

GSA Annual Awards 2024

AWARDS ENTRY PACK





GSA ANNUAL AWARDS 2024

It's the 20th year of GSA Awards and 2024 is going to be the biggest and broadest celebration of sourcing sector work yet!

Whether you're acknowledging outstanding talent in our People category, the great work of you and your partners in our Business category or the innovative work being delivered in our Programme category, it's never been more important to get the recognition you deserve.

Entry is easy and straight forward, it's one form and one video entry, with LIVE judging for some categories, which are clearly marked.

Simply follow the steps on the following pages and ensure that every entry follows general entry rules.

GOOD LUCK!

HOW TO ENTER

○ Stage 1: Select the categories you wish to enter for.

You can enter as many categories as you like and you can submit for multiple projects per category. If you are submitting to the awards, you must complete the entry form [HERE](#) **once** so we have your details and can send over an invoice to be paid before the submission deadline.

○ Stage 2: Complete your submissions.

This year, we're making video submissions a standard for submissions across all categories. Each submission requires a 5-minute video aligned with the judging criteria. Videos must not be longer than 5 minutes and content surpassing 5 minutes will not be judged.

If you can't record a video presentation, for example due to corporate sign off constraints, please don't let this put you off submitting - drop an email to admin@gsa-uk.com and we can discuss an alternative.

Awards 1 - 15 and 22-33 will be judged purely from the video submitted.

Awards 16-21 will require attendance to a LIVE (either in person or virtual) judging interview with two judges.

○ Stage 3: Submit.

Your video submission **MUST** be uploaded to YouTube and set to 'Unlisted' - this means only those with the link will be able to access the video. You must then send the link to the video in an email to admin@gsa-uk.com making sure of the following:

- You include the title of the category you are entering for in the subject line of the email and use a separate email for each submission.
- You include the YouTube link to your 5-minute video submission.
- All shortlisted entries will be required to provide a 250 written synopsis of their entry by 1st June for the GSA Finalist Brochure and GSA website. Full details of what to include will be provided to those with shortlisted entries
- Optional - please attach any supporting material - supporting materials will only be used in the case of a judging deadlock.

○ Stage 4: The Judging Process.

Submissions will be judged by our judging committee, consisting of GSA UK council members. Judges will assess the submissions and complete the shortlist of finalists. You will receive an email from the GSA to confirm if your entry has successfully reached the shortlist. For live judging categories, you will be sent a slot for a live judging interview.



For awards 1 - 15 and 22-33, the judges will review your submission and any questions they have will be sent to you via the GSA.

- In the case that judges have questions, you can arrange a call to run through the answers to your questions or respond by email.

For awards 16-21 if you are shortlisted you will be sent a date and time slot for your live judging interview.

- Submissions that make the shortlist will present in front of our live judging committee, consisting of at least 2 GSA judges.
- The interview will consist of a **20-minute presentation and 15 minutes of questions** from the judges, based around why you should win this award. This can take place either in person or virtually.
- It will be well received if your team is accompanied by a client, however this is not essential.
- The live judging categories will be judged solely on the presentation delivered to the judging panel.
- The judges may not have prior knowledge of your submission so please be prepared with a brief overview of your organisation and the project but focus content on the project achievements.
- No feedback will be given on the judging process and the judges' decision is final.

The shortlist will be released on the **10th May 2024**



GENERAL ENTRY RULES

- A submission fee of £349+VAT (members) and £399+VAT (non-members) applies. This one fee covers multiple submissions and 1 place at the awards ceremony.
- All submissions must be received by 5pm on the 30 April 2024
- All submissions must refer to projects that have been live at any time between January 2023 and January 2024.
- All submissions must be submitted separately, even if the same entry is being submitted across multiple categories.
- Please ensure each submission clearly follows the judging criteria headings.
- No feedback will be provided on the judging process and the decision will be final.

KEY DATES FOR YOUR DIARY:

SUBMISSIONS OPEN - 11 March

SUBMISSIONS CLOSE - 30 April

(1 week extension included)

SHORTLIST RELEASED - 10 May

LIVE JUDGING - 14th & 15th May

AWARDS CEREMONY - 11 June

TOP TIPS



Include visuals in your video presentation - a picture tells 1000 words! Words in pictures will not impact your word count but tables will. We will only accept one photo or infographic in your synopsis.



