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# 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 detail 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 belong 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

You can leverage your EIC Accelerator Phase II Program Award (Grant Agreement or Seal of Excellence) to obtain the Solar Impulse Efficient Solution Label through a fast-track application. Details and conditions are explained [here](#).

☐

I CONFIRM I AM ELIGIBLE

## 2. Solution's brief

### 2.1. Identification



#### Public Information

The elements inserted in this section are public and will be used to create your Solution's profile page on the Solar Impulse website.

#### 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 (THIS CANNOT BE THE SAME AS THE COMPANY NAME)?

PLEASE ENTER BELOW A LINK TO YOUR SOLUTION'S WEBSITE.

Please use the [Guidelines for the photo standards](#) for the image uploads.

HEADER IMAGE (MIN. 500x333)

Please make sure both header image and landscape image are the same!

Click to upload or drop your image here

LANDSCAPE IMAGE (MIN. 1500x500)

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, in simple terms?

Information must be comprehensible to a non-expert audience (general public).

- The structure of the sentence should be: **what** (what the solution is) + **how/technology** (how it works or what technology underpins it) + **function/problem solved** (what purpose the Solution has) + **where/for whom** (in what context or for which customer)
- It should ideally be 90 characters (min. 70 max. 120)
- Example: "A heat exchanger using solar power to (pre)heat domestic water in buildings"

ONE SENTENCE DESCRIPTION

0/120

## 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, in simple terms?

Information must be comprehensible to a non-expert audience (general public).

CONCEPT

0/2000

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

### 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 fit 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



### Public Information

The elements inserted in this section are public and will be used to create your Solution's profile page on the Solar Impulse website.

### Videos (recommended)

Once labeled, this video will be used to create your Solution's profile page on the Solar Impulse website, the video must be:

- About the Solution NOT the company;
- High quality and professional (no home-made);
- From a public domain (e.g. youtube link);
- In English or with English subtitles.

VIDEO 1

VIDEO 2

### Photos (compulsory)

Once labeled, these pictures will be used to create your Solution's profile page on the Solar Impulse website, photos must be:

- About the Solution NOT the company;
- High quality and professional (no home-made);
- Print quality (up to 10 MB per picture);
- .jpg or .png.

PICTURE 1

Select file for upload	BROWSE
------------------------	--------

PICTURE 2

Select file for upload	BROWSE
------------------------	--------

PICTURE 3

Select file for upload	BROWSE
------------------------	--------

## 3. Feasibility

### 3.1. Business environment



Information not shared publicly, to be used for Expert's evaluation only

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.

**What are the characteristics of your business environment? Please identify:**

- Market gap: what is the potential market for the Solution?
- Potential sales: who are your targeted customers?
- Competitiveness: Who are your direct competitors and what are your advantages over them?
- Impact: What is the potential (or actual) impact on multiple sectors/markets?

BUSINESS ENVIRONMENT

0/2000

### 3.2. Solution's technical description



Information not shared publicly, to be used for Expert's evaluation only

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.

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

- Does the Solution meet its stated purpose and functionality as designed? How?
- How it works for the intended customer/user?
- If available please include a graphic depicting the Solution and links from relevant patents.

SOLUTION IN DETAIL

0/4000

### 3.3. Solution's properties and characteristics



Information not shared publicly, to be used for Expert's evaluation only

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.

#### Provide a detailed description of the Solution's key features, such as:

- 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.

SOLUTION'S DETAILS

0/2000

### 3.4. Scalability and deployment



Information not shared publicly, to be used for Expert's evaluation only

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.

#### How can the Solution be scaled up and deployed in its intended operational environment? Please provide details on its supply chain and:

- Availability of inputs or raw materials and their quality and prices (supply chain);
- Location and reliability of the suppliers;
- Efficiency factors that can have a positive impact on productivity (economy of scale);
- Distribution and maintenance strategy (for products) and data storage (for software);

SCALABILITY

0/2000

### 3.5. Technical limitations & areas of improvement



Information not shared publicly, to be used for Expert's evaluation only

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.

**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.**

- What are processes which have the biggest impact on the Solution's quality and performance?
- Does the team possess the technical resources needed to ensure the Solution's deployment?

WEAKNESSES

0/2000



## 4. Environmental Impact



Information not shared publicly, to be used for Expert's evaluation only

### 4.1. SEI

**In this section we kindly ask you to fill in the Solution Environmental Impact (SEI) form**

The aim of this document is to provide a preliminary screening tool to evaluate the environmental impact of your Solution compared to its Mainstream Alternative.

Please proceed by downloading the excel document below, completing all the tabs (following the user guide and examples provided), and uploading it in the section at the bottom of this page (attachments).



**SEI TEMPLATE**

Download XLSX - 2.50 Mo

While a Life Cycle Assessment (LCA) is not a strict requirement, information can be used to speed up the completion of the SEI, therefore upload any additional information below.


Support documents: You will find a guide to help you fill the SEI [here](#), as well as a few examples below which you can use as a basis to build your SEI form.

