
 - Day 1: review of the results of each WG to be expected in year 2017
 - Day 2: preparation of work program for year 2018

3. OUTCOME OF THE WORKING GROUPS FOR 2017

3.1. Business Models

3.1.1. Presentation

The Business Model group aims at:

- Defining common language and frameworks around business model description and valuation
- Identifying and evaluating existing and new or innovative business models from the project demonstrations or use cases
- The development of a simulation tool allowing for the comparison of the profitability of different business models applicable to smart grids and energy storage solutions is being developed and tested by the Working Group members

3.1.2. First year outcomes

In 2017, the Business Models WG has mainly identified the issues to tackle between the H2020 projects. In order to proceed, four subworking groups (SWG) have been created:

- Business models for regulated players
- Business models related to local energy management
- Business models related to energy storage
- Business models related to demand response

The InterFlex project is represented by Enedis and ENGIE. Enedis is leading the SWG dedicated to regulated players, and this section will mainly described this SWG. The members have met physically in Brussels in November 2017 and conducted a first workshop, based on the issues raised by the different project. The main objectives were to:

- Redefine the issues
- Define the perimeter of each issues, especially with the others SWG and WG of BRIDGE
- Assign a leader for each issues, as well as contributors
- Define an action plan for each issue

The work that will be conducted will feed a BRIDGE deliverable in February 2018.

a) Original issues raised by the projects before November 2017

The table below gives an overview of the issues raised by the project before the workshop:

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Business Models Issues	Sub topics proposal
Which incentives to DSO and TSOs to make the networks	Service oriented business model
smarter, in a rate of return environment?	Market design to meet efficiency and scalability demands
Which business models for Data Management?	Data and financial flow organization for the different players
Which procurement rules for small players?	Role of smaller consumers and local / national markets
	Market design for the use of flexibility by DSO
Flexibility services: which business models?	Local flexibility Market
	Keys to incentivize flexibility
Table 2: Original issues o	f the SWG dedicated to regulated players

b) How to tackle these issues

The workshop has allowed to find methodologies to tackle the issues. Three ways have been identified:

- Deliverable challenge between SWG members. In the projects, some deliverables and extract of deliverables will be shared among the SWG members, in order to get feedback and to build a common deliverables
- Tool challenge. Some projects (e.g. Integridy) have developed analytical tool, that can be used for other projects. The feedback on these tools will allow to tackle some of the issues
- Survey. For some subjects a survey, used as basis for interviews, will be built in order to provide benchmark between projects or countries, especially in the market design field

c) Final list of issues

The table below gives an overview of the final issues as discussed in the workshop:

lssue	Details
Subtopic 1 - Service oriented business model; incentives to operators/market players in order to make easier the BM of smart equipment	The regulatory framework is needed to provide the right incentives to operators/market players in order to make easier the development of BM. DNO (Distribution network operator) business model requires to evolve, from heavy asset to smart asset? How to incentivize this shift in a rate of return environment?
Subtopic 2 - Market design to meet efficiency and scalability demands	How can business models account for different market designs to meet efficiency and scalability demands Market design is different in each country, business models should also recognizes uncertainty. The idea is to use a tool from the Integridy project.
Subtopic 3 - Data and financial flow organization for the different players	Focusing on data related to business models (no transactive data, no data management) Focusing on data enabling business models: aggregated load curves, constraints and congestions on the grid Action: listing the data enabling business models, challenging existing tools
Subtopic 4 - Role of smaller consumers and local / national markets	Which type of contract? The idea to reduce complexity for the customers Procurement rules must allow for small market participants for services such as frequency response In terms of market access, the role of smaller prosumers seems to lack the ability to trade and participate directly in the local or national markets, due to the existing regulatory barriers on the threshold of renewable self-consumers (this is also related to regulation issue).
Subtopic 5 - Market design for the use of flexibility by DSO	Which use cases for flexibility use for the DSO? Which compensation scheme? Which market design? Which procurement rules? Which product standardization? Which interaction with the TSO?
Subtopic 6 - Local flexibility Market	Development of local energy/flexibility markets where all players (including TSO) can purchase local flexibility Distinction between energy (commodity) and flexibility (services) Local flexibility market or local flexibility mechanism? The role of aggregator and the impact of the Clean Energy Package

Table 3: Final issues raised by the SWG

3.2. Regulation

3.2.1. Presentation

The Regulation Working Group's purpose is to compose, during the implementation period of the H2020 Smart Grids & Storage projects, a document about recommendations and consultation for regulation issues based on the experience acquired in the projects for better development of the Smart Grids and Storage in Europe. A parallel objective will be to define issues that will improve and enhance the cooperation between the H2020 Smart Grids & Storage projects resulting in added value.

It addresses the various regulatory issues coming from the H2020 projects:

- As regards to energy storage, the regulatory framework needs to provide clear rules and responsibilities concerning ownership, competition, technical modalities and financial conditions, for island and mainland cases
- In terms of smart grids, regulatory challenges arise regarding the incentives for demand-side response, commercial arrangements, smart meter data, etc.

