

PROFESSIONAL  
AWARDS • 2018



# AWARDS ENTRY PACK

THURSDAY 24 MAY 2018  
MANCHESTER

## GSA'S PROFESSIONAL AWARDS 2018

The Global Sourcing Association presents a dedicated awards ceremony that celebrates the talent of the individuals and teams who deliver significant value to the global sourcing industry.

The GSA UK's Professional Awards are a distinct set of accolades recognising talent and application of best practice across the sourcing industry (outsourcing, insourcing, global business services, shared services and automation), showcasing individuals and function teams who make a big difference, but remain largely unsung in the wider context of the global sourcing industry. The distinguished individuals and teams will be celebrated at the Awards Ceremony on Thursday 24th May 2018, in Manchester.

### SUBMISSION GUIDELINES

#### How to enter

Entry to the GSA UK's Professional Awards 2018 is easy and straightforward. Simply follow the three/four stages below, and ensure that your entry/ies abide by the general entry rules.

#### STAGE 1

##### (Apply for the Awards)

Decide which categories you wish to enter. You may enter more than one category and you can submit more than one team/individual per category. Please tell us all categories you will be submitting for on a single form online.

To apply to the GSA UK's Professional Awards just click on this [LINK](#)

#### STAGE 2

##### (Write your Submissions)

Please make sure that you mention on your submission which category the submission is for. Please set out your submission using the key headings. Please also note that these key headings are weighted to help you identify areas of the utmost importance. Headings are key, the bullet points are provided as a suggestion. Judges will give preference to award submissions that adhere strictly to the key headings. Please include your word count at the end of your submission. Entries that go over the word limit (500 words for categories 1-8, 1000 words for categories 9-17) will be penalised (all text over the word limit will not be judged).

#### STAGE 3

##### (Submit for Awards)

Please email your submissions to [admin@gsa-uk.com](mailto:admin@gsa-uk.com)

Each submission must include the following:

- Individual submission per category (500 words for categories 1-8, 1000 words for categories 9-17)
- 250-word synopsis (must adhere to the synopsis guidelines set out in this document) per category
- (Optional) Please attach all relevant supporting material, supporting material is used only in the case of a judging deadlock.

#### STAGE 4

##### (Live Judging for Categories 1-8)

The Shortlist will be released on the 13<sup>th</sup> of March 2018. Organisations shortlisted for categories 1-8 are going to have live judging on the 19<sup>th</sup> of March in London. Please add this date to yours and your colleagues calendar, this date cannot be postponed.

## JUDGING

### Submission Judging

Submissions will be judged by our judging committee consisting of GSA UK Council members/co-opted judges. Judges will assess submissions based purely on the submission entry. In cases of deadlock judges will refer to any supporting materials. For categories 1-8, the process will then continue to live judging.

### Live Judging

You will be invited to present your submission in front of our judging committee consisting of 3 GSA UK Council members/co-opted judges.

The panel assessment will consist of a 20-minute presentation and 15 minutes of questions from the judges based around why you should win this award. It would be well received if you were accompanied by a client, colleague or mentor, however this is not essential. The categories will be judged solely on the presentation in front of the judging panel. The judges will not necessarily have prior knowledge of your submission so please be prepared with an overview of your career history and current employment, but focus content on achievements between January 2016 and April 2018.

**No feedback will be provided on the judging process and the judges' decision is final.**

---

## GENERAL ENTRY RULES

- Submission is free if you buy at least one place for the awards ceremony (£199 + VAT) or a fee of £199+VAT is payable
- This fee will allow you to submit to multiple categories
- All submissions must be received by 5pm on Friday 2<sup>nd</sup> March 2018
- All submissions should involve the UK in some way
- All submissions should refer to live work projects between January 2016 and April 2018

Headings are key, the bullet points are provided as a suggestion.

---

## KEY DATES

Entries Close:	Friday 2 <sup>nd</sup> March 2018
Shortlist Announced	Week commencing Monday 12 <sup>th</sup> March 2018
Live Judging	19th March 2018 (Only for shortlisted companies for categories: 1-8)
Awards Ceremony	Thursday 24th May 2018

---

## REASONS FOR PARTICIPATION IN GSA UK AWARDS

Applying for a GSA UK Professional Award guarantees many benefits for you and your firm.