Try to name your clients in your case studies - make sure you give enough time for their approval and add their name into your synopsis for it to be published.



Keep your submission to the point - use fewer, more concise words and avoid repetition.



Use the key headings in the judging criteria in your submission and ensure a clear flow.



Take note of the percentages allocated for each section of the judging criteria.



Make it interesting to watch! Our judges watch a lot of submissions, make yours stand out from the rest and make sure your passion shines through.



Use data and statistics to prove your success - use specific evidence, effective submissions show actual results.



Showcase the impact of your project on the wider business, and the industry as a whole.

READY TO SUBMIT?

Here's your GSA Awards submission checklist:

- ✓ Complete our [online entry form](#), you only need to complete one of these.
- ✓ Process submission fee of £349+VAT (members) or £399+VAT (non-members). One fee covers all of your entries and must be paid prior to the submission deadline.
- ✓ For all categories, record a 5-minute video of your submission and upload it to YouTube as unlisted.
- ✓ Submit your submissions by emailing admin@gsa-uk.com. Please use 1 email per submission.





CATEGORIES OPEN FOR SUBMISSION



PEOPLE CATEGORIES

Celebrating tech and business services talent

Video Submissions

1. Rising Star of the Year
2. Consultant of the Year
3. Automation & AI Champion of the Year
4. Enterprise Buyer of the Year
5. Strategic Leader of the Year
6. Procurement Team of the Year
7. Governance Team of the Year
8. Supplier Relationship Management Team of the Year
9. Customer Experience Management Team of the Year
10. Best Farshore Team



CATEGORIES OPEN FOR SUBMISSION



BRAND/BUSINESS CATEGORIES

Celebrating the work of businesses working in or with the tech and business services sector.

Video Submissions:

The following five awards celebrate in-house programmes at businesses within or working with the technology and business services sector.

11. Supplier Diversity Programme of the Year
12. Sustainability Programme of the Year
13. Social Programme of the Year
14. Wellness, Inclusion & Diversity Programme of the Year
15. Excellence in Partnership Collaboration

Live Judging:

16. Shared Service Centre of the Year
17. Law Firm of the Year
18. Advisory / Analyst Firm of the Year
19. Diverse Supplier of the Year - **NEW**
20. Customer Experience Provider of the Year
21. Service Provider of the Year (small and large)



CATEGORIES OPEN FOR SUBMISSION



PROGRAMME CATEGORIES

**Celebrating best in class projects or programmes
from across the tech and business services sector.**

Video Submissions

- 22. Utilities / Telecommunications Programme of the Year
- 23. Retail Programme of the Year
- 24. Pharmaceuticals Programme of the Year
- 25. Customer Experience Programme of the Year- **NEW**
- 26. Financial Services Programme of the Year
- 27. SourcingTech Solution of the Year
- 28. Public Sector Programme of the Year
- 29. International Programme of the Year
- 30. Business Services Programme of the Year
- 31. Technology Enabled Programme of the Year
- 32. Innovation Programme of the Year - **NEW**
- 33. Transformation Project of the Year

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 under the following:

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 word please describe why you should win this award.

Testimonials: 20%

- To support your nomination, please provide a minimum of 3 brief (max 1 paragraph) testimonials from clients / team members / your employer

Maximum 5-minute video submission of the above 5 headings



2. 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 3 years' experience in the sourcing arena.

