

# 1. Preamble

## 1.1. Agreement

### Solution Submission Form summary

The Solution Submission Form consists of six sections made up of a series of questions, with the types of information to be provided in each detailed below. Experts will assess your solution based on this information and against criteria defined by the World Alliance.



READ THE SUMMARY

### Agreement signature

By submitting my solution(s) to be assessed for the World Alliance 1,000 Efficient Solutions Portfolio, I agree to (...).

I CONFIRM MY AGREEMENT WITH THIS DECLARATION

### Expert Pool restrictions

You are given the possibility to signal some of the listed entities below if you consider there is a risk of conflict of interest, a relational issue or any reason you consider relevant. These will be excluded from the Expert Pool as a consequence. Keep in mind that each entity you blacklist, represents a number of Experts that won't be able to assess your solution, i.e. an additional time delay for your solution to undergo the whole application process.

Restriction selected



\*when online you will visualize a list of all the entities our Experts belongs to.

It is important to note that we onboard new experts every week and that we cannot guarantee that the above list is up to date. Write here the name in capital letter separated by a coma of entities (not listed above) you do not want to be assessed by specifically.

FURTHER RESTRICTIONS

Please type in

### References and sources

Please remember that, throughout all this application form and each time you are referring to or using information and data to support your argumentation, you shall mention your references and sources.

### Eligibility for the equivalence fast-track with European Innovation Council (EIC) Accelerator Pilot Phase-2 / SME Instrument Phase-2

Have you received for your solution in the past 5 years a EU Seal of Excellence of funding from the European Innovation Council (EIC) Accelerator Pilot Phase-2 / SME Instrument Phase-2? If you did, will be eligible to the fast track program of the Solar Impulse Label (...).

I CONFIRM I AM ELIGIBLE

## 2. Solution's brief

The elements inserted in this section will be used to create a one page summary of your Solution to be sent out to the Experts prior evaluation. It will help them understand they key elements of your Solution.

### 2.1. Identification

#### Name & Website

To help us identify your solution throughout the assessment process, please provide the following information.

WHAT IS THE OFFICIAL NAME OF YOUR SOLUTION?

PLEASE ENTER BELOW A LINK TO YOUR SOLUTION'S WEBSITE

HEADER IMAGE

Click to upload or drop your image here

#### Which network introduced you to the Solar Impulse's Label and the 1000 Solutions Challenge?

Please specify here if you were introduced to our process by a Network, meaning an entity providing funds, awards, support or any startup accelerator, which has access to a community of solutions.

Network selected



\*when online you will visualize a list of all the networks (multipliers) that work with Solar Impulse Foundation.

#### How would you describe your Solution in one sentence?

Information should be comprehensible to a non-expert audience (general public). For instance: "An electric propulsion technological solution for clean, quiet and safe aviation".

ONE SENTENCE DESCRIPTION

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#### What is your client buying? The Solution is a:

Natures selected



\*when online you will visualize the three key categories to select from: product, process, service.

#### Rationale: Which problem is the Solution trying to solve?

CONCEPT

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## What is the state of maturity of your Solution?

You shall select here the maturity level of your solution, at its latest developed stage. **Please note that if you do not have a prototype yet for your Solution, you cannot be eligible for obtaining the label.**

### TRL5 and below

I do not have a prototype yet, nor a proof of concept for my solution

### A - Prototype testing 1:1 in lab

Solution has been conceptualized and validated /or in improvement in an experimental environment or “laboratory” at scale 1. It corresponds to TRL 6-7.

### B - Prototype testing in the real world

Solution has been tested in its “final” version with a pilot/demonstration project in real life conditions. Its corresponds to TRL 7-8.

### C - Initial market commercialization

Solution has been commercialized in an initial market. It corresponds to TRL 9.

### D - Small scale commercialization

Solution has been commercialized in the market and started to test its scalability in real conditions with external supports and involvements.

### E - Medium and large scale commercialization

Solution is fully market ready widely commercialized with clear outcomes of its impact measurable.

Maturity selected



If you do not have a prototype at scale 1:1, you will not be eligible for the label and will be automatically rejected from the selection process. We encourage you to reapply when you have passed the equivalent of TRL 6.

## In which geographical areas the Solution is currently available (tested) or sold?

REGIONS

Regions selected

\*when online you will visualize a list of individual countries as well as continents.

