

SAFE STEPS D-Tech (Disaster Tech) Awards 2021

Thank you for applying to the SAFE STEPS D-Tech Awards! We look forward to receiving your application. This document contains the judging criteria and a list of the questions in the application form for use in preparing your responses. When you're ready to apply, please do so by completing the application form.

1. Judging criteria

	For Profit	Non-Profit
Market Size <ul style="list-style-type: none"> Is the solution solving a significant problem in Asia Pacific? Does the solution benefit/potentially benefit a significant proportion of the population? (Mandatory for for-profits) Does the applicant understand the size of present and potential market well? Realistic view of present and target market share? 	20%	10%
Problem-solution Fit <ul style="list-style-type: none"> Does the technology solution rightly address the identified problem and deliver real value to its users? Is the technology solution unique or better than what already exists? Is the solution proactive or predictive, rather than reactive? Is the solution effective in difficult situations? E.g. hard to access terrains, lack of connectivity, etc. 	20%	20%
Social Impact <ul style="list-style-type: none"> Has the applicant achieved significant social impact with its solution or demonstrates potential in this area? Has the applicant provided a compelling strategy for how prize money will help accelerate/amplify social impact? 	20%	30%
[For for profits only] Business/Operating Model <ul style="list-style-type: none"> Is the business/operating model clear and realistically defined? Are the organisation's future plans robust? Does this solution have potential to easily scale across different geographic and market segments? 	30%	0%

<p>Traction to Date Has the applicant demonstrated success or potential to date, considering:</p> <ul style="list-style-type: none"> • Market/country penetration or reach.? • Partnerships built, successful pilots conducted and/or agreements signed? • Patents and IPs registered (if applicable)? <p>Financial Feasibility</p> <ul style="list-style-type: none"> • Is the business/operating model financially viable and innovative? • Is there a clear path to profitability? 		
<p>[For non-profits only]</p> <p>Business/Operating Model</p> <ul style="list-style-type: none"> • Is the business/operating model clear and realistically defined? Are the organisation's future plans robust? • Does this solution have potential to easily scale across different geographic and market segments? <p>Traction to Date Has the applicant demonstrated success or potential to date, considering:</p> <ul style="list-style-type: none"> • Market/country penetration or reach? • Partnerships built, successful pilots conducted and/or agreements signed? • Patents and IPs registered (if applicable)? <p>Financial Sustainability</p> <ul style="list-style-type: none"> • Do they have a stable flow of grants or funding streams? 	0%	30%
<p>Team, Board and Advisors</p> <ul style="list-style-type: none"> • Is there a strong founding team with sufficient expertise and track-record? • Do board members and advisors have the appropriate experience and skills to guide the team? • How invested is the team in the solution? How strong is their vision? 	10%	10%

2. Application Form

A few notes before you begin

- There are 12 sections to this form. You are able to save your application progress and return at a later date.
- Please keep your responses within the indicated limit.
- Please do not submit any confidential or proprietary information through this application.
- Applications must be in English to be considered.
- The deadline for sending applications is 11:59 p.m. (HK/SG time zone, GMT +8) on 19 February 2021. We encourage you to apply early so that we may reach out to you for any clarifications if required.
- Please review the SAFE STEPS D-Tech Awards Frequently Asked Questions and AVPN's [Data Protection Policy](#) before proceeding.
- If you have any questions, please write to dtech@avpn.asia

Basic Information

In this section, please provide the following details about your organisation.

- Registered Name of Organisation
- Description of Organisation
- Organisation Website
- Is your organisation a non-profit or a for-profit entity? *(You will be asked to upload relevant registration documents in the later sections of this application form)*
- Where is your organisation headquartered?
- If a local office is applying, please indicate the location of the local office.
- Name of Representative *(The representative of the organisation will be the person taking part in other phases of the competition, should your organisation be selected.)*
- Designation of Representative
- Email address of Representative

Market size

We'd like to learn more about the disaster-related challenges and markets you are addressing.

- What is the disaster-related challenge that your technology solution is addressing? How big is this problem in the Asia-Pacific? *(Please use metrics where possible, e.g. number of people affected and how this affects their lives.)*
- What is the present and potential market size of this problem? What is driving this growth? What is your market share today and your target for the future? *(This question is mandatory for for-profits and optional for non-profits. Please mark N.A. if you are a non-profit who would not like to answer this question.)*

Problem-solution fit

In this section, we'd like you to expand on your Disaster Technology solution and how it seeks to address your identified challenge.

- What is your technology solution? How does it help address the problem you described?
- What differentiates your technology solution? How is your technology solution unique/better compared to what already exists?
- What is the stage of development of your technology solution? *(Please note that we only accept applications from pilot stage and beyond)*
 - Pilot
 - Production/Commercial Contracts

Social impact

In this section, please describe the social impact that your solution sets out to achieve.

- What impact does your organisation have and what has been achieved to date? *(Please use qualitative and quantitative measures to describe your impact. If your organisation has not achieved impact yet, please indicate your projected impact over the next 12-18 months.)*
- How will you use the prize money to expand the impact and sustainability of your tech solution?