[SEI Example Software](#) and [SEI Example Product](#)

\*Please notice: the final result (Relative CO2eq Savings) obtained in the 06.Recap table sheet of the SEI will be used in the Solution public page.

## 5. Profitability

### 5.1. Financing

 Information not shared publicly, to be used for Expert's evaluation only

**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...)?**

HUMAN ASSETS

0/2000

### 5.2. Human assets

 Information not shared publicly, to be used for Expert's evaluation only


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

- How many people did you start with, and per year with how many do you grow?
- Provide details of your intangible asset/intellectual human capital (e.g.know how, skillsets, competencies) and how do you plan to maintain it?

HUMAN ASSETS

0/3000

### 5.3. Current profitability

 Information not shared publicly, to be used for Expert's evaluation only

### Is your solution already commercialized profitably?

☐ No

**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.**

PROFITABILITY YEAR AND VOLUME

0/4000

*If the Solution is commercialized profitably (you have responded “Yes” to the previous question) please fill in this part. If you have selected “No” you will be prompted to the next section - Forecasted Profitability*

**Please indicate the purchase price of your Solution, then describe the factors that will sustain sales volume at a profitable level. In addition, please provide your yearly revenues and costs estimations for the next 5 years.**

PURCHASE PRICE

0/6000

*If the Solution is commercialized profitably (you have responded “Yes” to the previous question) please fill in this part and ignore the next section -5.4 Forecasted Profitability  
. If you have selected “No” you will be prompted to the next section -5.4 Forecasted Profitability*

### 5.4. Forecasted profitability



Information not shared publicly, to be used for Expert's evaluation only

**What is your plan to achieve the breakeven sales volume? Please provide your yearly expected revenues and costs for the next 5 years and explain your strategy. Also, please 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;

PLAN TO ACHIEVE PROFITABILITY

0/1000

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

BREAKEVEN TIME

Time selected 

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

BREAKEVEN REVENUE (IN EUR)

Volume selected 

\*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. Please specify:**

- Total Addressable Market (the largest possible market);
- Served Available Market (the proportion of that market that fits you);
- Target Market (the proportion of that market that you seek to reach);

MARKET INFO

0/6000

## 5.5. Client's economic incentive



Information not shared publicly, to be used for Expert's evaluation only

**What is the financial impact of your Solution for your client compared to the mainstream alternative? Must indicate:**

- Sales price (price range or ratio);
- Use cost over lifetime;
- Payback time or ROI for the client;

ECONOMIC

0/2000

**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.

SOCIAL

0/2000

## 6. The Solutions Explorer

### 6.1. Solution



#### Your Solution's Public Page

This section will be used to create your Solution's profile page on the Solar Impulse website. It must be clear and understandable by the general audience (see example [here](#)).

**IMPORTANT:** A poor level of information in this section will impact the time needed to publish your Solution on the website, its addition to the Solution Explorer, as well as your access to further opportunities.

#### In simple words, what is the Solution about? How does it work?

For example: « The Solution aims at providing a sustainable, profitable, and ecologically healthy option to traditional farming for small, medium, and large food retailers. This Solution relies on indoor farming techniques and controlled environment agriculture technology, to improve plant development stages, growth, and health (..) »

PUBLIC SHORT DESCRIPTION

0/1000

#### Please include 2 key technical facts about the Solution expressed in numbers.

For example: 250 kg product/metric ton can retain up to 75000 L of water, 3000% more effective than sawdust, 20 times stronger than PP).

KEY TECHNICAL FACT 1

0/300

KEY TECHNICAL FACT 2

0/300

KEY TECHNICAL FACT 3 (OPTIONAL)

0/300

#### Clients

CLIENTS

Clients selected



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

## 6.2. Impact



### Your Solution's Public Page

This section will be used to create your Solution's profile page on the Solar Impulse website. It must be clear and understandable by the general audience (see example [here](#)).

### Please include 2 key environmental benefits about the Solution expressed in numbers.

For example: 70% reduction of CO2 emission, 90% recycled, 20% degradation in 2 weeks

KEY ENVIRONMENTAL BENEFIT 1

0/400

KEY ENVIRONMENTAL BENEFIT 2

0/400

KEY ENVIRONMENTAL BENEFIT 3 (OPTIONAL)

0/400

### Please include 2 key economic benefits about the Solution expressed in numbers.

For example less than 3 years payback time, 20% cheaper than mainstream alternative, 2700 euro savings/year.

KEY ECONOMIC BENEFIT 1

0/200

KEY ECONOMIC BENEFIT 2

0/200

KEY ECONOMIC BENEFIT 3 (OPTIONAL)

0/200

## 6.3. Looking for

### Your Solution's Public Page

This section will be used to create your Solution's profile page on the Solar Impulse website. It must be clear and understandable by the general audience (see example [here](#)).

## 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.

## 6.4. Your Solution page

### Your Solution's Public Page

This section will be used to create your Solution's profile page on the Solar Impulse website. It must be clear and understandable by the general audience (see example [here](#)).

*In this section a preview of your Solution's Public page is available. If needed, please adapt your submission so that the Solution's profile page looks complete for the general public and is in accordance with our standards.*