

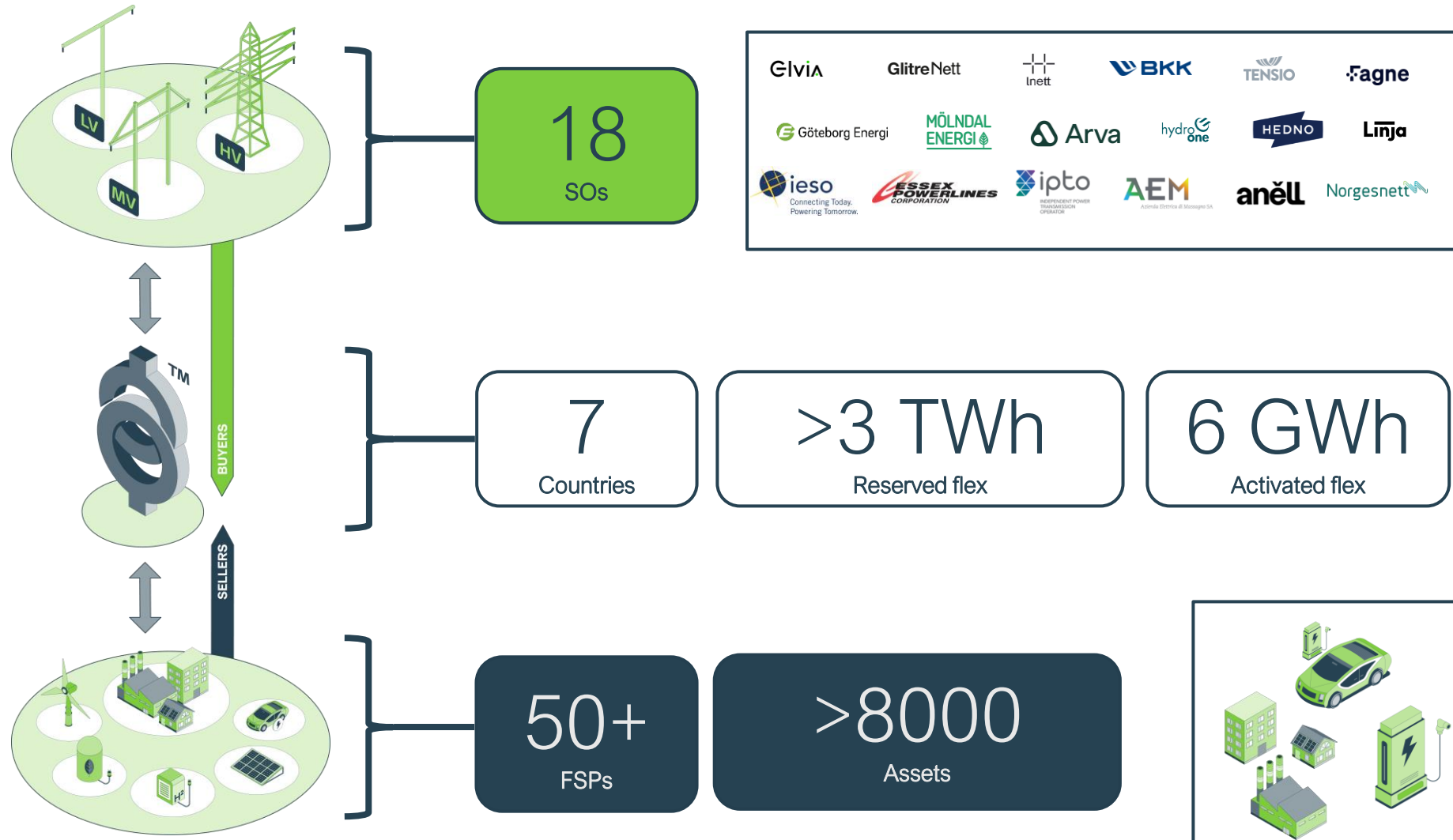
# Flexcon 2024

Amsterdam

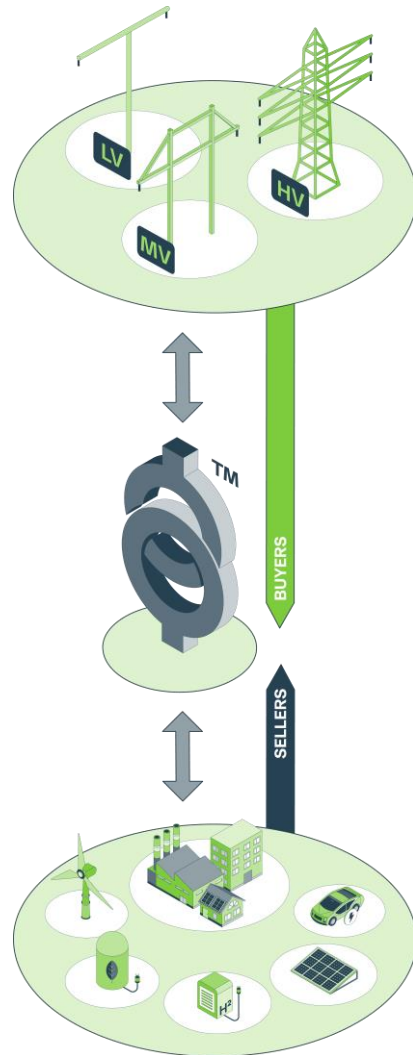
September 27th 2024

