# Phase 3: Core Narrative Template

Answer each of the following four questions:

1. **Problem overview:** describe the context and the need for the program requirements you are addressing
2. **Minimum viable program (MVP) Results:** describe completion of your MVP
3. **Future Plans:** Describe how you will replicate or scale your MVP
4. **Organization and team:** describe your organization, team, and network and why you are qualified to implement the MVP

You should answer each of the following four questions. The content bullets are only suggestions to guide

your responses. You decide where to focus your answers. The individual answers to the four questions do

not have a word limit; however, **the aggregate response to these four questions must not exceed 4,000**

**words at 12-point font size**, not including captions, figures/graphs, or references. A word count must be

included at the end of your submission (see template for details). You may also include up **to eight**

**supporting images, figures, or graphs**. The reviewers will score the questions based on the content you

have provided.

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| Question 1: Problem Overview  *Describe the context and the need for the program requirements you are addressing.* | |
| **Suggested content you provide:**   * Briefly provide your context and describe the challenges faced in supporting DAC innovators. * Describe what you have learned about these challenges and program requirement areas during Prove It. * Identify what specific factors led to the success of your MVP in your regional context that other incubators should consider if they were to implement similar programming in a comparable context. | **A single score is provided, taking the following statements into consideration:**   * The competitor presents a clear understanding of the regional or fieldwide needs of DAC innovators and how their programming addresses these needs. * The competitor significantly advanced their understanding of the program requirement area(s) during Prove It. * The competitor logically identifies key regional and contextual factors that led to the success of their MVP. |

**Response to Question 1:**

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| Question 2: Minimum Viable Program (MVP) Results  *Describe the completion of your MVP* | |
| **Suggested content you provide:**   * Briefly describe the MVP. * Describe how you completed the MVP during Prove It and if you were able to meet or exceed your planned goals. * Highlight key activities, relationships, and milestones completed during Prove It. * Report on the metrics and leading indicators identified during Move It and the conclusions you can draw. * Evaluate whether and how your MVP successfully addressed the program requirement areas. * Identify lessons learned from your MVP implementation and what advice you would give another incubator looking to implement a similar program. | **A single score is provided, taking the following statements into consideration:**   * The competitor successfully met or exceeded the goals and outcomes proposed in Move It. * The competitor demonstrates that impressive and convincing progress was made to complete MVP implementation during Prove It. * Activities, relationships, and milestones accomplished directly address the program requirement areas. * The competitor provides evidence that their MVP had a positive impact on the program requirement areas. * The metrics and leading indicators provide relevant and useful insight into the MVP’s success. * The competitor provides a balanced assessment of both the successes and lessons learned from the MVP implementation. |

**Response to Question 2:**

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| Question 3: Future Plans  *Describe how you will replicate or scale your MVP* | |
| **Suggested content you provide:**   * Describe your plans to sustain, replicate and/or scale the MVP, as well as what changes you will make to the programming moving forward. * Provide an explanation of the replication and continuation documentation and why these commitments best illustrate program continuation. * Provide evidence that you currently have the commitments, funding, and resources to sustain the MVP or a plan to obtain them. * Provide a high-level budget and plan to meet your goals. * Identify your short-term (one-year) and long-term (five-year) goals for the impact of your MVP and what metrics will be used to track success. | **A single score is provided, taking the following statements into consideration:**   * The competitor presents an ambitious but realistic plan to sustain, replicate, and/or scale the MVP. * There is a high probability that the competitor will be successful in their plan implementation. * The replication and continuation documentation provides relevant and strong evidence of program continuation. * The competitor has demonstrated that they have the resources or a plan to get the resources needed to sustain the MVP. * If successful, the short-term and long-term goals will have a significant impact on the support available for energy entrepreneurs. |

**Response to Question 3:**

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| Question 4: Organization and Team  *Describe your organization, team, and network and why you can build on the success of your MVP* | |
| **Suggested content you provide:**   * Describe your organization’s strategic plan and how the lessons learned from the MVP fit into that plan. * Describe how your organization has and will continue to build its internal capacity to support the MVP. * Describe what practices you engaged in to advance excellence on your team, partners, and advisors. | **A single score is provided, taking the following statements into consideration:**   * The competitor has taken concrete action to demonstrate that continuation of the MVP is a priority and adds value to the organization. * The competitor filled expertise gaps with additions the team or their network. * The competitor has been thoughtful as they build out their team and select start-ups. |

**Response to Question 4:**

### Core narrative word count: \_\_\_\_\_\_\_ total words

**Please read and comply with the additional requirements about your submission in** [**Appendix 1**](#_APPENDIX_1:_ADDITIONAL)**.**