**1. Provide a one-line summary of your solution. (Required)**

Describe your solution in 10-20 words. This summary will be used to describe your solution on the Solve website and to refer to it during the selection process.

Examples of one-line summaries can be found here directly under each solution name.

---https://solve.mit.edu/solver\_spotlight

**2. Film your elevator pitch.**

Provide a Vimeo or YouTube video link pitching your solution (maximum 2-minute video).

Your video doesn’t need to be fancy—you can simply record yourself speaking into the camera of a smartphone.

Though it’s not required, a video will help our reviewers understand your solution, and we highly recommend you create one.

An example of a successful application and its video pitch can be found here.

Note: please ensure the video privacy settings are set to public.

---https://solve.mit.edu/challenges/frontlines-of-health/solutions/2997/application

**3. What specific problem are you solving? (Required)**

Describe the specific problem within the Challenge that you are working to solve.

What is the scale of the problem in the communities you are working in, and globally? How many people are affected?

Which factors contributing to the problem relate to your solution? Include any relevant local or global statistics.

If you’re not sure where to start, take a look at these resources here {https://www.entrepreneur.com/article/237668} and here{https://www.entrepreneur.com/article/237668}.

You can also review answers from successful applications, such as this one{https://solve.mit.edu/challenges/teachers-and-educators/solutions/5159/application}.

**4. What is your solution? (Required)**

Describe your solution and how it works in simple terms. What is it? What does it do? What processes and technology does it use?

Be sure to use this space to talk about your solution, not the problem you are trying to solve.

**5.Who does your solution serve, and in what ways will the solution impact their lives? (Required)**

Describe the target population whose lives you are working to directly and meaningfully improve.

Who are they, and in what ways are they currently underserved?

How will the solution address their needs?

**6.How are you and your team well-positioned to deliver this solution? (Required)**

Explain why you and your team are the right people to design and deliver this solution to the target population.

We aren’t looking for your academic or professional credentials here; we would like to understand your proximity to the communities you are serving.

In particular, how are you and your team representative of these communities?

What are you doing to understand the needs of those you’re serving, and how are you engaging them as you develop the solution?

How is the design and implementation of your solution meaningfully guided by the communities’ input, ideas, and agendas?

**7.Why are you applying to this Challenge? (Required)**

What specific financial, technical, legal, cultural, or market barriers that you face do you hope the Challenge can help you overcome, and how?

**8. Who is the Team Lead for your solution? (Required)**

The person you identify should be the CEO or Executive Director of the solution organization (or, in some special cases, the Team Lead may be another member of the executive team). They should be the person who is responsible for the strategic direction of the solution. If your solution is selected as a Finalist, this person will be expected to pitch the solution at Solve Challenge Finals, and if selected as a Solver, they will be the lead participant in the Solver program.

You can find instructions in the How to Apply Guide {Who is the Team Lead for your solution? (Required)

The person you identify should be the CEO or Executive Director of the solution organization (or, in some special cases, the Team Lead may be another member of the executive team). They should be the person who is responsible for the strategic direction of the solution. If your solution is selected as a Finalist, this person will be expected to pitch the solution at Solve Challenge Finals, and if selected as a Solver, they will be the lead participant in the Solver program. You can find instructions in the How to Apply Guide.}.

**9.What makes your solution innovative?**

Describe why your solution provides a new or significantly improved approach to the problem.

Explain how it could be catalytic: do you expect it to change the market or enable broader positive impacts from others in this space? How?

**10.What are your impact goals for the next year and the next five years, and how will you achieve them?**

Impact goals are clear and brief statements of the specific external impact you wish to create through your solution, towards which all elements in your work are oriented. We look for solutions that will have a transformational impact on people’s lives.

Use this space as an opportunity to describe your impact goals and how you plan to achieve them.

**11. How are you measuring your progress toward your impact goals?**

Share a few specific, measurable indicators you are using to measure your progress.

Ideally, these should be things you are already using to measure and talk about your solution’s progress and impact.

If you need more ideas, you may wish to draw from the list of indicators {https://sdgs.un.org/goals} associated with the UN Sustainable Development Goals that align with your solution.

**12. What is your theory of change?**

Describe in simple terms how and why you expect your solution to have an impact on the problem.

This is called a theory of change or logical framework, and it should link your activities to immediate outputs and longer-term outcomes for your target population.

In addition to illustrating logical links between activities, outputs, and outcomes, a strong theory of change provides evidence to support the existence and strength of those links, such as third-party research, findings from a pilot or impact evaluation, data from interviews with your target population, etc.

If you’re unsure how to answer this, start by following these guidelines{https://www.wickedproblems.com/5\_theory\_of\_change.php} or watching this intro video, or enroll in our online course {https://openlearninglibrary.mit.edu/courses/course-v1:MITx+0.SolveX+2T2021/course/}.

**13. Describe the core technology that powers your solution.**

We define technology broadly as the application of science and evidence-based knowledge to the practical aims of human life.

For MIT Solve and our mission to drive innovation to solve world challenges, it’s important that your solution is using technology

to solve a problem facing your community and/or the world and seeks to benefit people and the planet. We welcome solutions that are using apps,

SMS technology, software, AI, robots, drones, blockchain, and virtual reality, and what you might commonly think of technology in this modern era! We also welcome solutions that are leveraging traditional,

ancestral and natural technologies, and knowledge systems.That could be using centuries-old irrigation or building techniques, plant-based solutions

that can reduce the effects of climate change, biodegradable sanitary pads, and so much more.

**14. What is your approach to incorporating diversity, equity, and inclusivity into your work?**

Use this space to share about the diversity of your leadership team, your team’s goals for becoming more diverse, equitable and inclusive, and/or actions you’ve taken to achieve those goals. For more about MIT Solve’s commitment to diversity, equity, and inclusion, refer to our Diversity, Equity, and Inclusion Statement.

You may also find it useful to read MIT’s definitions of diversity, equity, and inclusion{https://solve.mit.edu/dei}:

diversity is the social, cultural, and identity-based human attributes represented within a group; equity is access to opportunity and advancement for all members of a group, and is distinct from equality and fairness (equitable environments address disparities and strive to eliminate unique and systemic barriers that have prevented the full participation of marginalized groups); and inclusion is the act of creating environments in which all members of a group are welcomed, respected, supported, and valued.

**15. What is your business model?**

Your business model describes how you provide value to the populations you serve, both in terms of impact and revenue.

Think about your key customers and beneficiaries. What products or services do you provide them?

How do you provide these products or services? Why do they want or need them? If you’re unsure how to answer this, start by completing the Social Business Model Canvas or enroll in our online course.

**16. What is your plan for becoming financially sustainable?**

Explain how you will bring in money to fund your work, whether through sustained donations and grants, selling products or services,

service contracts to governments, raising investment capital, or a combination of all. In the long term, your revenue streams should

cover your expected expenses. To see some examples, take a look at these common revenue models{https://learn.marsdd.com/article/social-enterprise-business-models/}.

**17. Share some examples of how your plan to achieve financial sustainability has been successful so far**.

Examples may include grants that you have received, revenue you have generated, or investment funding you have raised.

We understand that some financial information may not be publicly shareable, but any specifics you can provide (such as funder names or monetary amounts) is helpful to the judges as they assess

the potential for success of your solution.