by SOLARIMPULSE FOUNDATION



CRITERIA TO EVALUATE

The assessment will be carried on through 3 different criteria (Detailed in the following pages):

- 1. TECHNOLOGICAL FEASIBILITY
- 2. ENVIRONMENTAL AND SOCIO-ECONOMIC BENEFITS
- 3. ECONOMIC PROFITABILITY

For each of the three criteria, several subquestions are asked to guide your answer. For each sub-question, you have to answer YES or NO and justify it with 250 minimum characters. Then, a rating between 1 and 4 is required per criterion. This rating should reflect your answers to the sub-questions. If you wish, you may provide advice or additional feedback to the innovator in a dedicated text box. The information in the last text box will not be taken into account for the assessment, but will be seen as extra feedback given to the innovator.

1. TECHNOLOGICAL FEASIBILITY



DEFINITION

This criterion captures the ability of the solution to be credible (based on a resilient technology or concept) and captures if the solution is already, or has the potential to be, scaled up and deployed in the real world (vs. in a laboratory environment) without adding constraints to the final user.



SUB-QUESTIONS

- Credibility of design: Can the technology/concept behind the solution be constructed and operated as designed?
- Scalability: Is the procurement of goods and services, manufacturing (if a product) or distribution (if a service) of the solution at scale technically feasible?
- User-friendliness: Is the effort required to install and operate this solution commensurate with its benefit to the user?

2. ENVIRONMENTAL AND SOCIO-ECONOMIC BENEFITS



DEFINITION

This criterion captures the solution's potential to enable at least:

One direct positive impact on the environment – referring to the scope of the following elements: energy use, CO2 emissions, water use, materials used, air quality, ecosystem preservation. The type(s) of impact(s) presented should be relevant to the application sector of the solution.



A direct economic benefit – considered in the form of Return On Investment to its final user, or any stakeholder that could benefit directly from the application of the solution.

Or

An indirect economic benefit that encompasses hidden economic or social gains for society. With acceptable side effects during the full lifecycle of the solution



SUB-QUESTIONS

- Solution's lifecycle: Has the innovator accounted for positive and negative tangential impact to the environment over the entire lifecycle of this solution?
- ▶ Environmental benefits: Can the solution deliver the stated incremental environmental benefit versus the reference case?
- User's economic benefits: Can the solution deliver the stated financial savings to its customer buying the solution versus the reference case?
- ▶ Social benefits: Can the solution deliver the stated social benefit versus the reference case?

3. ECONOMIC PROFITABILITY



DEFINITION

This criterion captures the capacity of a solution OR the potential of a currently non-profitable solution to generate profits within the coming 5 years, regarding its business model, its positioning toward its competition and innovativeness of the idea and the resources and experience of the team.

IMPORTANT

The evaluation of this criterion should consider and analyze the regulatory constraints/external hurdles that could be overcome with the help of the World Alliance (e.g.: lack of deployment partnerships of investments, regulatory constraints or competition that could be modified/unbalanced by institutional efforts). Since the main goal is to bring solutions to relevant partners, investors and institutions, the experts should not penalize the score of the solution because it might face regulatory challenges but still develop in the comment what could be those challenges.



SUB-QUESTION (IF PROFITABLE)

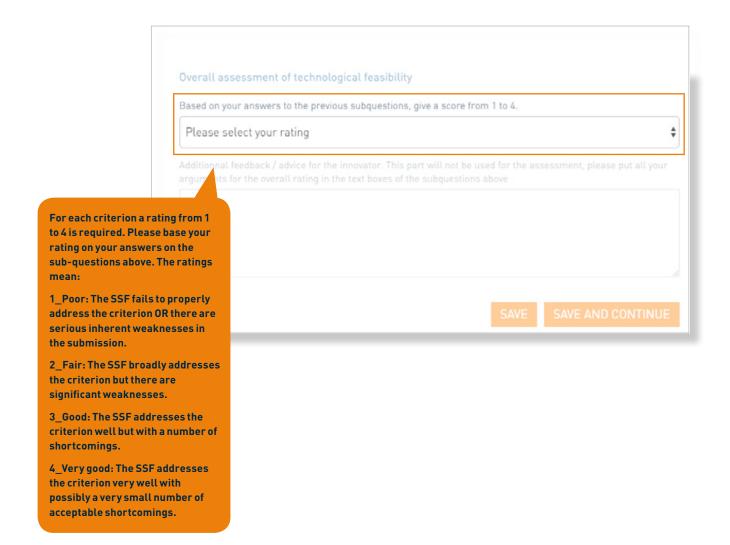
Are you convinced that the solution is profitable, given the information provided in section 4. Economic Profitability and other sections of the submission form?