Scoring

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

Personal Profile: 10%

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

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

Market Insight: 15%

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

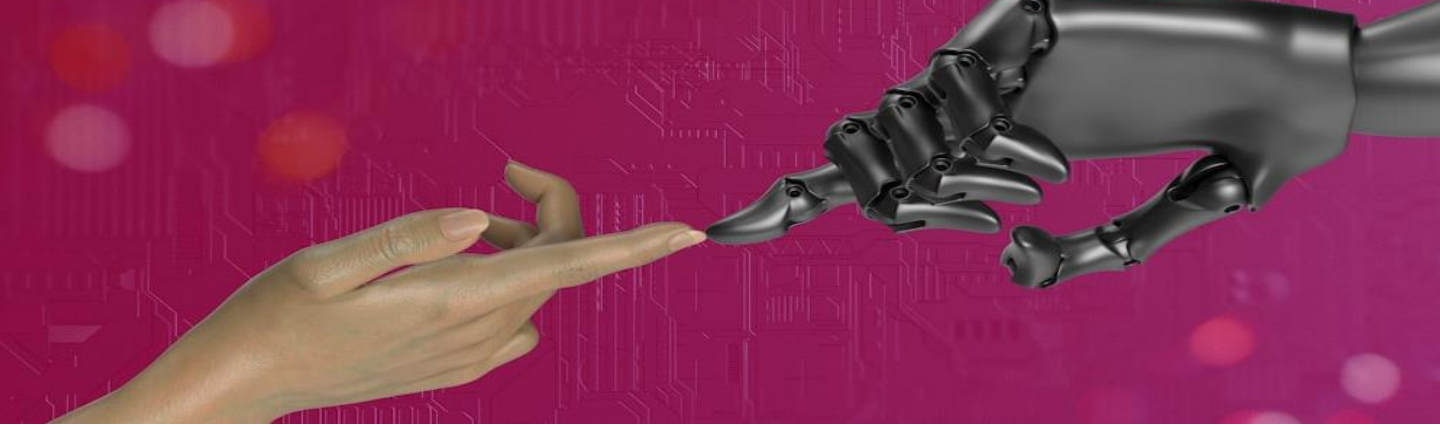
Benefits Realisation & Innovation: 35%

- 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

Testimonials: 20%

- To support your nomination, please provide a minimum of 3 brief (max 1 paragraph) testimonials from clients / team members / your employer

Maximum 5-minute video submission of the above 5 headings



3. Automation & AI Champion of the Year

Open to supplier, support and buy-side individuals working within automation and/or AI. 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 under the following:

Personal Profile: 10%

- Outline your professional experience including qualifications
- Describe what makes you different
- Outline your vision for the impact of automation / AI on the sourcing industry

Benefits Realisation & Innovation: 35%

- 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

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 3 brief (max 1 paragraph) testimonials from clients / team members / your employer

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

Maximum 5-minute video submission of the above 5 headings



4. Enterprise Buyer of the Year

Open to buyers of services only. Buyers can self-submit or be nominated by their partners. The submission can look at an overall approach to strategic sourcing covering many sourcing arrangements or focus on just one programme.

Scoring

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

Strategy: 20%

- Detail your strategic vision and the role of strategic sourcing/s in helping to achieve that
- Detail the business case and the sourcing drivers and constraints
- Detail the development of the strategic approach to sourcing
- Demonstrate how your organisation has implemented a sourcing strategy with examples of successful sourcing arrangement/s
- Include the key programme objectives

Benefits Realisation: 35%

- Demonstrate your company's own growth and performance against targets overall from strategic sourcing
- Demonstrate the business case including statistics for your organisation's return on investment (ROI)
- Demonstrate the value delivered throughout all stages of the project/s. Include how the results compared to objectives.
- How has your strategic sourcing changed the business?
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

Partnership Approach: 10%

- Detail your partnership ethos
- Demonstrate positive partnering with service providers/shared services throughout all phases of the relationship
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Best Practice & Governance: 20%

- Did your projects achieve best practice and how?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g. improved quality of service, improved SLAs/KPIs etc.
- Detail your contribution to the broader sourcing industry
- What and how does your company work to achieve best practice in sourcing
- Detail your approach to standardisation of processes and use of best practice

Talent Management: 15%

- Detail your approach to talent management

Maximum 5-minute video submission of the above 5 headings



5. 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 5 years' experience in sourcing. Open to buyer, supplier and support individuals.

Scoring

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

Personal Profile: 10%

- Outline your sourcing experience including qualifications
- Describe what makes you different
- Outline your vision for the sourcing

Market Insight: 15%

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

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)

Maximum 5-minute video submission of the above 4 headings



6. Procurement Team of the Year

Open to buyers developing and managing sourcing arrangements. This award recognises excellence in procurement through the employment of highly effective selection methods, collaboration techniques and transparency principles, enabling the best possible value to be created through their approach to strategic sourcing. Judges are looking for evidence of how the procurement 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:

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

Benefits Realisation : 40%

- Demonstrate the value delivered throughout relevant stages of a recent strategic sourcing procurement. Include how the results compared to objectives
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery

Best Practice and Governance: 20%

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

Innovation:20%

- Detail examples of innovation and your approach to continuous improvement

Maximum 5-minute video submission of the above 5 headings



7. Governance Team of the Year

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:

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

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?

