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|  **American-Made Solar Prize**  **Software Track** **SUBMISSION FOR READY!**  |
| **PROJECT NAME**Software Innovation tagline (e.g., your mission in a few words)*Keyword tags* **TEAM** Names, geographic locations, contact info, and LinkedIn profiles**PARTNERS AND AMERICAN-MADE NETWORK**Key project partners and organizations (if any)The Connectors that significantly helped you advance your solution and the major items they helped with (if applicable) **CONSIDER US FOR THE JEDI CONTEST (delete or keep)** |

Link to your video

**1**

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Made Solar Prize Official

Rules



#### *Online Video: 90-second video (public)*

*Post your publicly accessible video online (e.g. YouTube, Vimeo). Be creative and produce a video that conveys the required information in exciting and interesting ways, but do not focus on time-consuming activities that only improve production values (i.e., technical elements such as décor, lighting, and cinematic techniques). Assistance from others with experience in this area may be helpful. Members of the American-Made Network may be able to help you with creating your video.*

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| **Online public video – *What is your innovation in 90 seconds?*** |
| **Suggested content you provide*** The real-world, unsolved problem you are solving.
* Your solution and why it is transformational.
* Who you are and why you have a competitive edge.
* [Optional, for JEDI Contest consideration] Describe the specific JEDI barriers that your solution addresses and why you will be successful.
 | **Judges score each statement on a 1-6 scale** * The video explains a compelling real-world problem.
* The video describes a unique innovation that is implementable within the next two years.
* The video shows a diverse, knowledgeable, and skillful team.
* [Optional, for JEDI Contest consideration] The video describes a compelling solution to stated JEDI barrier(s).
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#### *COVER PAGE*

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| **Cover Page – *List basic information about your submission.*****Template[[1]](#footnote-1):**  |
| * Project name
* Software innovation tagline (e.g., your mission in a few words)
* Link to your 90-second video online
* Key project members (names, contacts, and links to their LinkedIn profiles)
* Keywords that best describe your solution (e.g., financing, grid integration, machine learning)
* Your city, state, and nine-digit zip code
* The partner(s), affiliate(s), and Connector(s) that significantly helped you advance your solution and the major items they helped with (if applicable)
* Whether you would like to be considered for the JEDI Contest.
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#### *Four Question Written Narrative*

*Answer each of the following four questions:*

1. ***Problem*** *- What is the problem and why is solving it important?*
2. ***Solution*** *- What is your solution and why will it be successful?*
3. ***Accomplishments and Team*** *- What have you done to date and what qualities give you a competitive edge?*
4. ***Plan*** *– What is your plan to achieve your goals?*

*For convenience, these questions are provided in the headings of the tables on pages 4-7 along with suggested content (and corresponding judging statements) to help guide your responses. You decide where to focus your answers.*

*The individual answers to the four questions do not have a word limit, however, the* ***aggregate response to these four questions must not exceed 2,500 words,*** **or 3,000 words if you opted in for JEDI Contest consideration** *not including captions, figures/graphs, or references. You may also include up to five supporting images, figures, or graphs. The judges will score the questions based on the content you have provided.* ***Responses should not be entered into the existing table format for each question*** *(Question tables may be deleted prior to submission).*

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| **Question 1: *Problem –*** ***What is the problem and why is solving it important?*** |
| **Suggested content you provide*** Describe the problem, quantify its significance with metrics, and explain why now is the right time to solve it. Be specific to the problem space that your innovation addresses.
* Explain why existing solutions are inadequate. Be as technically specific as possible to your innovation area, providing examples where possible.
* Describe any current competitors in this space and how you will evaluate the competitive landscape.
* Show how you know this is a significant problem using evidence-based validation (e.g., interviews with users, case studies, literature).
* [Optional, for JEDI Contest consideration] Describe the specific JEDI barrier(s) that your innovation addresses and why existing solutions are inadequate.
 | **Judges score each statement on a 1-6 scale** * The competitor quantifies a critical problem using important metrics and a compelling analysis of why now is the right time to address it.
* The competitor’s assessment of current solutions and their limitations shows a comprehensive understanding of the problem-solution space.
* The competitor understands the current marketplace and potential competitive landscape related to such a software solution.
* The competitor uses real-world evidence to validate key assumptions about the industry need and proves that this solution does not already exists in the marketplace.
* [Optional, for JEDI Contest consideration] The competitor quantifies a critical JEDI problem, and their assessment of current solutions shows a comprehensive understanding of the opportunity space.
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**Response to Question 1:**

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| **Question 2:** ***Solution – What is your solution and why will it be successful?*** |
| **Suggested content you provide*** Describe how your software solution is better than the existing products or emerging solutions described in Question 1.
* Describe your innovation in as much detail as possible.
* Describe how your technical innovation compares against the current state-of-the-art or commercially relevant competition.
* Describe your innovation’s unique value proposition and how it will lead to a sustainable business with paying customers.
* Define the minimum viable product, including the software’s technical requirements and design elements, that will be produced by Set! Demo Day and explain what critical failures would cause you to reconsider your approach.
* Does a version of this software solution already exist? If so, provide a link to the current software tool or solution.
* [Optional, for JEDI Contest consideration] Describe your innovation’s unique value proposition(s) to underserved communities, how these lead to a sustainable business with paying customers, and how you validated your assumptions.
 | **Judges score each statement on a 1-6 scale** * Sufficient technical detail was provided to understand the underlying principles of operation of the innovation.
* The solution represents an innovative approach built on reasonable assumptions, valid technical foundations, and lessons learned from other notable efforts in this space.
* The competitor is pursuing an innovative and compelling solution that will lead to a sustainable business with paying customers.
* The planned Set! Demo Day minimum viable product is reasonably ambitious and validates the critical assumptions necessary to advance.
* The current software solution is still in a very early stage of development and has potential to be significantly enhanced and expanded to meet the needs of the solar industry.
* [Optional, for JEDI Contest consideration] The competitor is pursuing an innovative and compelling solution to expand solar access in underserved communities, which will lead to a sustainable business with paying customers.
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**Response to Question 2:**

 partners (if any)