### Shortlisted applicants receive:

- A place on the GSA UK 'Hall of Fame'
- Press coverage from the GSA UK and sourcingfocus.com
- Social media coverage from GSA UK channels
- Finalist logo
- Global recognition of you/your company

### Winning applicants receive the above, plus:

- Global recognition as an award winner, a boost to your/your organisation's worldwide reputation and team motivation
- A trophy recognising your/your organisation's achievements, and a winner logo
- Dedicated mentions in our monthly supplement

## TOP TIPS

- Include visuals where applicable – after all a picture tells a thousand words (words in pictures will not impact your word count but tables will)
- Try to name your clients – make sure you give enough time for their approval
- Send your entry on time – the judging process will start with or without you
- Keep your submission to the point and keep it interesting
- Take note of the key headings
- You can use bullet points, but ensure flow
- Involve someone close and someone removed from the project for the details and the sanity check
- Follow the marking criteria for percentages allocated per section
- When referring to best practice please reference specifically GSA best practice and the Global Sourcing Standard
- Focus on new and up-to-date information in each section (try not to repeat yourself)
- Sell your project/yourself, not necessarily your company – make sure you include the right information, it's not a sales pitch

You can visit our Awards Showcase event on the 14th of February for last minute guidance and inspiration from previous winners and members of the GSA.

## SYNOPSIS GUIDELINES

Each submission is requested to include a 250-word synopsis. Those selected as part of the shortlist will then achieve the positive PR of having their synopsis included in the Commemorative Supplement; a who's who guide of the outsourcing industry.

Provided your synopsis adheres to the below guidelines it will be included. If you do not submit a synopsis we will assume you do not wish to be included in the supplement.

The supplement will be distributed as an e-book to the GSA's entire community – nationally and globally – making this a powerful PR opportunity to showcase your individual and team capabilities before a qualified audience of over 18,000 sourcing aficionados.

To assist you in providing an informative synopsis which assured to get published, please follow the below guidelines:

### Content:

The synopsis should be set out to include sub-titles and bullet points addressing the key areas below and in accordance with the category type you have entered;

### Individual categories (1 – 8)

250 words, an overview of current role, previous sourcing experience, key milestones and achievements but focused around the achievements between January 2016 and February 2018. A brief explanation of the projects and your role in them.

### Team categories (9 – 17)

250-word team profile to include overview of team composition including senior leaders, team's role within the wider organisation, key achievements and noteworthy results with a focus on the achievements between January 2016 and February 2018.

### Format:

- There is a suggested word limit of 250 words. Please deliver at least 200 and do not go over 280
- Use bullet-points to help include as much information as succinctly as possible
- Please write the article in the third person i.e. from the company perspective - not we/I
- Please email the synopsis in a word document

### Images:

- Please provide photos of the individual/teams
- Alternative related images (which have copyright approvals to be published)
- A high-resolution image of your corporate logo

### Notes:

Please be aware that this article is not for the judges, and has no bearing on winning. Due to the high quality editorial nature of this publication, we will not publish any marketing documents for companies, therefore if you submit such materials, your synopsis will not be included, and you will miss out on this great PR opportunity.

# CHECKLIST

To help you, we have created a checklist with a clear map of the application process:

- Complete our online application form, you only need to complete one
- Write your submission and synopsis
- Send your submission and synopsis to [admin@gsa-uk.com](mailto:admin@gsa-uk.com)
- Create a calendar notification for live judging on the 19th of March 2018 (Category 1-8 only)
- Check the shortlist on the 12<sup>th</sup> of March 2018
- Book your place at the GSA UK's Professional Awards 2018
- Make a calendar notification for the awards on the 24th of May 2018
- Attend the live judging on the 19th of March 2018 (Category 1-8 only)
- Attend the GSA UK's Professional Awards 2018 on the 24th of May 2018

For any queries, please contact the team at

[admin@gsa-uk.com](mailto:admin@gsa-uk.com) or on **+44 (0)20 7292 8680**

## INDIVIDUAL CATEGORIES

### 1 RISING STAR OF THE YEAR

This award is open to individuals who have shown demonstrable achievements in their sourcing career to date and show significant promise for their future career in sourcing and the profession as a whole. Applicants can be nominated or self-submitted and should have less than 5 years' experience in sourcing. Open to buyer, supplier and support individuals.

