

# Funnels

What is a funnel? For various means see <https://en.wikipedia.org/wiki/Funnel> and [https://en.wikipedia.org/wiki/Funnel\\_\(disambiguation\)](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. Enterprise

- 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](#)