

# My Innovative Solution

*There are solutions, and then there are SOLUTIONS. The ones that sizzle, scale, and strategically support business objectives. It's those humdingers that could win you cash, prizes, and a trip to Frankfurt, Germany.*

**Solution name**

Is this a Global Solution?

Yes

No



Please make sure you are using the latest version of **Acrobat Reader DC** to utilize this template.

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# What is it?

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## 1.1 Value Proposition

This section lists all of the client needs, solution features, and solution benefits that come from this solution.

*Please describe the particular client needs / problems that your solution meets and solves.*

### Need 1

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Description *(max 200 words)*

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### Need 2

---

Description *(max 200 words)*

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### Need 3

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Description *(max 200 words)*

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# What is it?

## 1.1 Value Proposition

*Please describe the top benefits that the client will derive from a successful rollout / implementation of this solution.*

Benefit	Description	Type
1		(select single item from the list) Quantitative Qualitative
2		Quantitative Qualitative
3		Quantitative Qualitative

*Please describe the features of this solution that make it a better than previous solutions or approaches to these client needs / problem.*

Feature	Description (max 200 words)
1	
2	
3	

# What is it?

## 1.2 Critical Solution Components

The purpose of this section is to provide a broad overview of the solution

*Please list the highly specialized domain knowledge that is necessary to deliver this solution in the market.*

### Specialized Knowledge

Description (max 200 words)

1	
2	
3	

*Please list the critical skills that are applied during the delivery of this solution.*

### Critical Skills

Description (max 200 words)

1	
2	
3	

# What is it?

## 1.2 Critical Solution Components

*Please list any critical methodologies (PwC developed, or from external) this solution leverages for engagement delivery.*

Methodology / Framework	Description (max 200 words)
1	
2	
3	

*Please list critical assets (tangible and intangible) that give PwC a competitive advantage, or without which solution delivery would be impossible or very difficult. Example: These can be digital assets, like software and data, custom hardware, or intangible assets like intellectual property not listed above.*

Asset	Description (max 200 words)
1	
2	
3	

# What is it?

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## 1.2 Critical Solution Components

*Other sub-components of this solution not listed above.*

Sub-Component	Description (max 200 words)
1	
2	
3	

# What is it?

## 1.3 Revenue Model

What are the different revenue streams for this solution? Please enter an approximate % for each stream, as a function of the total revenue of a typical sale / engagement.

% of Engagement Revenue		
Hrs / Rate*		%
Fixed Fee**		%
Sale***		%
Licensing / Subscription****		%
Outcomes Based*****		%
Others*****		%
<b>Total</b>	(must equal 100%)	<b>%</b>

\* Percentage of engagement revenue that comes from billing of human hours.

\*\* Percentage of engagement revenue that derives from a fixed fee agreement

\*\*\* Percentage of engagement revenue that derives from non-hrs/rate (both T&E and fixed fee)

\*\*\*\* Percentage of engagement revenue that derives from IP licensing or subscription

\*\*\*\*\* Percentage of engagement revenue that derives from an agreement with the client on implementation impact / outcome

\*\*\*\*\* Other percentage of typical engagement revenue



# What is it?

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## 1.4 Solution Members

*Here's where you can add details of the innovators who developed the solution.  
(Please attach profile photos of each team member to their submission on Spark)*

### Team Member

---

Name

---

Email

---

GUID

---

Line of Services

---

Short bio *(max 250 words)*

---

### Team Member

---

Name

---

Email

---

GUID

---

Line of Services

---

Short bio *(max 250 words)*

---

### Team Member

---

Name

---

Email

---

GUID

---

Line of Services

---

Short bio *(max 250 words)*

# Who wants it?

## 2.1 Existing Sales

Please list the clients that have bought this solution to-date and the resulting revenue for your solution from Jan 1, 2015 to today.

Sector	Buyer/s (e.g. CFO, CIO, CTO, COO)	Revenue (USD)
1		\$
2		\$
3		\$
Total		USD \$

# Who wants it?

## 2.2 Potential Sales

Please provide the solution's sales pipeline information. Do not include any leads that are expected to close beyond FY16 (June 30, 2016).

Sector	Revenue (USD)
1	\$
2	\$
3	\$
Total	USD \$

# Can we win it?

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## 3.1 Time Support

*What time support is available from the solution developing team to bring this solution into another client, sector / industry, or territory? You can select multiple items from below.*

Consultation (Virtual or In-Person)

Business Development

Solution Training (Virtual or In-Person)

Client Engagement and Secondment

Solution Adaptation Across More Territories  
and Sectors/Industries

## 3.2 Material Support

*What sales collateral is available to accelerate the go-to-market of this solution in another client, sector / industry, or territory? You can select multiple items from below.*

Sales Presentations

Market Reports

Statement of Work (SOW) or Letter/  
Contract of Engagement

Client Deliverables

Work Citations

Solution Assets

Analysis/Insight

## 3.3 Other Support

*Please list other type of support beyond time and material not covered above.*

# Is it worth it?

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## 4.1 Originating Territory

*Which territory did this solution originate in?*

## 4.2 Global Deployment

*In which territories has this solution gone to market? You select multiple items from below.*

**Africa**

**Eurasia**

**Americas**

**Europe**

**Asia/Asia Pacific**

**Middle East**

*If your solution was deployed in additional territories please list them out here.*

# Is it worth it?

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## 4.3 Line of Service

*Which PwC lines of services does this solution originated from? You can select multiple items from below.*

Assurance

Strategy&

Advisory

IFS

Tax / TLS

## 4.4 Business Imperative

*How does your solution address one or more of the following business imperatives? You can select multiple items from below.*

Accelerate Digital and Technology Impact

Optimize Deals

Align Costs with Business Strategy

Secure Assets

Unlock Data Possibilities

Stimulate Innovation

Create Unique Customer Experience

Strengthen Trust and Transparency

Grow and Create Competitive Advantage

Transform Human Capital

Navigate Risk and Regulatory Complexity

## 4.5 Vision 2020 Priority Services

*How does your solution drive one or more of the following priority services? You can select multiple items in the list box.*

Capital Projects and Infrastructure

Health Services

Crisis Management

Urbanization

Digital Transformation

## 4.6 Megatrends

*How does this solution help PwC, and our clients, respond to one or more PwC Megatrend/s? You can select multiple items in the list box.*

Demographic and Social Change

Climate Change and Resource Scarcity

Shift In Global Economic Power

Technological Breakthroughs

Rapid Urbanization

# Is it worth it?

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## 4.7 Purpose

# Solution Tags

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Solution Tag 1:

Solution Tag 2:

Solution Tag 3:

Solution Tag 4:

Solution Tag 5:

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## – Note –

If you have additional images (i.e. Graphs, Charts, Spreadsheets) that better tell your solution story, please feel free to package them up with your submission.

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# Submission

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Once you have filled in all the various sections in this PDF you are ready to submit.

1. Go to Global Innovation Challenge 2016 [Link Global Innovation Challenge 2016 to <https://pwc-spark.com/create-idea!input.jspa?containerType=14&containerID=2698>]
2. Enter the following information on the Spark form
  - Solution title
  - Solution description (?!?!?!)
3. Upload your completed solution template, attach profile photos of each team member to their submission on Spark along with any associated supporting material, and you're done!

Global Innovation  
**Challenge**  
2016