## Select here the UN’s Sustainable Development Goals (SDGs) subcategories that fits best your Solution’s application.

Please try to be as precise as possible and focus on the most direct sectors of implementation of your Solution, as it will be used for matchmaking, database tools and Expert’s assignment.



CATEGORIES

Sectors in Clean water and sanitation

Sectors in Affordable and clean energy

Sectors in Industry, innovation and infrastructure

Sectors in Sustainable cities and communities

Sectors in Responsible consumption and production



\*when online you will visualize a list of sub-categories for each SDG domain.

## 2.2. Media

### Videos (optional)

Please provide a video presentation of your Solution (optional). You shall give a link/URL of this video.

VIDEO 1

VIDEO 2

### Photos

Please send 3 pictures in print quality (up to 10 MB per picture) which documents your solution well. Preferred file format .jpg or .png.

PICTURE 1

Select file for upload	BROWSE
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PICTURE 2

Select file for upload	BROWSE
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PICTURE 3

Select file for upload	BROWSE
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### 3. Feasibility

The aim of this Section is to allow the Experts to clearly picture, and therefore understand the nature of the Solution being described, what it does, and how it works. You must include qualitative and quantitative information that can be described precisely and measurably.

#### 3.1. Business opportunity & strengths

**What are the characteristics of your business opportunity?**

- Who are your targeted customers?
- Who are your direct competitors?

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#### 3.2. Solution's technical description

**Provide information on operation, function, and use of your Solution.**

- Please include elements on how you can technically deliver your solution at scale to your clients.
- If available please include links from relevant patent and trademark offices.

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#### 3.3. Specifics

**Provide a technical description of the Solution, please include details on the followings:**

- For physical products: dimensions, material and components, durability and lifetime.
- For digital products: nature of data (public, private), type of software, dependence on license.
- For financial products: minimum input, transparency metrics, audit system.
- For processes: details of the process, info on maintenance and performance, modification needed.
- For services: software information, payment partner, reliance on additional tools.

Please attach any available technical drawings, sketches, schemas, that could further illustrate the Solution (highly recommended).

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### 3.4. Supply chain

#### Where in the supply chain do you fit?

- What is the whole supply chain your Solution belongs to?
- What is your place in this chain, and how are you dependent on other entities in the chain?
- What will affect your supply chain in the future?

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### 3.5. Technical limitations & areas of improvement

If the Solution maturity is below TRL 9 (commercialization stage), please detail further the technical constraint(s) or challenge(s) that still need to be overcome in order to achieve commercialization.

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## 4. Environmental Impact

### 4.1. Case study

#### What would be one representative example of use of your Solution?

Please clearly outline (1) who is the client (purchaser of the Solution), (2) a specific geographical location in which the solution was implemented; (3) the basic design of the study (including relevant key figures/metrics), and (4) the impact of the project.

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### 4.2. Mainstream alternative

In order to highlight the environmental and economic benefit(s) of the Solution it is necessary to define a mainstream alternative. While there is a wide range of products, processes, and services which could be considered an alternative to the Solution presented, we kindly ask you to focus on one which is relevant and realistic.

**IMPORTANT:** A poor selection (e.g. worst-case scenario) will impact the assessment of your Solution. Please notice that the Solution Submission Form (application) will be evaluated by Experts in the field, who might challenge (or penalize) the poor choice of mainstream alternative.

**Define the unbranded mainstream alternative to the Solution which currently serves a large share of the market (at least 40%) in the same geographical context. Please make sure this is in line with what you have described in the section above (case study).**

It can be:

- The main global competitor (For a leisure solar-powered boat, the mainstream alternative is a classic gasoline motorized boat);
- A completely different action (For a carpooling app, mainstream alternative is using one's personal car instead of looking for a carpool);
- Doing Nothing (For services or measuring Solution, it can be doing or having nothing; if your solution removes plastic from oceans, the mainstream alternative is removing nothing).

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### 4.3. Environmental benefits

Have you done a Life-Cycle Assessment?

 No

- IF YES, please upload below your Life-Cycle Assessment documents.
- IF NO, (a Life-Cycle Assessment is not available yet) we still need to understand the Environmental impact of this Solution compared to the mainstream alternative described above. Therefore, please fill in the details in the simplified LCA attached.

**In both cases, use this space to further elaborate the quantitative data provided:**

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**Please highlight any other additional environmental benefits of the Solution compared to the mainstream alternative (optional).**

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## 5. Profitability

### 5.1. Financing

What type of financial resources do you rely on?

