1. What is the duration of the program?

The program will have two tracks of 6 months and 12 months based on the stage and maturity of the innovation

2. Who can apply?

We invite **innovators and entrepreneurs** with transformative technologies in UAV that have the potential to bring about deep and irreversible social and commercial impact to apply in either of the following two categories:

Pre-pilot category
For innovation which needs support in physical prototype development and testing, and has a quick (less than 12 months) timeline for MVP; including:
Technology which is at a very early stage of development (lab/research), stage, but theoretical proof of concept exists or
prototype has been designed but not built or
Early Prototype exists and early testing is underway/planned

Post-pilot category - (for physical or virtual incubation)
For innovation looking for support primarily in product commercialization and Go-To-Market Strategy, which are:
At an advance stage of product development where prototype exists and at least one pilot has been carried out or proof of concept has been physically demonstrated or
Pre-commercial/fully functional lab prototype with some testing and feedback from users exists or
The product is ready and is already in the market and is looking for scale-up

3. In which category am I eligible to apply?

Applicants are requested to select the most appropriate category based on the development stage/technology readiness level of your product/idea/research. TRL 1 to 4 need to apply to the **Pre-pilot category** and TRL 5 onwards need to apply to the **Post-pilot category**. Please select the category carefully since both the application forms will have some unique questions.

Category – Pre-Pilot

Technology Readiness Level (TRL)	Description
TRL 1	There are paper studies to support the technology's basic properties
TRL 2	Technology concept / application formulated
TRL 3	Proof of Concept stage / Active R&D has been initiated. This includes analytical studies and laboratory studies to physically validate the analytical predictions of separate elements of the technology
TRL 4	Basic technological components have been integrated to establish that they work together

Category – Post Pilot

Technology Readiness Level (TRL)	Description
TRL 5	Technology has been put together and can be tested in a simulated environment
TRL 6	Prototype is being tested in simulated operational environment or in a high-fidelity laboratory environment
TRL 7	Actual system prototype is near completion or ready and has been demonstrated in an operational environment or is at pilot level
TRL 8	Technology is proven and developed but not yet operational or applied anywhere
TRL 9	Technology has been applied in its final form and is operational

4. **What happens if I apply to the wrong category?**

In case you apply to the wrong category we will shift you to the right category based on your product's stage of development. However, you may have missed some questions that had to be answered as a part of the correct category since both the application forms have certain unique questions. So, you are advised to please choose carefully.

5. **Is there any preference for an innovation?**

Applicants are encouraged to submit applications for tech-based innovations that solve problem statements, which is a real-world challenge in the UAV ecosystem. Innovations can be a product or a service. There is a preference for tech-based innovations that have a high social and environmental impact potential.

6. **Will I be eligible to receive funding by mach33.aero upon selection?**

This will be determined on a case-to case basis. Some amongst the winners of the mach33.aero UAV Grand Challenge might be considered for Seed Investment by the mach33.aero committee, subject to due diligence.

7. **Can I find other funding partners for investments?**

Yes, the winning start-ups can find other funding partners.

8. **Do I have to be physically present for any cohort-based sessions?**

Given the current pandemic the mach33.aero team will organize the sessions keeping in mind the safety of the participants/ experts and the team. The participants will have the option of attending the webinars/ sessions online if there are any planned.

9. **Is the mentoring paid or free?**

Mentoring is a part of the continuous engagement with the winners of the mach33.aero grand challenge. Some mentor support, particularly from the internal ecosystem, comes pro-bono as a part

of the incubation services, however, some mentors and their advisory support may have a notional or actual cost, which may be paid in lieu of the free credits earned by the winners or in cash. Participation in specialized/additional events could be subject to a nominal fee.

10. **What will be the terms and conditions of the incubation?**

The Winners mach33.aero UAV grand challenge will receive credits for availing the standard incubation services as a part of the award, which include services such as access to seats in office space, GTM support, product development mentoring. If the start-ups want to access additional premium services an incubation equity will be charged for services including (but not limiting to) expert guidance for product development, market access and follow-on fund raising.

11. **How frequently will mach33.aero interface with the winners during the program?**

There will be regular interface between the winning teams and the mach33.aero program implementation team. Each start-up will be allocated a portfolio manager to help with customized requests who will continually and regularly engage with the start-ups. Pre-pilot category winners will receive even more hand-on support from mach33.aero.