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# 1. Preamble

## 1.1. Agreement

### Solution Submission Form summary

Your application, The Solution Submission Form, contains:

- Two Sections “Solution’s brief” and “The 1000 Solutions portfolio – Your Solution’s public page” where information will be shared publicly and used to create communication material.
- Three Sections “Feasibility”, “Environmental Impact” and “Profitability” where information are not shared publicly, and will be used for Expert’s evaluation only.

 [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 the electronic processing of the elements presented in my Solution Submission Form, the sharing of these elements with the World Alliance for Efficient Solutions’ experts network, and the publication of all elements indicated as “Public”. I understand and hereby agree that all information that I elect to disclose to the World Alliance for Efficient Solutions (...).

I CONFIRM MY AGREEMENT WITH THIS DECLARATION

### Expert Pool restrictions

Experts who belong to your company will be automatically ruled out of the pool of Experts who can assess this Solution. In addition, please select from the list below any additional entity that you wish to exclude (considering that severe restrictions can cause delays in the process).

Restriction selected 

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

If not included in the list, please type below additional entities (in capital letters separated by a comma) that you wish to exclude.

FURTHER RESTRICTIONS (IF NOT INCLUDED IN PREVIOUS LIST).

Please type in

### Equivalence - Are you an awardee of the H2020 SMEII /EIC Accelerator Phase II programme?

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 TO THE EQUIVALENCE

## 2. Solution's brief – 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.

### 2.1. Identification

#### Name & Website

WHAT IS THE OFFICIAL NAME OF YOUR SOLUTION?

This cannot not be the same as the company name

PLEASE ENTER BELOW A LINK TO YOUR SOLUTION'S WEBSITE

SOLUTION'S 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, in simple terms?

Information must 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

0/150

#### 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 fits best your Solution's application (ideally up to a maximum of five).

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 (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);
- 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 – 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 technical 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 environment

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

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

0/2000

#### 3.2. Solution’s technical description

**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 schematics, blueprints, or technical drawings and links from patents.

0/4000

#### 3.3. Solution’s properties and characteristics

**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.

0/4000

### 3.4. Scalability, deployment, and supply chain

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 control of the value chain;
- Efficiency factors that can have a positive impact on productivity (economy of scale);
- Distribution and maintenance strategy (for products) and data storage (for software);

0/2000

### 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.

- 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?

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If the Solution is above TRL9 (you have selected option « D » or « E » in the previous question - Maturity Stage) you will be prompted to the next section.

## 4. Environmental Impact - Information not shared publicly, to be used for Expert's evaluation only.

### 4.1. Case study

What would be one representative example of use of your Solution? Please clearly outline:

- Who is the client (purchaser of the Solution);
- A specific geographical location in which the solution was implemented;
- The basic design of the study (including relevant key figures/metrics);
- The impact of the project;

0/2000

### 4.2. 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 that 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.**

It can be:

- For a Solution that “grows lettuce via aeroponic system” a realistic mainstream alternative would be “field-grown lettuce”;
- For a Solution that “stops plastic from entering in the ocean” a realistic mainstream alternative would be “no action”;
- For a solution that “enables a more sustainable mobility” a realistic mainstream alternative would be “the current means of transport widely used”.

0/1000

### 4.3. Environmental benefits

Have you done a Life-Cycle Assessment?

 No



You must complete and upload the simplified LCA below :



**SIMPLIFIED LCA**  
Download DOCX - 0.18 Mo

\* if you have done a Life-Cycle Assessment ((you have responded "Yes" to the previous question) you will be asked to upload your document.

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

0/1000

## 5. Profitability - Information not shared publicly, to be used for Expert's evaluation only.

### 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...)?

0/2000

### 5.2. Human assets

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, competences) and how do you plan to maintain it?

0/3000

### 5.3. Current profitability

Is your solution already commercialised 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.

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.

0/6000

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*.

#### 5.4. Forecasted profitability

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

Include assumptions about:

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

0/1000

When do you expect to achieve the 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).

0/6000

## 5.5. Client's economic incentive

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.

0/6000

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 (unintended) impact on society and how it can translate into savings. For instance, public health savings if your solution improves air quality.

0/2000

## 6. The 1000 Solutions portfolio – 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 general audience (see example [here](#)).

### 6.1. Solution

**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 1000 Solution portfolio, 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 saw dust, 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

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

0/300

KEY ENVIRONMENTAL BENEFIT 2

0/300

KEY ENVIRONMENTAL BENEFIT 3 (OPTIONAL)

0/300

### 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

0/300

KEY ECONOMIC BENEFIT 2

0/300

KEY ECONOMIC BENEFIT 3 (OPTIONAL)

0/300

## 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.

## Attachments

You can provide additional/complementary information in this section. Please notice that attachment must be:

- In PDF or JPG format;
- In English;
- Of reasonable length (maximum 5-10 pages);
- Readable (font size: must be 11 points or larger);
- Named with a descriptive/clear filename (50 characters or less);
- Useful/relevant to the key elements of the question;

If the attachments are used to complement your answer, you must refer to it clearly in your answer, for instance indicating: « (...)The system relies on the latest technologies applying smart-light, smart-nutrition, and smart-pest-management (more info can be found in the attachment: Plant-Macronutrients.pdf ; page 5-7) »

After uploading a new document, you must select (tick) the one relevant to this specific section.

Upload a new file...

BROWSE