

PROFESSIONAL  
AWARDS • 2020



AWARDS ENTRY PACK



## GSA'S PROFESSIONAL AWARDS 2020

The Global Sourcing Association presents a dedicated awards ceremony that celebrates the talent of 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 in July 2020.

## REASONS TO PARTICIPATE IN GSA UK PROFESSIONAL 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 in the award section published in sourcingfocus magazine
- Social media coverage from GSA UK channels
- Finalist logo
- Global recognition of you/your company

### **In addition to the above, winning applicants receive:**

- 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, along with a winner logo
- Opportunity to present at the GSA events including the Awards Showcase.

# SUBMISSION GUIDELINES

## How to Register and Apply:

Entry to the GSA UK's Professional Awards 2020 is easy and straightforward. Simply follow the process below and ensure that your entry/ies abide by the general entry rules.

### STAGE 1

#### Applying for the Awards:

-Decide the category/ies you wish to enter.

-You may enter more than one category and can submit more than one team/individual per category.

-You will be required to make separate applications per submission category. However, only one payment covers all your submissions.

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

### STAGE 2

#### Preparing your Submissions:

-Select the submission category.

-Mention a brief synopsis (250 words) for the submission (Optional)

- Set out your submission using the key headings.

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.

-Include your word count at the end of your submission. Entries over the word limit (500 words for categories 1-7, 1000 words for categories 8-20) will be penalised (all text over the word limit will not be judged).

### STAGE 3

#### Submitting for Awards:

-Each submission should include the following:

- Synopsis (optional)
- Award submission
- Relevant supporting material (optional). Supporting material is used only in the case of a judging deadlock.

-Submissions should be submitted in word format by 29<sup>th</sup> May 2020.

### STAGE 4

**The Shortlist will be released on 3<sup>rd</sup> June 2020.**

#### Live Judging (only for Categories 1-7)

Organisations shortlisted for categories

1-7 are going to have live judging on the 9<sup>th</sup>- 11<sup>th</sup> of June via Webinar.

This date cannot be postponed hence we request you to ensure that the date is added to your own as well as your colleagues' calendars.

# GENERAL ENTRY RULES

Entry submission is £299 + VAT for Non-Members, £249 + VAT for Members and allows entry to multiple categories.

- This fee will allow you to submit to multiple categories
- New COVID-19 Categories are free to enter (there is still a one off fee if companies submit to these Awards **and** any of the others)
- All submissions must be received by 5pm on Friday 29<sup>th</sup> May 2020
- All submissions should involve the UK in some way
- All submissions should refer to live work projects between January 2019 and May 2020
- Headings are key, the bullet points are provided as a suggestion.

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## KEY DATES

Entries Close: 29<sup>th</sup> May 2020

Shortlist Announced: 3<sup>rd</sup> June 2020

Live Judging: 9 - 11<sup>th</sup> June 2020

(Only for shortlisted companies for categories: 1-7)

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## 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 1-7, 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 2-3 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 most content on achievements between January 2019 and May 2020.

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

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## 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 you/your work 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

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## 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 strategic sourcing 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 is 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 – 7)**

250 words, an overview of current role, previous sourcing experience, key milestones and achievements but focused around the achievements between January 2019 and May 2020. A brief explanation of the projects and your role in them.

### **Team categories (8 – 20)**

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 2019 and May 2020.

### **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.

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# CHECKLIST

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

- Complete the online application form
- Write your submission and synopsis
- Send your synopsis, submission and other relevant supporting documents in the required format by 29<sup>th</sup> of May 2020
- Check the shortlist on the week commencing 3<sup>rd</sup> of June 2020
- Create a calendar notification for live judging on the 9<sup>th</sup> and 11<sup>th</sup> of June 2020 (Category 1-7 only)
- Book your place at the GSA UK's Professional Awards 2020

For any queries, please reach out to the team at

[admin@gsa-uk.com](mailto:admin@gsa-uk.com) or call on **020 3904 0761**



# INDIVIDUAL CATEGORIES – Live Judging

## 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: 20%

- 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 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: 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 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: 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 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: 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**

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# TEAM CATEGORIES – Paper-Based Judging

## 8 EXCELLENCE IN STRATEGIC SOURCING

Open to buy-side teams sourcing services. 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**

## 9 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 headings**

## 10 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**

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## 11 EXCELLENCE IN 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**

# 12 EXCELLENCE IN BUSINESS SERVICE DELIVERY

Open to supplier teams working for a specific buy-side client. This award is to reward success from the Business Services delivery team working on a client project. Client projects can span across any strategic sourcing services including Business processes, Legal Processes, Knowledge Processes, Recruitment Processes 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**

# 13 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.*

## 14 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.*

## 15 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*

## 16 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**

## 17 AWARD FOR INCLUSION AND DIVERSITY PROGRAMME OF THE YEAR

This award is **open to all** companies: buyers, suppliers and advisories for their corporate approach towards addressing the need for inclusion and diversity (issues may include and are not restricted to gender, ethnicity, disabilities and so on).

### SCORING:

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

#### Situation analysis: 20%

- Analysis of the situation
- Details of the need for an inclusion and diversity in the programme within the company

#### Results and Outcomes: 45%

- Detail how many individuals have been involved in the programmes
- Share the results of the inclusion and diversity programme across levels- individuals, team and company

#### Overall objectives: 20%

- Detail your company's approach to achieving inclusion and diversity
- What has been unique about your approach

#### Contribution to industry: 15%

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

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

## 18 AWARD FOR WELLNESS IN THE WORKPLACE

This award is **open to all** companies: buyers, suppliers and advisors for their approach to ensure wellness in the workplace. Wellness programmes can include areas of mental health, physical wellbeing, stress management, community health awareness. This is not an exhaustive list and the company may submit any wellness initiative it has initiated.

### SCORING:

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

#### Situation/ Need analysis: 15%

- Analysis of the situation
- Details of the wellness programme

#### Results: 35%

- Detail how many individuals have been involved in the programme
- Share the results and impact of the wellness programme

#### Approach to Wellness: 30%

- Detail your company's approach to achieving wellness in the workplace
- What has been unique about your approach

#### Contribution to industry: 20%

- Detail how you shared the results of the wellness programme to benefit wider society and its impact beyond the company
- Detail learning and plans as a result

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



## NEW CATEGORIES ADDED

Here at the GSA we have been alerted to many examples of excellent collaboration between partners during the COVID-19 crisis, plus some fabulous initiatives from our membership community.

Our industry really needs to be applauded for its truly collaborative approach to getting organisations and individuals through COVID-19. For this reason we are adding 2 new awards categories!

The COVID-19 Categories are free to enter (there is still a one off fee if companies submit to these Awards and any of the others)

There is not a requirement for a synopsis for the below categories and the word count is between 500 - 1000.

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### 19 BEST COMPANY RESPONSE TO COVID-19

This award is **open to any** company that has implemented a response to assist in any aspect of COVID 19.

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

**Programme Objectives: 10%**

**Programme Delivery: 10%**

**Team Approach: 40%**

**Programme Results to Date: 40%**

### 20 BEST COLLABORATIVE RESPONSE TO COVID-19 - through Strategic Partnering

This award is **open to any** companies that worked in Partnership to implement a response to assist in any aspect of COVID-19

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

**Programme Objectives: 10%**

**Programme Delivery: 10%**

**Team Approach: 40%**

**Programme Results to Date: 40%**