Best Practice and Governance: 20%

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

Innovation:20%

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

Maximum 5-minute video submission of the above 5 headings



8. Supplier Relationship Management Team of the Year

Open to buy-side teams, this award is to recognise excellence and thought leadership across vendor / supplier management. Judges are looking for evidence of how the SRM team has added significant value to the business through its unique focus on relationship management. Teams can be self-nominated or nominated by a supplier

Scoring

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

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

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

Best Practice and Governance: 20%

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

Maximum 5-minute video submission of the above 5 headings



9. Customer Experience Management Team of the Year

Open to service provider teams working for a specific buy-side client. This award is to reward excellence from the customer experience management team working on a client project/programme. 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:

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

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?

Best Practice and Governance: 20%

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

Innovation:20%

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

Maximum 5-minute video submission of the above 5 headings



10. Best Farshore Team

Open to farshore 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:

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

**Farshore locations include countries outside of Europe. Teams can be based in any single country or across several locations.*

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?

Best Practice and Governance: 20%

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

Innovation:20%

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

Maximum 5-minute video submission of the above 5 headings



CATEGORIES OPEN FOR SUBMISSION



BRAND/BUSINESS CATEGORIES

Celebrating the work of businesses working in or with the tech and business services sector.

Video Submissions:

The following five awards celebrate in-house programmes at businesses within or working with the technology and business services sector.

11. Supplier Diversity Programme of the Year
12. Sustainability Programme of the Year
13. Social Programme of the Year
14. Wellness, Inclusion & Diversity Programme of the Year
15. Excellence in Partnership Collaboration

Live Judging:

16. Shared Service Centre of the Year
17. Law Firm of the Year
18. Advisory / Analyst Firm of the Year
19. Diverse Supplier of the Year - **NEW**
20. Customer Experience Provider of the Year
21. Service Provider of the Year (small and large)



11. Supplier Diversity Programme of the Year

Open to all buy-side, supply and advisor organisations developing or running Supplier Diversity Programmes within the organisation.

The GSA is committed to championing both the importance and benefits of supplier diversity. This award will recognise a company's approach to supplier diversity. The GSA understands this is a new emerging area, therefore judges will recognise the commitment to building a diverse supply chain, no matter how embryonic the program is.

Scoring

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

Strategic objective: 25%

- Include the key program objectives
- Detail the business case and development of the strategic approach for delivery thereof.

Progress Achieved to Date: 15%

- Detail your company's progress against the plan
- Demonstrate the value delivered to date.

Implementation Approach: 25%

- How was the project approached?
- How were the decisions made?

Future Aims: 35%

- Please indicate the future plans for this initiative

Maximum 5-minute video submission of the above 4 headings



12. Sustainability Programme of the Year

Open to buyers and service providers - both will be judged separately. The GSA is committed to championing both the importance and benefits of all things ESG, including sustainability in procurement. This award will be judged on the implementation of and future plans for sustainability within the organisation.

Buyers will be judged on their approach to sustainable procurement, including commitments to sustainability in the supply chain, as well the organisation's own approach to sustainability including initiatives surrounding recycling, using Fairtrade materials, policies on modern slavery, social initiatives etc.

Service providers will be judged on their own corporate approach to sustainability including initiatives surrounding recycling, using Fairtrade materials, policies on modern slavery, social initiatives. etc.

Scoring

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

Objectives Set: 25%

- Include the key sustainability programme objectives and targets for the company's own approach to sustainability
- For Buyers only: Include the key sustainability programme objectives for a sustainable supply chain. Detail the drivers and constraints for the programme.

Implementation: 25%

- How was the project delivered to ensure it met set objectives
- How were the decisions made?

Future Plans: 35%

- Please indicate the future plans for this initiative.

Results to date: 15%

- Detail the results of the initiative against objectives
- Detail any other results
- How has this program changed the business?

Maximum 5-minute video submission of the above 4 headings



PASSION LED US HERE

13. Social Programme of the Year

This award is recently established to recognise those companies/individuals/teams who are working to best affect for the advancement of technology & business services. The award will be given to the initiative/programme which delivers the most significant benefits to give back to or improve the reputation of the industry whether it's through Impact Sourcing, rural sourcing, responsible automation, CSR etc.

