How to Submit Your Application for Airports for Innovation

INTRODUCTION

This document is a guide to help you **setting up a proposal for the Airports for Innovation Joint Call4Startups.** The document you submit will serve as the primary basis for evaluating your startup by the Airports for Innovation network members. Please **follow these guidelines:**

- You have **to submit a single comprehensive document composed by i) your pitch deck and ii) the answers to the questions listed in the pages below (please include your startup's year of establishment)**
- We require to submit the **document in English** in **pdf** format
- The document should consist of a **maximum of 20 slides, excluding the front and back.**
- You may **include links** to supplementary **videos.**
- The file size must **not exceed 25 MB.**

Please upload a single file including your pitch deck and the answers to the questions below

If you have any questions, please feel free to **contact us at info@airportsforinnovation.com**

1   SOLUTION DESIGN AND ADAPTATION

1A. Please describe how your solution addresses the specific challenge proposed in this contest and include the year of establishment
Max 250 characters

1B. If required to meet specific needs for the airport, how adaptable is your solution to potential changes in the scope of the project or solution?	
A.	Highly adaptable and can be easily modified to meet specific needs.
B.	Moderately adaptable with some changes needed to meet specific needs.
C.	Limited adaptability and requires significant modifications to meet specific needs.
D.	Not adaptable to changes in the scope of the project or solution.

2   MATURITY OF TECHNOLOGY

2A. What is the current development stage of your technology	
A.	Fully developed and tested in operational environment (TRL 7-9)
B.	Prototype demonstrated in relevant environment (TRL 4-6)
C.	Proof of concept, lab validation (TRL 2-3)
D.	Basic principles observed (TRL 1)

3   IMPACT

3A. How would you describe the potential depth and scope of the impact your solution could have in its respective area (e.g., economic, environmental, passenger experience)?	
A.	Deep and wide-reaching impact.
B.	Moderate impact with noticeable benefits.
C.	Limited impact with minor benefits.
D.	Uncertain or no measurable impact.

3B. How quickly can your solution start making an impact after implementation?	
A.	Immediate impact within months.
B.	Noticeable impact within a year.
C.	Gradual impact over several years.
D.	Uncertain timeline for impact.

4   FLEASIBILITY

4A. What level of resources are required to implement your solution in an airport?	
A.	Minimal resources and easy integration.
B.	Moderate resources with some integration challenges.
C.	Significant resources with major integration challenges.
D.	Not clearly defined.

4B. How compatible is your solution with existing airport systems?

A.	Fully compatible and easily integrated.
B.	Mostly compatible with minor adjustments.
C.	Requires significant adjustments.
D.	Incompatible without major overhauls.

5   SCALABILITY

5A. How scalable is your solution across multiple airports?
A.	Easily scalable to multiple airports simultaneously.
B.	Scalable with moderate adjustments.
C.	Scalable with significant customization for each airport.
D.	Not scalable beyond a single location.

5B. How quickly can your solution be implemented in other airports?
A.	Implementation within months.
B.	Implementation within a year.
C.	Gradual implementation over several years.
D.	Uncertain timeline for implementation.

6   STARTUP'S BACKGROUND AND TEAM

6A. What is the average number of years of industry-relevant experience for the key figures in your team?
A.	More than 7 years.
B.	Between 5 and 7 years.

C.	Between 3 and 5 years.
D.	Less than 3 years.

6B. How many people are in your startup?	
A.	+25
B.	11 – 25
C.	4 - 10
D.	1- 3

7 BUSINESS CASE

7A. Select the option that better fits your business model	
A.	New incomes for the company.
B.	Cost saving for current processes/business of the company.
C.	Both, new incomes and cost saving.
D.	Other benefits (Environment, social, reputational, …)

7B. Justify the option selected in 7A.
Max 250 characters