# Lessons learned from Scandinavia

# NODES in a nutshell



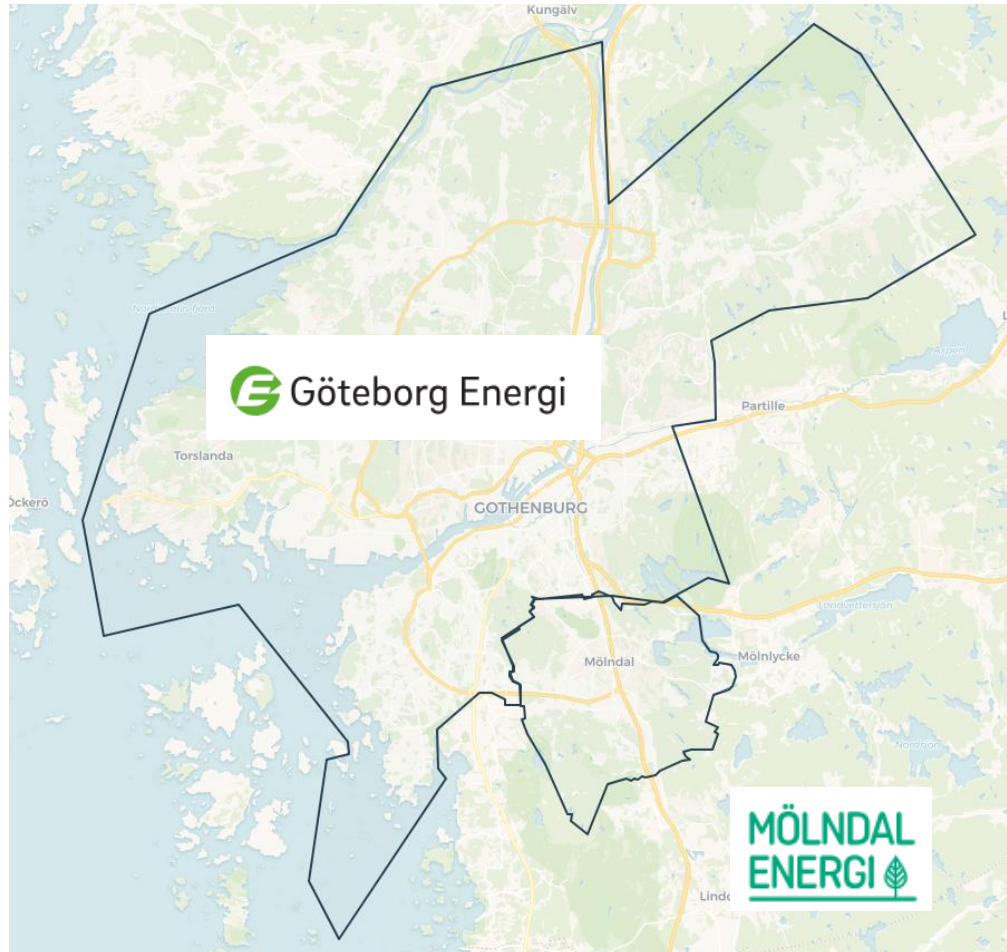
# Why flexibility markets in Scandinavia



