

Providing a Solution: Best Practices

To provide a good and complete Solution to a Challenge we recommend the following best practices which will increase your chance of success in engaging the Challenge Sponsor and potentially winning a Reward!

- 1) Read the Challenge from beginning to end and re-read it as many times as you feel necessary; make notes or highlight key points during this process.
- 2) Read the Challenge Rules & Regulations.
- 3) Introduce yourself and if relevant, your team. One way of doing this could be through an existing online profile but this is entirely up to you.
- 4) In providing the solution make sure you have addressed fully the key Pain Points or issues stated in the Challenge.
- 5) Where there is a doubt make reasonable assumptions and state the same right at the beginning of your submission.
- 6) If further clarity is required and an assumption may not suffice, feel free to contact the Challenge Sponsor through the Contact Us link provided in the Challenge
- 7) At a high-level state any Intellectual Property, Copyrights etc. that may be relevant to your submission or the organization you may be representing. Important: DO NOT provide specifics or disclose any proprietary materials. That may be required at a later stage if and when you move ahead with any form of business arrangement with the Challenge Sponsor.
- 8) To ensure your submission will qualify, make sure it is:
 - a. in written form in English
 - b. provided through the submission form or any other method provided for in the Challenge to accommodate attachments etc.
 - c. complete in all respects
 - d. submitted on or before the last date of the Challenge period

9) The below Rubric will guide you to ensure your Solution is complete in all respects and addresses the key requirement. Scoring (1 to 5 points on each criteria): No information provided – 1, Limited information provided – 2, Underdeveloped – 3, Satisfactory – 4, Exceptional – 5. A total maximum score of 100 can be achieved.

	1 No Information Provided	2 Limited Information	3 Underdeveloped	4 Satisfactory	5 Exceptional
1. Ease of Use / Intuitive					
2. Accessibility to all Growers					
3. Economical / Affordability					
4. Ability to Demonstrate ROI					
5. Technology Readiness Level					
6. Validated on Outdoor Farms					
7. Validated in Greenhouses					
8. Validated in Vertical Farms					
9. Technology owned by Solution Provider					
10. Cloud-based Platform					
11. Mobile Platform					
12. Report in Imperial Unit					
13. Report in Metric Unit					
14. Measure Carbon Dioxide (CO2)					
15. Measure Nitrous Oxide (N2O)					
16. Measure Methane (CH4)					
17. Management Team					
18. Company Mission & Vision Clearly Defined					
19. Ability to Compare GHG Levels of Organic and Synthetic Fertilizers					
20. Interview with the Solution Provider (*Qualified Solution Providers may be interviewed)					
Total Points					