

**Corporate challenge submission guidelines and template**

**Guidelines**

This template is used to send to our Corporate partners following a challenge webinar. We have kept it to one page as requested by the Corporates to enable a quick review of the potential for engagement.

The submission should be individually tailored for each Corporate and should be directly aimed at the individual who has delivered the challenge webinar.

**Section 1 Overview**- *Use this section to give an overview of the company, explain in one sentence what you do, highlight key personnel and most importantly give any reference cases of similar work that you have delivered, include resources deployed, project value, etc.*

**Section 2 Problem** –*Use this section to reflect back on the challenge that the Corporate has identified, demonstrate that you fully understand the challenge and that you are aware of the business impacts*

**Section 3 Solution** – *This section describes how you will address the challenge, it is a brief summary of the technical and commercial solution that you are proposing. It describes how the solution will work and how the problem will be solved*

**Section 4 Benefits to the Corporate** – *This section describes what the upside will be for the corporate, in terms of cost reduction or revenue generation. It directly addresses the problem statement from the webinar.*

**Section 5 – Summary –** *A brief closing statement that paints a picture of the future if you and the Corporate were working together.*

***Note – when you have completed the submission below, please delete this page before submitting.***

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**Please note that for the ESB Challenge there are some additional fields required. These have been included below.**

**Corporate challenge submission template:**

**Name of Organisation:**

**Size of Organisation:**

**Industry:**

**Location of Organisation:**

**Do you have a recent case study that you can discuss with ESB?**

**Are you willing you meet ESB one to one?**

**Company Overview (50 Words)**

**Problem (100 words)**

**What is your Solution? (100 Words)**

**Benefits to the Corporate (100 Words)**

**Summary (50 Words)**