#### SCORING:

Judges will compare how well each submission has performed in the following 5 key headings:

#### Best practice and governance: 20%

- Detail your personal approach to best practice and governance
- Detail how your work adheres to or leads best practice

#### Benefits realisation & innovation: 30%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

- Detail examples of innovation and your approach to ongoing service innovation

#### Future promise: 20%

- Detail how you believe you show promise as a future leader of the Industry

#### Why you: 10%

- In no more than 50 words please describe why you should win this award

#### Testimonials: 30%

- To support your nomination, please provide a minimum of 3 brief (max one paragraph) testimonials from clients / team members / your employer

**Maximum 500 words split under the 5 headings**

### 2 MANAGER OF THE YEAR

This award will be presented to the manager who best demonstrates the ability to consistently lead a successful team or function. They will be judged on the basis of their ability to deliver both initial and ongoing business value to both internal and/or external clients/suppliers, incorporating best practice, continuous service innovation and also demonstrable commitment to the development and future of the industry. Applicants can be nominated or self-submitted and should have at least 5 years' experience in sourcing. Open to supplier and buyer individuals.

#### SCORING:

Judges will compare how well each submission has performed in the following 5 key headings:

#### Personal profile: 20%

- Outline your sourcing experience including qualifications
- Describe what makes you different
- Outline your vision for the outsourcing industry or any aspect thereof

#### Best practice and governance: 20%

- Detail your personal approach to best practice and governance in accordance with your particular role
- Detail how your work adheres to or leads best practice

#### Benefits realisation & innovation: 25%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent client projects. Include how the results compared to objectives

- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- Detail examples of innovation and your approach to ongoing service innovation

#### Why you: 15%

- Demonstrate examples of motivational and leadership skills and the benefit they have had upon your team

#### Testimonials: 20%

- To support your nomination, please provide a minimum of 2 brief (max one paragraph) testimonials from clients / team members / your employer

**Maximum 500 words split under the 5 headings**

### 3 LEGAL ADVISOR OF THE YEAR

Open to individuals working within law firms, advisories etc. and in-house legal departments. This award will be judged on the basis of an individual's ability to deliver both initial and ongoing business value to your company or clients, incorporating both best practice and demonstrable commitment to the development of collaborative relationships. Applicants can be nominated or self-submitted and should have at least 5 years' experience in law.

#### SCORING:

Judges will compare how well each submission has performed in the following 5 key headings:

#### Personal profile: 10%

- Outline your sourcing experience
- Describe what makes you different
- Outline your vision for the outsourcing industry or any aspect thereof

#### Best practice and governance: 20%

- Detail your personal approach to best practice and governance in accordance with your particular role
- Detail how your work adheres to or leads best practice

#### Benefits realisation & innovation: 35%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects/contracts. Include how the results compared to objectives

- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- Detail examples of innovation

#### Market insight: 15%

- Demonstrate use of market insight and industry knowledge
- Share examples of thought leadership

#### Testimonials: 20%

- To support your nomination, please provide a minimum of 2 brief (max one paragraph) testimonials from clients / team members / your employer

**Maximum 500 words split under the 5 headings**

### 4 CONSULTANT OF THE YEAR

Open to individuals working within consultancies, marketing consultancies, recruitment consultancies, advisories, analysts, etc. This award will be judged on the basis of an individual's ability to deliver both initial and ongoing business value to clients, incorporating both best practice, continuous service innovation and also demonstrable commitment to the development and future of the industry. Applicants can be nominated or self-submitted and should have at least 5 years' experience in the sourcing arena.

#### SCORING:

Judges will compare how well each submission has performed in the following 5 key headings:

#### Personal profile: 10%

- Outline your sourcing experience including qualifications
- Describe what makes you different
- Outline your vision for the outsourcing industry or any aspect thereof

#### Best practice and governance: 20%

- Detail your personal approach to best practice and governance in accordance with your particular role
- Detail how your work adheres to or leads best practice

#### Benefits realisation & innovation: 35%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent client projects. Include how the results compared to objectives

- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- Detail examples of innovation and your approach to ongoing service innovation

#### Market insight: 15%

- Demonstrate use of market insight and industry knowledge to deliver solutions and address issues
- Share examples of thought leadership

#### Testimonials: 20%

- To support your nomination, please provide a minimum of 2 brief (max one paragraph) testimonials from clients / team members / your employer

**Maximum 500 words split under the 5 headings**

## 5 AUTOMATION CHAMPION OF THE YEAR

Open to supplier, support and buy-side individuals working within robotics and/or automation. This award will be judged on the basis of an individual's ability to deliver both initial and ongoing business value to clients or themselves, incorporating both best practice, continuous service innovation and also demonstrable commitment to the development and future of the industry. Applicants can be nominated or self-submitted.