- Avoid capacity breaches during winter
- Resolve local bottlenecks
- Optimize subscription towards regional grids
- Connect more customers



# Effekthandel Väst



17  
FSPs

400  
Assets

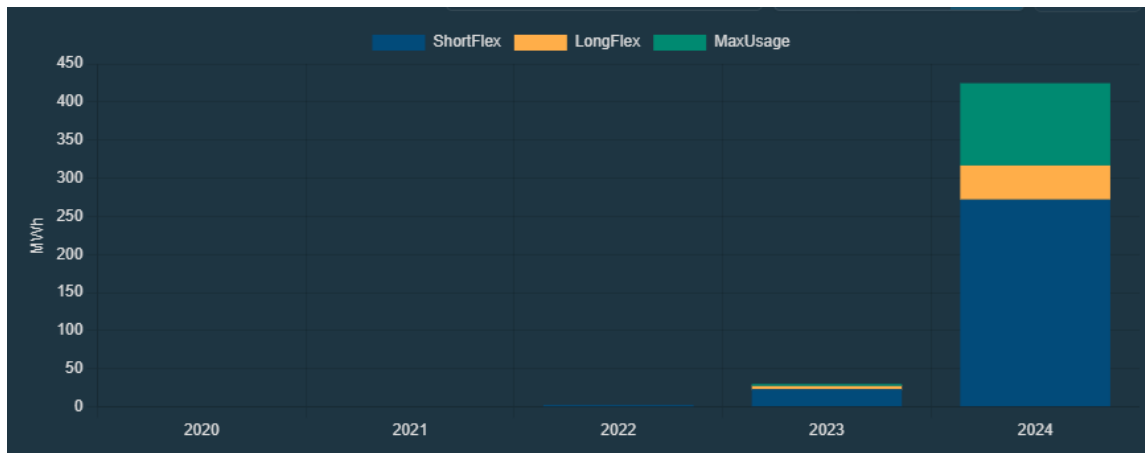


Common rules

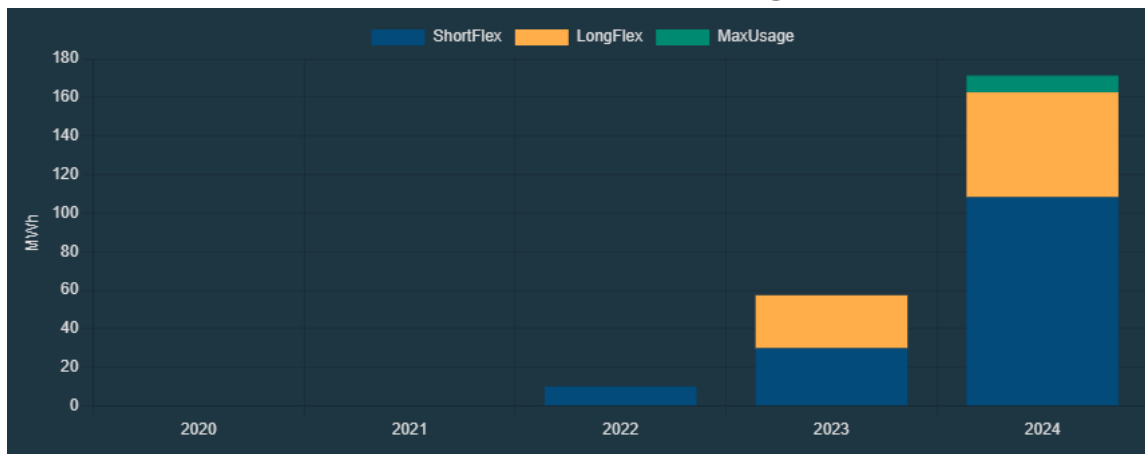


