Funnels

What is a funnel? For various means see https://en.wikipedia.org/wiki/Funnel and https://en.wikipedia.org/wiki/Funnel_(disambiguation).

1.1. Types of users

1.1.1. Public sector

- https://publiccode.eu/
- https://www.opengovpartnership.org/policy-area/open-contracting/
- EvoluData participates to the public tender process

1.1.2. Entreprise

- Typically a project within an enterprise department
- EvoluData has such clients.

1.1.3. Small organizations for one project

- Looking for a solution
- Usually a developers or power user is comparing solutions
- Some will like to hire Tiki consultants for extra expertise

1.1.4. Consulting firm that has many clients per year

Tiki is a great solution for diverse needs
Jean-Marc has one person he is talking to about this

1.2. Path of level of engagement

1.2.1. User/interested -> $$$ for consulting

List of consultants: https://info.tiki.org/Consultants

1.2.2. User/interested -> Contributor

Ex.: translation, bug fixing, testing etc.

1.3. Other types

1.3.1. Translators

potential volunteers

1.3.2. Content creator / community management

Want a Tiki to publish info
May need hosting and some tech support

1.4. Related

- Business Models
- Evolution of participation
- Tiki Online Open Hours