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| **Question 3: *Accomplishments and Team – What have you done to date and what qualities give you a competitive edge?*** |
| **Suggested content you provide*** Describe your efforts to advance your solution concept since the announcement of the prize or prior and highlight key milestones achieved.
* Explain why winning the Ready! Contest will substantively change the likely outcome for the proposed solution.
* Introduce your team, explain how it came together, and highlight the knowledge and skills that make it uniquely capable of achieving success.
* Highlight your team’s diversity, experience, and its track record that makes it likely to succeed in the prize competition. What experience do you have trying new things, solving difficult problems, and overcoming barriers to bring ideas to reality?
* Describe what drives your team to realize this software solution and why you will continue when facing difficulties.
* [Optional, for JEDI Contest consideration] Why is your team uniquely capable addressing issues of solar adoption in underserved communities?
 | **Judges score each statement on a 1-6 scale** * A considerable amount of high-quality effort was put into defining and advancing the proposed solution.
* Winning the Ready! Contest will significantly increase the team’s chances of creating a viable business based on this solution.
* The team’s track record demonstrates notable entrepreneurial qualities such as adaptability, creativity, decisiveness, and resourcefulness.
* The team is diverse and has the knowledge, experience, and determination to transform their proposed solution into a viable business in the near future.
* [Optional, for JEDI Contest consideration] The team is uniquely capable of addressing issues of solar adoption in underserved communities.
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**Response to Question 3:**

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| **Question 4: *Plan* – *What is your plan to achieve your goals?*** |
| **Suggested content you provide*** Describe where you stand in your software solution’s development cycle and define goals for Set! and Go! Demo Days (based on the schedule listed in Section I.6) and a one-year goal (**see special instructions in** [**official rules**).](https://americanmadechallenges.org/solarprize/docs/rules/r5/American-Made_Solar_Prize_Rules_Software.pdf)
* Describe your team’s readiness to meet your goals and if your team requires additional talent and resources.
* Provide a high-level budget and plan to meet your goals between the conclusion of the Ready! Contest and Go! Demo Day, including how you will leverage program resources, members of the American-Made Network, or other entities (include references to letters of support/commitment if applicable).
* Describe risks to the development plan and mitigation strategies (e.g., data requirements and plans to acquire the necessary data).
* [Optional, for JEDI Contest consideration] Define JEDI goals for Set! and Go! Demo Days (based on the schedule listed in Section I.6) and a one-year goal.
 | **Judges score each statement on a 1-6 scale** * The stated goals are ambitious, reduce risks, and show a commitment to an accelerated development cycle.
* Meeting the stated goals will demonstrate critical progress toward developing, testing, and validating the functionality and market demand of this innovation.
* The proposed plan effectively uses resources available in this program to advance the innovation.
* Sufficient identification of risks to the development plan and description of reasonable mitigation strategies.
* [Optional, for JEDI Contest consideration] The stated JEDI goals are specific, measurable, achievable, relevant, and timely.
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**Response to Question 4:**

#### supplementary Information

#### four question narrative word count: \_\_\_\_\_\_\_ total words

#### technical assistance request

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| Upload the Technical Assistance Request generated from the [American-Made Network Matching Tool](https://network.americanmadechallenges.org/). In the Matching Tool, you are able to identify the areas where you need assistance to realize your solution. The tool considers the unique capabilities that the national laboratories, a private facility, and/or members of the American-Made Network could provide to you to resolve these barriers. Your request is then made broadly available through the tool, so members of the American-Made Network can understand your needs and assist you, with the potential to earn Network Recognition Rewards for that assistance. |

#### sUBMISSION SUMMARY SLIDE (a PowerPoint slide as a PDF will be made public)

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| Make your own public-facing, one-slide submission summary that contains technically specific details but can be understood by most people. There is no template, so feel free to present the information as you see fit. Please make any text readable in a standard printout and conference room projection.LETTERS OF COMMITMENT OR SUPPORT (optional)

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| Attach one-page letters (of support, intent, or commitment) from other relevant entities (e.g., potential users of the proposed innovation or strategic manufacturing partners) to provide context and evidence to support your written application. Letters of support from partners or others that are critical to the success of your proposed solution will likely increase your score. General letters of support from parties that are not critical to the execution of your solution will likely not factor into your score. Please do not submit multipage letters. |

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**Please read and comply with additional requirements about your submission in** [**Appendix 1**](https://americanmadechallenges.org/solarprize/docs/rules/r5/American-Made_Solar_Prize_Rules_Software.pdf)**.**

**COMPETITORS THAT DO NOT COMPLY WITH THESE REQUIREMENTS MAY BE DISQUALIFIED.**

1. Use of the template is optional; however, all components listed here must be included in your document if you chose to create your own. [↑](#footnote-ref-1)