# Effekthandel Väst

## Flexköp Göteborg Energi Nät

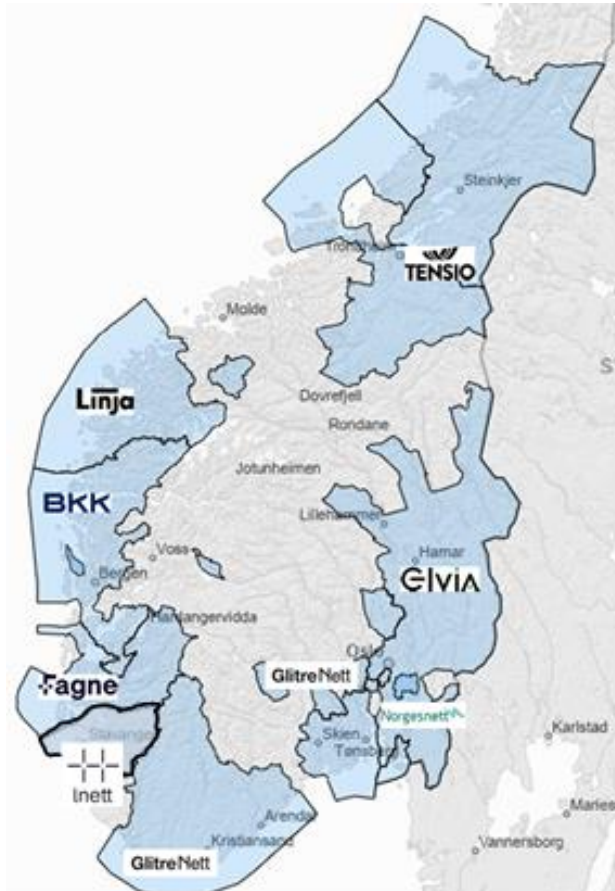


## Flexköp Mölndal Energi Nät





# ✖ Euroflex



# Euroflex



8  
DSOs

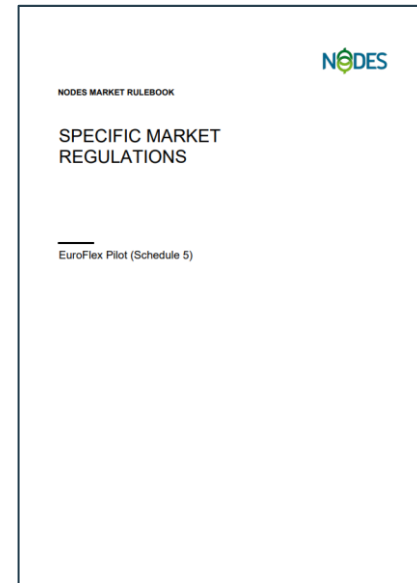
>20  
FSPs

>6300  
Assets

>14 GWh  
Reserved flex\*

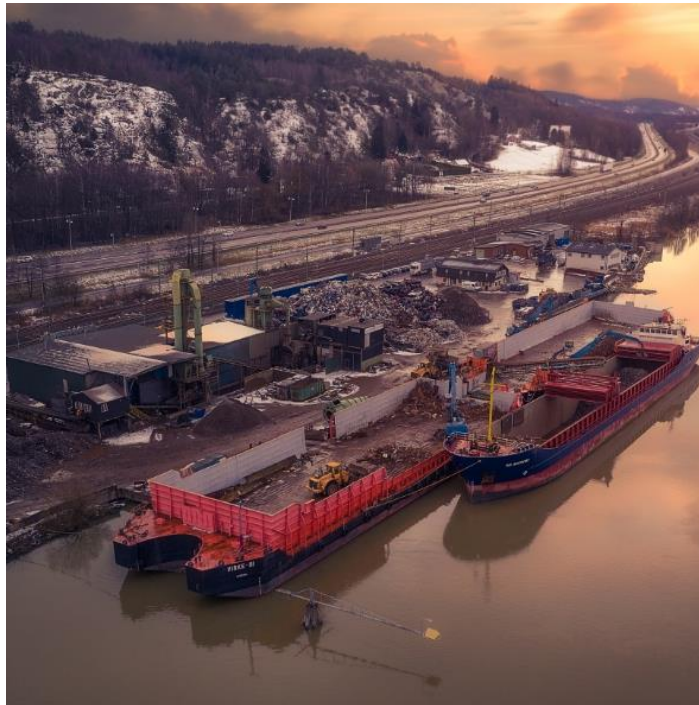
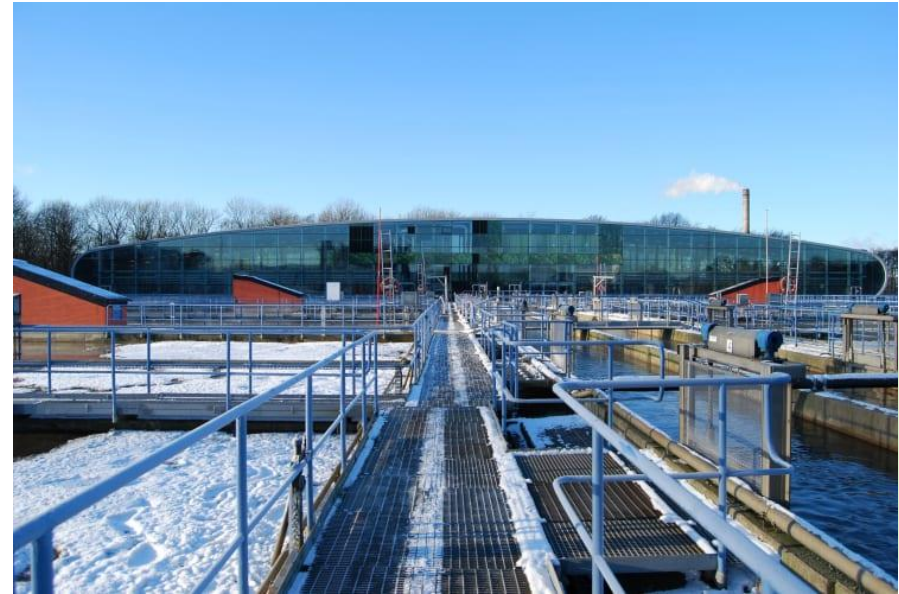
1,3 GWh  
Activated flex\*