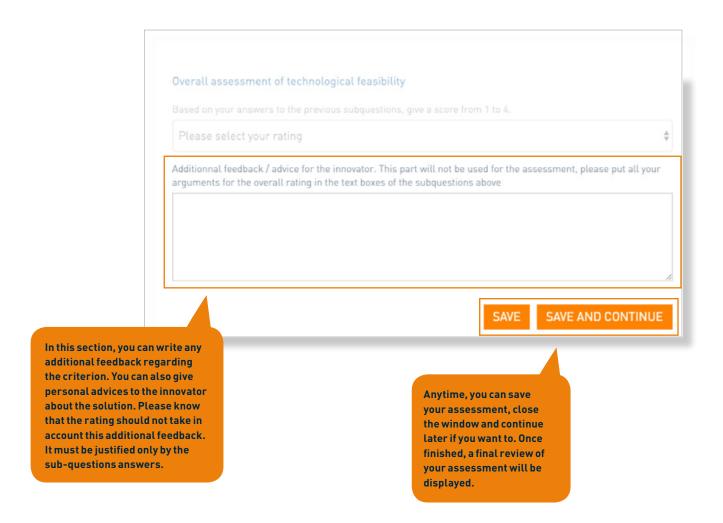
SUB-QUESTION (IF NOT PROFITABLE)

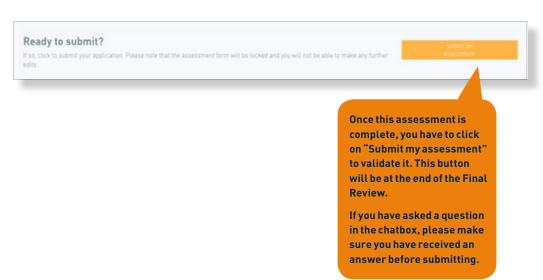
- Revenue: In reference to the breakeven quantity and date, has the innovator sufficiently defined a marketing, sales (are there clients) including pricing and distribution (access to clients) model?
- Costs: In reference to the breakeven quantity and date, has the innovator sufficiently accounted for manufacturing capex and operating costs?
- Internal threats: In reference to the breakeven quantity and date, does the team have the necessary skills and resources (patents and network) to achieve their goals?
- ▶ External threats: In reference to breakeven quantity and date, has the innovator sufficiently accounted for the external hurdles and compensations (such as social, regulatory, market)?

Solution Assessment Form Please tick this box if you feel you don't have enough expertise to answer the **Technological Feasibility** questions below with I don't have enough expertise to answer the questions below. This means that you confidence. can skip the assessment of this criterion, and $\underline{\mathsf{continue}}$ to the next criterion There is information missing in the submission form of the innovator in order to be able to answer the questions. Please click on "open chatbox with the innovator here" Please tick this box if the to ask the innovator for the missing information innovator's solution form OPEN CHATBOX WITH THE INNOVATOR HERE lacks information needed for me to give a YES or NO Credibility of design: Can the technology/concept behind the solution be nstructed and operated as answer to the questions designed? below with confidence. Either if you ticked the second No Please untick this box if you box or have questions for the have received satisfactory innovator, this button opens answers from the chat with the chatbox which is an instant the innovator. messaging interface to discuss with the innovator. Scalability: Is the procurement of goods and services, manufacturing (About the chatbox: service) of the solution at scale technically feasible? _It's anonymous: both experts and innovator have their identity No hidden. Wait for the answer: once you have asked your question, wait for the answer to submit your assessment. We encourage our innovators to answer within User-friendliness: Is the effort required to install and operate this solu benefit to the user? If you have doubts and need more No information from the innovator, please ask your questions to the innovator in the chatbox. Please wait for an answer from the innovator before submitting vour assessment the SIF team Overall assessment of technological feasibility collaborates with the innovator for a rapid reply. If you do not have time to wait for an answer from the innovator, then please raise your questions in the chatbox and another expert will continue to rate this criterion.

		pertise to answer the questions below. This me	
	can skip the assessm	ent of this criterion, and continue to the next cri	terion
	able to answer the qu	nissing in the submission form of the innovator estions. Please click on "open chatbox with the r the missing information	
	OPEN CI	ATBOX WITH THE INNOVATOR HERE	
	Solution's lifecycle: Has the innova environment this solution over the	or accounted for positive and negative tangenticentire lifecycle of the solution?	al impact to the
		Yes No	
	Environmental benefits: Can the s versus the reference case?	lution deliver the stated incremental environme	ental benefit
		Yes No	
		For each sub-canswer needs	-
	User's economic benefits: Can the solution versus the reference case	solution deliver financial saving here.	
		Yes No	
	Social benefits: Can the solution d	liver the stated social benefit versus the referer	nce case?
		Yes No	
	Your Justification (min. 250 char.)		
	overall assessment of environmen		
	sed on your answers to the previous subquestions, give		
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HOW WE USE THE RATINGS

The assessment/ratings you submit will serve as a basis for the attribution of the Solar Impulse "Efficient Solution" label by the World Alliance Selection Group (WASG) to this solution.

At the same time, another expert has been assigned the same solution, and will make a similar assessment. The final outcome comes from your both assessments. For the following information, T.F. (Technological Feasibility) defines the average between your rating and the other expert's rating for the first criterion, E.B. (Environmental & socio-economic Benefit) defines the average for the second criterion, and E.P. (Economic Profitability) defines the average for the third criterion.

To receive the label, a solution must verify the following properties:

For the criteria

TECHNOLOGICAL FEASIBILITY (T.F.) AND ENVIRONMENTAL & SOCIO-ECONOMIC BENEFITS(E.B.)

Impact score must = T.F. + E.B

Impact score must be ≥ 3

For the criterion

ECONOMIC PROFITABILITY (E.P.)

Score must be ≥ 3

or

Belonging to {2,3}

In this case, it must be supported with comments presenting external limits (inflexible regulations, weak government incentives...) as the cause of a low score, and no significant limits related to the business model and competencies of the Member.

You will receive news from outcome of solutions you contributed to evaluate.