Business Model & Traction to Date

In this section, we'd like to understand your business model, progress to date and future plans.

- Please describe your business model.
- What markets/countries are your technology solution active in?
- Do you have any pilot agreements or commercial agreements signed? *(If applicable, please also briefly share the results of pilots.)*
- Please briefly outline how scalable your technology solution is, across different geographic and/or market segments.
- If applicable, please list any significant business partners (e.g. NGOs, governments, distributors, etc) and explain the nature of the partnership. Please exclude investors/funders.
- If applicable, please list significant patents and intellectual property.
- Please indicate if you have plans to sell your patent/technology in the next 3 years.
- What are the key milestones (financial/non-financial) for your organisation / the technology solution over the next 3 years?
- If the technology solution is not already deployed in Asia Pacific, are there any plans to do so? If yes, please elaborate on the countries you have identified and your entry plans.
- What are the 1-2 significant risks for your organisation and this technology? How does the team plan to address them?

Financial feasibility

In this section, please provide details on your organisation's financial feasibility and sustainability plans below.

- Please provide high level financial details of your organisation from 2018-2020 in US dollars. If an answer is not applicable (e.g. if your organisation has been around for less than 3 years), please enter “n/a”.
- Please also project expected revenues and expenses for 2021-2023; estimates are acceptable. Please do not include potential funding from this competition.

Fiscal year	Annual Operating Expenses (USD)	Annual Business Revenue (USD)	Prize money / Grants received (USD)
2018			
2019			
2020			
2021			
2022			
2023			

- If you have received prize money / philanthropic grants, please indicate details. (e.g. source of funding, recurring/one off, etc.)
- If applicable, please provide details of your 5 most recent investors. If there are more than 5 investors in your most recent funding round, please list the 5 biggest investors of the most recent round.

Year	Name of Funder / Investor	Financing Type [e.g. debt, equity]	Funding round	Amount (USD)	Valuation (USD)

Team, board and advisors

In this section, we'd like to know more about your team, board members and advisors.

- Please provide the names, designation, bio and LinkedIn profiles of the top five core members of your founding team.

First Name	Last Name	Designation	Short Bio	Linkedin Profile

- If applicable, please list the name, designation, bio and LinkedIn profiles of up to five board members.

First Name	Last Name	Designation	Short Bio	Linkedin Profile

- If applicable, please list the name, designation, bio and LinkedIn profiles of up to five advisors.

First Name	Last Name	Designation	Short Bio	Linkedin Profile

What else should we know?

- Please include any other information you think we should be aware of in reviewing your application.

Materials to be uploaded

1. **Presentation slides:** You may share with us a presentation deck of no more than 10 pages (excluding cover and back page) that supports your responses above. Please include details on your solution, business model, and financials (historic and projected).
2. **Legal registration documents:** Please upload a copy of your organisation's legal registration documents for confirmation.
3. **Video presentation:**

We'd love to hear your story. In no more than 90 seconds please tell us:

 - Who you are
 - What motivated you to create your D-Tech solution
 - Why you should win this competition
 - The video should be in English and no more than 90 seconds.
 - The person who will represent your organisation at future stages of the D-Tech Awards should speak in the video.
 - Please record horizontally/landscape.
 - Feel free to present in a casual, Youtuber-style format. You can record on a mobile phone.
 - Please consider lighting and audio quality when recording.
 - Please upload the video to Youtube, hashtag #SAFESTEPS #DisasterTech #DTech and provide the link.

How did you find out about the SAFE STEPS D-Tech Awards?

- Friend, colleague, another applicant
- AVPN
- e27
- International Federation of Red Cross and Red Crescent Societies (IFRC)
- National Geographic
- Prudential / Prudence Foundation
- Antler
- Hatcher+
- CSR Asia
- Other (free text box)

Conflict of interest declaration

- By checking this box, I confirm that: my team members and I have no conflicts of interest with AVPN or Prudence Foundation which could affect the objectivity in evaluating your application. (Note: A conflict of interest is considered to arise where a judge of the Awards or his/her family member, relative or close personal friend has or may have a vested interest (personal and/or business) which could reasonably be seen as having inappropriate influence over the judging or decision making of the Awards or any Award entrants or applications.)
- If you are unable to confirm, please provide details here.

Data privacy declaration

- By checking this box, I confirm that: I/We confirm that I/We have read and understood AVPN's [Data Protection Policy](#) and obtained necessary consent or authorization for disclosing the submissions to the competition (including but not limited to representative's name, designation, contact information) to Prudence Foundation and other partners of the SAFE STEPS D-Tech Awards.
- (optional) By checking this box, I confirm that: I/We give consent or have obtained necessary consent or authorization to AVPN, Prudence Foundation and other partners of the SAFE STEPS D-Tech Awards that my organisational and personal data (including but not limited to the representatives' name, designation, contact information), trademark and materials submitted in this competition application can be used for marketing and publicity purposes and for making introductions to relevant stakeholders to increase the flow of financial, human and intellectual capital towards my organisation. If you would like to withdraw you consent, please contact our AVPN Data Protection Officer at technology@avpn.asia, and Prudence Foundation at prudence.foundation@prudential.com.hk