3.2.2. First year outcomes

InterFlex has been a key participant in the BRIDGE Regulation workshop held on the 20th and 21st of November 2017.

The BRIDGE Regulation Working Group prepared several deliverables in 2016 and in early 2017:

- Term of references of the Working Group
- Re-regulate: Facing Regulations for encouraging Innovative Smart Grids & Storage January 2017
- Analysis on the Clean energy package March 2017

In the second semester of 2017, InterFlex took part of the working group activities and completed the first analysis of regulatory issues coming from the inputs of the various projects and participated in the organization of the activities in 3 subgroups:

- Storage
- Grid
- Islands

InterFlex has proposed to contribute to the sub-working group focused on "Grid issues".

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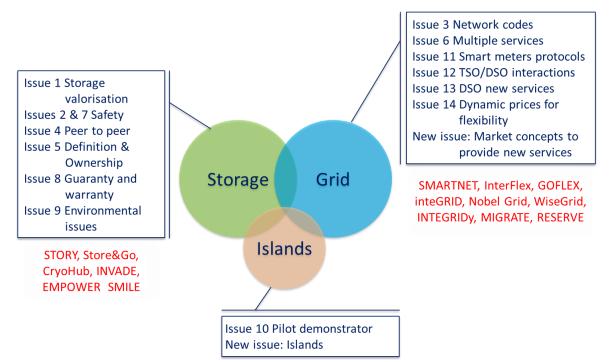


Figure 2 - First list of regulatory issues identified by Regulation Working Group

InterFlex, together with the project GOFLEX, proposed to coordinate the work related to two main issues: "Issue 6 Multiple services" and "Issue 13 DSO new services".

The group also drafted the first outlines of the action plan for 2018:

- General principles:
 - Issues' definition have to be provided or updated by January 2018
 - Main points to be clarified by February 2018
 - Recommendations to be provided by April 2018 (based on projects' findings)
 - WG report to be restructured and upgraded thanks to these new inputs by June 2018
- Next steps: adopt a short-term, issue-oriented approach to deliver short and impactful reports rather than a broad, long-term approach with a bigger report to be regularly updated

3.3. Customer Engagement

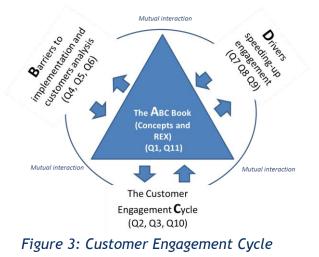
3.3.1. Presentation

The Customer groups aims at defining:

- customer Segmentation, analysis of cultural, geographical and social dimensions,
- Value systems Understanding Customers
- Drivers for Customer Engagement
- Effectiveness of Engagement Activities
- Identification of what triggers behavioral changes (e.g. via incentives)
- The Regulatory Innovation to Empower Consumers

3.3.2. First year outcomes

Prior to the workshop in November 2017, a questionnaire addressing different topics of customer engagement was provided to the BRIDGE projects to enhance the knowledge sharing and contribute to the first year report. The questionnaire targeted 4 sub-areas of customer engagement. During the workshop, all the participants of the respective BRIDGE projects were allocated to three subgroups.



1.) The customer engagement cycle

Open discussions on the question what customer value (ex-ante vs. ex-post) and the resulting analysis of customer's valuation during the course of a project (KPIs) took place.

Summary:

Customers value on an initial level usually: cost-efficiency, convenience and supply-security Customers might value on a second level: sustainability, independence and contribution

It is usually hard to assess the customer's values at the beginning of the project. One problem is that they are very context-dependent. Furthermore, customers differ in several dimensions (income, education, age ...) and have therefore per se a heterogenic valuation.

Open discussions with the customers at the very beginning of a project is a good measure of assessing customer values ex-post.

During the course of a project, those open discussions should be continued and supported by quantitative & qualitative questionnaires. The quantitative questions will serve as a basis for the KPI evaluation. Furthermore, it is important to give customers regular feedback on the questionnaires.

Clear data points, responsibilities and base-lines are very important to support the quality of the KPI process. Furthermore, several CE KPIs should be defined as a multidimensional source of information.

Customer Engagement should be emphasized more in the upcoming funding calls. Applicants could integrate marketing departments and social science department to cope with the related needs for emphasizing more on customer engagement.

2.) Barriers to implementation & customer analysis

Open discussions on the customer analysis and respective terminologies.

Summary:

Segmentation is a very important element of the customer analysis. Defining motivations is a prerequisite to that segmentation, in which those motivations should also be categorized. This is a transversal method for every smart energy project.

"Capacity to act" as another dimension of customer analysis. Customers could be differentiated into four groups when it comes to capacity to act: Time, Income, techno-awareness, regulatory constraints.

Also the "enables" could be an important element of customer analysis. They could be clustered into:

- Monetary incentization
- Technology with guidance
- Regulation // Regulatory Awareness
- Self-sufficiency
- Affordability

3.) Drivers speeding-up engagement

Recruitment and keeping customers on board are major topics for customer engagement. Open discussion on the two main topics took place:

- How to recruit different type of customers

One should start with a detailed screening of the demo-area and the related users.