Common rules



\*Since 2020

# Flexibility comes in many shapes and forms





# ..but recruitment takes time

DSOs should expect to work closely with their own customers

Market Operator (NODES) can recruit "cross-DSO" FSPs

Don't trust aggregators to recruit much flexibility unless prices are good

# Key learnings

- ⌘ Different assets prefer different products
- ⌘ Need a good product mix
- ⌘ Baselining is difficult
- ⌘ Flexibility recruitment takes time
- ⌘ Make participation as easy as possible
- ⌘ Start simple and «play with open cards» at first
- ⌘ Keep prices at a level where it is interesting for FSPs to participate
- ⌘ Remember that local flexibility is only a «side job» for most FSPs

# Join our markets

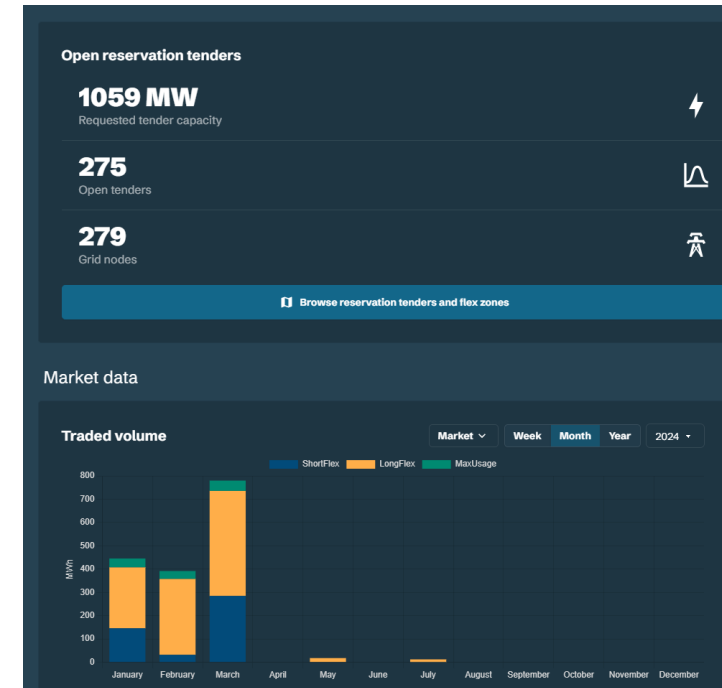
## 🕒 PM Contact:

🕒 Norway: [anders.staude@nodesmarket.com](mailto:anders.staude@nodesmarket.com)

🕒 Sweden: [sofia.eng@nodesmarket.com](mailto:sofia.eng@nodesmarket.com)

🕒 Canada: [guro.grotterud@nodesmarket.com](mailto:guro.grotterud@nodesmarket.com)

🕒 Belgium: [anders.staude@nodesmarket.com](mailto:anders.staude@nodesmarket.com)



## 🕒 Public portal, market prices and ongoing tenders:

🕒 <https://portal.nodesmarket.com/onboarding/dashboard>