



Problem statement















Project Idea  Describe your project idea with a few bullet points	How does your idea lower the energy use of the school? How much energy can be saved?	Sustainability  How does your idea lower emissions or impact the environment positively?	Innovation  How is your idea new or orginal?  What could you add to make your approach innovative?	Does the school benefit further by using your idea and how? e.g. financially beneficial, simpler use	Presentation  How can you present this idea, so that it is understandable for a wide audience?





## Product/project Marketing/sales **Customer value** What is the product/the project? What is the product's/project's value for the paying customer? How do the customers/sponsors get interested in the product/project? **Funding Enterprise Enterprise side** Who implements the idea? How is the product/project financed? Sustainability value What is the product's/project's value for the society and the environment? To which extent? Implementation Application area What is needed for the successful implementation of the idea? Where is the product applied or the project implemented, respectively? Costs Revenues Which costs accrue for the production/implementation (for the enterprise)? Which are the revenues for the enterprise? **Finances**