Afterwards, a first screening should take place. People could be screened into the groups:

- People with a technical background
- People who made a step towards renewables
- People who are curious about new technologies
- People who are "tech-savvy"

Good measures for the customer recruitment are:

- Use dissemination (flyers, journals, events, conferences, educational programs)
- Make people reflect
- Create enthusiasm
- Create a "community feeling"
- Be honest & present show-cases
- Provide economic incentives
- Prepare for thresholds (investment, risk of comfort/security of supply)



How to maintain interest:

A big risk is a drop-out of recruited customers during the project.

Good measures for maintaining customer's interest are:

- Give feedback, show results
- Keep the "community feeling"
- Continue talking to the customers in their language

All in all, the workshop is beneficial in terms of mutual knowledge sharing and should be fostered also in the future.

3.4. Data Management

3.4.1. Presentation

The Terms of Reference of the Data Management WG define three main themes of cooperation:

- Communication Infrastructure, embracing the technical and non-technical aspects of the communication infrastructure needed to exchange data and the related requirements
- Cybersecurity and Data Privacy, entailing data integrity, customer privacy and protection
- Data Handling, including the framework for data exchange and related roles and responsibilities, together with the technical issues supporting the exchange of data in a secure and interoperable manner, and the data analytics techniques for data processing

In past year 2016, the WG has published a first report about "Barriers identifications and high level recommendations".

3.4.2. First year outcomes

In 2017, the Data Management WG has mainly contributed to three topics:

- Technical requirements for 5G networks
- Characterization of the flexibility
- Data handling

The work on Technical requirements for 5G network has been led P2P-SmarTest project. A report has been published in April 2017 based on the contribution from P2P-SmarTest, UPGRID, SmarterEMC2 and Flexiciency projects. At that time, Interflex was not involved yet in this WG and therefore did not have the opportunity to contribute to this report.

The work on Characterization of the flexibility has been led by ELSA project. The projects have contributed in order to identify a set of elements that characterize the flexibility. The result of this work has been presented during the WG meeting held in Brussels on November 20th and 21st 2017. A report detailing these results is planned to be published in December 2017 or January 2018.

The work on Data handling has been started during the November 2017 WG meeting. It is led by Interflex project. Two sub-topics have been defined: Data flow and data access, led by CROSSBOW project, and Interoperability, led by STORY project. The goal of this work is to better understand the relevant aspects and implications of data handling from the projects, including data access, data storage, data modeling, data interoperability, etc. A questionnaire has been defined and will be shared with all the participating projects to get their feedback before mid-December 2017. Then, a first draft report is planned to be published in December 2017 or January 2018, and a final report later in 2018.

In addition, during November 2017 WG meeting, Olivier Genest from Trialog, representing Interflex project together with RWTH Aachen in the Data Management WG, has been appointed as the new Rapporteur of the WG.

As a conclusion, the Data Management WG has contributed in 2017 to three main topics identified and requested by the European Commission. One report has already been published (5G requirements), and two additional reports are expected in December 2017 or January 2018.

Interflex project has taken an active role into this WG by taking the responsibility of Rapporteur of the WG and leading the Data Handling topic, in addition to contributing to the other open topics and discussions.

3.5. Other working groups

See deliverable D4.3 Proceedings of yearly workshops towards DSOs, regulatory bodies and other stakeholders - 1st year.

4. SUMMARY OF THE WORKSHOPS

4.1. Synthesis of the workshops

In synthesis, the different workshops gathered various projects at different levels (some are ending this year, others are just starting).

Many deliverables / subjects have / are been worked on dealing with the four topics of the BRIDGE initiative: Regulations, Data Management, Customer Engagement and Business models.

Interflex project has taken an active role into those various working groups by taking the responsibility of Rapporteur of the Data Management working group and leading the Data Handling topic, in addition to actively contributing / coordinating to the other open topics and discussions such as Grids Regulation.

All in all, the workshops are beneficial in terms of mutual knowledge sharing and should be fostered also in the future.

4.2. Impacts and benefits

The benefits of contributing to the BRIDGE initiative are multiple:

For the InterFlex project and all the participants:

- Benefit from field experience, feedback and lessons learned by the participating projects when coping with barriers to innovation in the four are as mentioned above
- Shape collective recommendations for policymakers with the aim of removing barriers to the deployment of innovation
- All projects speak in a single voice, which in turn strengthens their message and maximizes the impact for policymakers
- Create new contacts for future collaboration with other members of the group

For the policymakers and regulators:

- Benefit from coordinated, balanced and coherent recommendations from the participating Research & Innovation projects; with a focus on non-technical issues hindering innovation deployment
- Allows the comparison of non-technical barriers to innovation in different countries and the learnings from the diverse experiences of the most current and relevant EUfunded projects

5. REFERENCES

- 1. Grant Agreement number 731289 INTERFLEX H2020-LCE-2016-2017/H2020-LCE-2016-SGS
- 2. D4.3 Proceedings of yearly workshops towards DSO, regulatory bodies and other stakeholders -1st year

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