- PUBLIC FINANCING
- PRIVATE FINANCING
- OTHER FINANCING

How is the construction or setup of your Solution funded at present (CAPEX: equity, bank financing, loans, grants...)?

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### 5.2. Human assets

How has the size of your team grown in the past years?

Exemplify your answer: how many people did you start with, and per year with how many do you grow?

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### 5.3. Current profitability

Is your solution already commercialised profitably ?

 No

IF YES, please indicate the year in which profitability was achieved and the volume in units sold in that year, as well as the volume in units sold in the current year.

If your solution is not profitable yet, please write: "not relevant" in the field and go to next question.

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**If profitable, please indicate the purchase price of your Solution, then describe the factors that will sustain sales volume at a profitable level.**

If your solution is not profitable yet, please write: "not relevant" in the field and go to next question.

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#### 5.4. Forecasted profitability

**What is your plan to achieve the breakeven sales volume? Please also indicate any regulatory or legal barrier preventing today the commercial development of the Solution.**

Include assumptions about:

- Total costs to deliver one unit to a client;
- Sales prices per unit;
- Manufacturing CAPEX and OPEX;

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**What is the forecasted breakeven sale (indicate: time, volume and currency) for your Solution?**

When do you expect to achieve breakeven point? Give a date (year).

BREAKEVEN TIME

\*when online you will visualize a date in the format YYYY.

BREAKEVEN REVENUE (IN EUR)

\*when online you will be able to select the volume in a numeric format.

**Please provide details about the market analysis in the context of your business plan.**

In particular include information about: (1) Total Addressable Market (the largest possible market); (2) Served Available Market (the proportion of that market that fits you); (3) Target Market (the proportion of that market that you seek to reach).

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### 5.5. Client's economic incentive

What is the financial impact of your Solution for your client compared to the mainstream alternative? Please indicate: Sales price, Use cost over lifetime, and Payback time.

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### Is your Solution providing hidden benefits / added value for society that would translate into quantifiable savings? (optional)

Please indicate here if your Solution has a positive impact on society and how it can translate into savings. For instance, public health savings if your solution improves air quality.

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### 5.6. Needs

How can Solar Impulse support you?

NEEDS

Needs selected 

\*when online you will be able to select among the following options: Create new partnerships, Enhance credibility/recognition, meet potential new clients, Network with other cleantech innovators, provide investment opportunities, Strengthen visibility/communication, Support through political lobbying, Other.

### Provide details if necessary

What support would you require from external stakeholders - investors, public authorities, companies, Experts - to reach your goal?

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## 6. Profile fact sheet (Public)

### 6.1. Solution

This section is destined to collect information which will serve as a basis to create your Solution's profile page on the Solar Impulse website. This page will present your solution to the World Alliance network, as well as governments, institutions, the media and the general public. Please do not use the word "we" but keep the sentences impersonal. The answers should not be written in the style of a marketing pitch, but rather in a factual and informative manner. [Example of profile page](#).

#### Solution's description

This field must summarize the challenges overcome by your Solution, the way your Solution tackles them and the technical features allowing it to do so.

PUBLIC SHORT DESCRIPTION

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#### Market application

You should summarize here the application scenario and business opportunity of your Solution.

SUMMARY MARKET DESCRIPTION

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#### Clients

CLIENTS

Clients selected



\*when online you will be able to select among the following options: B2B, B2C, B2Cities, B2G, Other.

### 6.2. Impact

#### Environmental benefits

You should summarize here your positive impacts in % compared to the mainstream alternative or qualitatively on:

- The quantity of CO<sub>2</sub> emitted in the atmosphere;
- The quantity of energy used;
- The quantity of non-renewable resources used or used without recycling;
- The quantity of water used;
- Human health (particles, direct toxic compounds exposure...);
- The state of natural ecosystems.

PUBLIC ENVIRONMENTAL IMPACT

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### Economic benefits

You should summarize here the economic benefits in the short or long-term, compared to the mainstream alternative:

- Payback time in years for your client
- Savings made in % compared to the reference for a client using your solution
- Economic incentive (value for money) for the client or society which is not directly related to savings

PUBLIC ECONOMIC IMPACT

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## 6.3. Looking for

### How can Solar Impulse support you?

Please select from the list what you would like to get from the label and the World Alliance network.

NEEDS

Needs selected ▾

\*when online you will be able to select among the following options: Credibility, Funding, Network, New clients, Partners, Visibility.

### Provide details if necessary

PUBLIC LOOKING FOR

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