



# DHL FAST FORWARD CHALLENGE

ASIA PACIFIC PARTICIPANT GUIDELINE



# ABOUT THE FAST FORWARD CHALLENGE

The fast forward challenge: sustainable solutions edition is a brand-new challenge, facilitated by DHL, providing the opportunity to showcase innovative and sustainability focused technologies and solutions to the world.

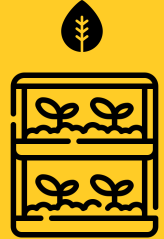


## Who are we looking for?

We are looking for existing businesses, startups, research projects with an innovative solution in the area of:

- Supply Chain Decarbonisation
- Sustainable Packaging
- Circular Economy Logistics
- Smart Agriculture

Your innovative solution should at least have a working prototype or Minimum Viable Product (MVP).



## Growth Opportunities

One finalist will be chosen from each region and will be invited to the DHL Era of Sustainability Summit in Valencia, Spain, which includes round-trip airfare and hotel accommodation, covered by DHL.

The finalists will represent respective regions mainly - Americas, Asia Pacific, Europe, and Middle East & Africa.



## Growth Opportunities

The chosen participants will have their solution showcase at the Summit attended by senior executives from some of DHL's largest customers.

The finalists will benefit from increased visibility and reach for their solution.

The winner may have the opportunity to pilot their solutions and obtain joint marketing support with DHL's operation.





## Prizes and Opportunities

Cash prizes will also be awarded in Valencia to the Top finalists.

**First Place**

**50,000**

**Euros**

**Second Place**

**10,000**

**Euros**

**Third Place**

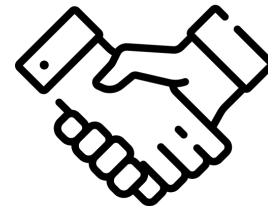
**5,000**

**Euros**

**Visibility**



**Pilot  
Solutions  
with DHL**



## How to participate?

Create a **5-minute video** pitch for your innovative solution and submit it here. It should consist of:

### Point #1

Introduce yourself and the company/organisation.

### Point #2

The problem you are solving.  
Your solution and impact.

### Point #3

Your Unique Value Proposition.

### Point #4

Your current stage and traction.

### Point #5

How do you envision your startup working with DHL?



**We highly encourage you to pitch with a presentation slide for better visualisation. You may record it on Zoom, MS Teams, Google Meet or any software of your choice. Special effects and post production editing is not necessary.**

## What are we looking for?

### **Solution Compatibility Fit with DHL [40%]**

How can your solution be used or deployed within DHL's operation and what kind of impact or value does it bring to DHL?

### **Innovation [15%]**

Is your solution and approach in solving the said problem an innovative approach in utilising technologies and existing resources.

### **Solution Market Fit [15%]**

Are you solving a pain point for the industry, is your solution compatible for the market? Is the market willing to use or pay for your solution?

### **Solution Readiness [15%]**

How ready is your solution to be rolled out to the market?

### **Unique Value Proposition [15%]**

How is your solution better than other existing players in the market? i.e: Are you faster, cheaper, cleaner, or more efficient?



## Participant Journey and Important Dates

### **Fast Forward Challenge APIC Virtual Roadshow**

21 and 28 September 2022, 8pm (GMT+08)