### SCORING:

Judges will compare how well each submission has performed in the following 5 key headings:

#### Personal profile: 20%

- Outline your career experience & qualifications
- Describe what makes you different
- Outline your vision for automation or any aspect thereof

#### Best practice and governance: 20%

- Detail your personal approach to best practice and governance in accordance with your particular role
- Detail how your work adheres to or leads best practice

#### Benefits realisation: 25%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent automation projects. Include how the results compared to objectives

- Detail your approach taken to benefits realisation

#### Market insight: 15%

- Demonstrate use of market insight and industry knowledge to deliver solutions and address issues
- Share examples of thought leadership

#### Testimonials: 20%

- To support your nomination, please provide a minimum of 2 brief (max one paragraph) testimonials from clients / team members / your employer

**Maximum 500 words split under the 5 headings**

## 6 DIGITAL CHAMPION OF THE YEAR

Open to individuals working either in-house or within digital agencies, service providers or consultancies and who have contributed/led a digital strategy for either their company or client/s. This award will be judged on the basis of an individual's ability to deliver both initial and ongoing business value while incorporating best practice. Applicants can be nominated or self-submitted.

### SCORING:

Judges will compare how well each submission has performed in the following 5 key headings:

#### Personal profile: 10%

- Outline your career and digital experience
- Describe what makes you different

#### Best practice approach: 20%

- Detail how you have led/contributed to a transformation strategy that is encouraging innovation in the industry
- Demonstrate how you have used best sourcing practice in the digital field

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout the key stages of your chosen digital strategy
- Detail examples of innovation

#### Future insight: 10%

- Share your thoughts on the future of digital in any time frame you like i.e next 12 months/5 years

#### Testimonials: 20%

- To support your nomination, please provide a minimum of 2 brief (max one paragraph) testimonials from clients / team members your employer

**Maximum 500 words split under the 5 headings**

## 7 STRATEGIC LEADER OF THE YEAR

Open to senior level professionals, this award is for directors, heads of and C-level positions on buy, support and supplier organisations. The judges will be looking for somebody with a well-defined business plan who regularly exceeds goals. The winning submission will be someone who leads by example, drives strategy and leadership, inspires and recognises staff and encourages industry best practice. Applicants can be nominated or self-submitted and should have at least 8 years' experience in sourcing. Open to buyer, supplier and support individuals.

### SCORING:

Judges will compare how well each submission has performed in the following 4 key headings:

#### Personal profile: 20%

- Outline your industry experience including qualifications
- Describe what makes you different
- Outline your vision for the sourcing industry or any aspect thereof

#### Best practice and governance: 20%

- Detail your personal approach to best practice and governance in accordance with your particular role
- Detail how your work adheres to or leads best practice

#### Benefits realisation & innovation: 45%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent client projects. Include how the results compared to objectives

- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- Provide details of motivation and leadership skills used to drive team dynamics
- Include a minimum of 2 client testimonials (max one paragraph each)

#### Market insight: 15%

- Demonstrate use of market insight and industry knowledge to deliver solutions and address issues
- Share examples of thought leadership

**Maximum 500 words split under the 4 headings**

## 8 GSA STUDENT OF THE YEAR

Open to GSA UK students only (foundation/professional certificate or diploma), to nominate dissertations, work based papers or academic research on a sourcing related topic. The topic in question must have been submitted after 1st January 2016.

Students should provide a synopsis of the dissertation/paper for consideration in no more than 500 words.

### SCORING:

Judges will compare how well each submission has performed in the following 4 key areas:

- Exploring the practice of yourself and others that makes a contribution to improving our knowledge and understanding of sourcing
- Work that contributes significant and tangible value to your organisation
- Developing insights likely to make a lasting impact on your personal practice and career
- Demonstrating an ongoing commitment to the professional development of self and others

## TEAM CATEGORIES

### 9 EXCELLENCE IN PROCUREMENT

Open to buy-side teams procuring services or/and procurement functions. This award is to recognise excellence and thought leadership in the procurement function covering both insourcing and outsourcing. Judges are looking for evidence of how the procurement function has added significant value to the broader company through delivering leading edge procurement of services. Teams can be self-nominated or nominated by a supplier.

#### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy
- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to ongoing service innovation

**Maximum 1000 words split under the 5 headings**

### 10 EXCELLENCE IN RELATIONSHIP MANAGEMENT

Open to buyers developing and managing sourcing arrangements. This award recognises excellence in supplier relationship management through the employment of highly effective governance methods and collaboration techniques and transparency principles, enabling the best possible value to be created through their sourcing relationships. Judges are looking for evidence of how the supplier management team has benefited the broader company through superlative collaboration with service providers and/or vendors. Teams can be self-nominated or nominated by a supplier.

#### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy
- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to continuous improvement

**Maximum 1000 words split under the 5 areas**

## 11 EXCELLENCE IN TRANSFORMATION

Open to supplier teams working for a specific buy-side client. This award is to recognise success from the IT/software development team working on a client project/s. Judges are looking for evidence of how the outsourced team has benefited the client company through efficient and effective delivery. Teams can be self-nominated or nominated by the client. This is open to buyers and service providers.

### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy

- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of IT and automation innovation and your approach to ongoing service innovation

**Maximum 1000 words split under the 5 headings**

## 12 EXCELLENCE IN OUTSOURCED CUSTOMER SERVICE

Open to supplier teams working for a specific buy-side client. This award is to reward excellence from the customer service team working on a client project. Judges are looking for evidence of how the outsourced team has benefited the client company through efficient and effective delivery. Teams can be self-nominated or nominated by the client

### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy
- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to ongoing service innovation

**Maximum 1000 words split under the 5 headings**

## 13 EXCELLENCE IN BUSINESS PROCESS OUTSOURCING

Open to supplier teams working for a specific buy-side client. This award is to reward success from the BPO delivery team working on a client project. Client projects can span across any BPO services including FAO, LPO, KPO, HRO, MPO, RPO etc. Judges are looking for evidence of how the outsourced team has benefited the client company through efficient and effective delivery. Teams can be self-nominated or nominated by the client.

### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy
- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to ongoing service innovation

**Maximum 1000 words split under the 5 headings**

## 14 BEST NEARSHORE TEAM

Open to nearshore teams\* that deliver services for the UK market. Judges are looking for evidence of how the team has benefited the organisation through efficient and effective delivery. Open to outsourced and captive teams.

### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy

- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to ongoing service innovation

**Maximum 1000 words split under the 5 headings**

*\*Nearshore locations can include any European country. Teams can be based in any single country or across a number of European locations.*

## 15 BEST FAR-SHORE TEAM

Open to far-shore based teams\* that deliver services for the UK market. Judges are looking for evidence of how the team has benefited the organisation through efficient and effective delivery. Open to outsourced and captive teams.

### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy
- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to ongoing service innovation

#### Maximum 1000 words split under the 5 headings

*\* Far-shore locations can include countries outside of Europe. Teams can be based in any single country or across a number of locations.*

## 16 BEST SHARED SERVICES TEAM

Open to UK or globally based shared services teams\* that are either outsourced or in-house (captive). Judges are looking for evidence of how the team has benefited the company through efficient and effective delivery. The project must be delivered or governed from the UK.

### SCORING:

Judges will compare how well each submission has performed under the following 5 key headings:

#### Vision and strategy: 10%

- What were the assignments/projects of the team?
- Assess the team's contribution to the organisation and its vision
- Quantify and qualify this contribution where possible

#### The team: 10%

- Why is the team performance noteworthy?
- What is the team composition, including role of senior leadership?
- Describe the team's approach to its role, or a specific initiative or project that you believe is worthy of recognition

#### Best practice and governance: 20%

- Detail the team's approach to best practice and governance in accordance with your company strategy
- Detail how the team's work adheres to or leads best practice

#### Benefits realisation: 40%

- Demonstrate the value delivered throughout relevant stages of at least 2 recent projects. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

#### Innovation: 20%

- Detail examples of innovation and your approach to ongoing service innovation

#### Maximum 1000 words split under the 5 headings

*\* Teams can be based in any single country or across a number of locations*

## 17 AWARD FOR SKILLS DEVELOPMENT PROGRAMME OF THE YEAR

This award is open to all companies: buyers, suppliers and advisories for their corporate approach to skills development in outsourcing. It is also open to projects which have addressed the skills requirement..

### **SCORING:**

Judges will compare how well each submission has performed under the following 4 key headings:

#### **Situation analysis: 15%**

- Analysis of the situation
- Details of the skills requirement
- Share the importance of outsourcing skills to this project/your organisation

#### **Approach to skills development: 25%**

- Detail your company's approach to skills development / talent management
- What has been unique about your approach

#### **Results: 35%**

- Detail how many individuals have been involved in the programme
- Share the results of the skills programme to the individuals
- Share the results of the skills programme to the project/company

#### **Contribution to industry: 25%**

- Share the results of the skills programme to the industry
- Detail learning and future plans as a result

**Maximum 1000 words split under the 4 headings**

---