5 October 2022, 8pm (GMT +08)

### **Pitch Submission Deadline**

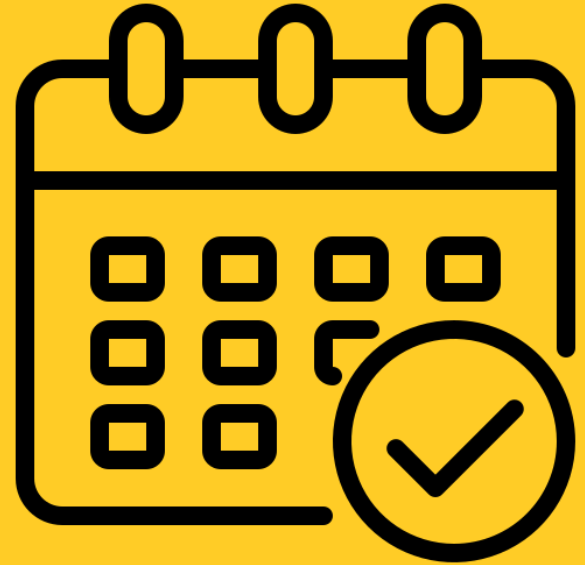
16 October 2022, 11.59pm (GMT+08)

### **DHL Fast Forward Challenge Asia Pacific Regional Finals**

15 - 18 November 2022

### **Grand Finale at DHL Era of Sustainability Summit in Valencia, Spain**

25 - 27 April, 2023



## Join the Virtual Roadshows

DHL Fast Forward Challenge Asia Pacific Virtual Roadshow  
Happening on:

**21 September 2022**  
8pm (GMT+08)

[RSVP HERE](#)

**28 September 2022**  
8pm (GMT+08)

[RSVP HERE](#)

**5 October 2022**  
8pm (GMT+08)

[RSVP HERE](#)





# JOIN THE ASIA PACIFIC COMMUNITY.

Through the community discord server, you can interact with other startup founders, learn more about the Fast Forward Challenge, stay up to date with the campaign announcements and even ask any questions you have.

**Join the community here on discord <https://bit.ly/dhlffddiscord>**



## Quick Form Submission Guideline [Important]

**SUBMIT YOUR IDEA**

Idea / Solution (1) — Contact (2)

Name of the solution or product\*

Maturity Level\* ✓

Description\*

What are the expected benefits?\*

Enter URL to your Video Pitch (Vimeo, YouTube, Google Drive, etc.)\*

Cover image or further attachments

Your solution name

You will be given the 4 options, you can choose from:

- 1) **Concept Phase** – Your solution is in the ideation phase.
- 2) **Initiated** – Your solution have completed your pilot programme.
- 3) **In Development** – Your solution is market ready.
- 4) **In Deployment** – Your solution has a steady base of paying customers.

Contents to put here:

**1) Very important to start with – “For Fast Forward Challenge APIC Review”**

2) Add details on the problem you are solving. Your solution and impact.

3) Your Unique Value Proposition

4) Your current stage and traction

Content: How do you envision your startup working with DHL?

Video URL to your 5-minute pitch

Additional attachments – slides, pictures, and etc...

# Quick Form Submission Guideline [Important]

**SUBMIT YOUR IDEA**

Idea / Solution Contact

Company Name\*

What are your organizations geographic areas of interest (multiple can be selected below)

Americas  
 Europe  
 Asia Pacific  
 Middle East & Africa

Contact Name\*

E-Mail Address\*

Phone Number\*

Website

I agree with the below statement.\*

By ticking this box, you agree with our [Terms & Conditions](#) and that the personal data collected above will be used by DPDHL Research and Innovation GmbH, Kurt-Schumacher-Straße 1, 53113 Bonn, Germany to evaluate your submitted idea and to inform you about the outcome of the Fast Forward Challenge. You can revoke your consent at any time with effect for the future. To do so, please contact [eraoflogistics@dhl.com](mailto:eraoflogistics@dhl.com). Further information about the processing of your personal data can be found in our [Privacy Notice](#).

<b>Terms &amp; Conditions</b>	PDF	134.7 KB
<b>Privacy Notice</b>	PDF	74.4 KB

Submit

Company Name

Choose either regions based on where your company HQ is situated

Your name

Your e-Mail Address

Your Phone Number

Your company website



# THANK YOU

Are you ready to submit your pitch? Here is a checklist!

- Recorded the 5-minute pitch
- Reviewed the submission guide above **[Important Instructions in red]**

**[Submit Here](#)**

## Contact

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