Please state the start date of the program.

Scoring

Judges will compare how well each submission has performed under the followings:

Objectives: 15%

- Explain the background of the initiative/programme and give the reasoning behind it
- Detail the project objectives and strategy

Implementation: 30%

- How was the project delivered to ensure it met set objectives
- How were the decisions made?

Innovation: 15%

- Please state what is different or unique about this project and why you should win this

Future Plans: 10%

- Please indicate the future plans for this initiative

Evaluation: 30%

- Who were the stakeholders and what did the programme/initiative deliver to stakeholders
- It is essential to demonstrate the business case and provide statistics for deliverables for all the stakeholders
- If the initiative is not for your own company, expand on how you achieved the objectives for your client?
- How was the project reported on and how did it truly increase the reputation of technology & business services?

Maximum 5-minute video submission of the above 5 headings



14. Wellness, Inclusion and Diversity Programme of the Year

This award is open to all companies: buyers, suppliers and advisors for their corporate approach towards addressing the need for wellness, inclusion, diversity and equity (issues may include and are not restricted to gender, ethnicity, LGBTQ+ and disabilities).

Scoring

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

Situational Analysis: 20%

- Analysis of the situation
- Details of the requirement
- Share the importance of diversity and inclusion to this project / your organisation
- Analysis of diversity within the organisation

Contribution to Industry: 15%

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

Results and Outcomes: 45%

- Share the results of the wellness, inclusion and diversity programme across all 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

Maximum 5-minute video submission of the above 4 headings



15. Excellence in Partnership Collaboration

This award is for buyers and service providers who have developed unique relationships using progressive contracting models across the sourcing eco-system. The award is open to sourcing projects undertaken between two or more partners who have delivered exceptional value and innovative approaches by positive partnering / collaboration. This is open to any type of partnership and is not limited to legal partnership entities.

Scoring

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

Business Objectives: 15%

- Detail the overall business objectives of undertaking the partnership / collaboration
- Share the details of the business case for the partnership /collaboration

Project Overview: 10%

- Detail the scope of the programme
- Highlight what you believe to be distinctive about this partnership / collaboration

Best Practice: 10%

- Detail how this partnership approach delivers best practice
- Share lessons learned from this partnership / collaboration

Innovation: 10%

- Detail innovative or unique strategies used to fulfil on this partnership and ensure effective collaboration between partners.

Business Value: 55%

- Detail the results of the programme against objectives
- Demonstrate tangible Return on Investment (RoI)
- Detail other results
- How has this partnership/ collaboration changed the businesses?

Maximum 5-minute video submission of the above 5 headings



LIVE JUDGING

All live judging categories must submit a 5-minute video submission which will be used for shortlisting alongside a 250 word synopsis which will be used for publishing. Please include client names where possible in the submission, which will be for judges' eyes only. If your client is confidential, please do not include their name in the synopsis.

Once the shortlist has been announced those in contention to win will be invited to deliver a 20 minute presentation of their submission and 15 minute Q&A, in front of our judging committee consisting of a minimum of two GSA UK Council members or guest judges.

You may bring two representatives from your organisation to demonstrate your submission and one client-side representative. A presentation brief will be issued at the time of the shortlist announcement.



16. Shared Service Centre of the Year

This award has been established to recognise excellence in strategic sourcing through internal and external shared services. Open to buyers and service providers, the award will be given to the centre that proved the value of shared services and showed excellence in strategic leadership.

Scoring

Judges will compare how well each submission has performed under the following 6 key headings :

Business Objectives: 10%

- Detail the overall business objectives of undertaking the shared service
- Share an explanation of the business case for creating a shared service.

Program Overview: 10%

- Detail the scope of the programme
- Highlight what you believe to be distinctive about this program

Best Practice: 10%

- Detail how this program delivers best practice
- Share lessons learned from this program

Business Value: 50%

- Detail the results of the initiative against objectives
- Demonstrate tangible Return on Investment (ROI)
- Detail other results
- How has this program changed the business?

Talent Management: 10%

- Detail your approach to talent management

The Future: 10%

- Detail how this program may impact future plans for new services, further shared services or how it may affect your strategic decision making.

Maximum 5-minute video submission of the above 6 headings



17. Law Firm of the Year

Open to Law firms. This award will be judged on the basis of a law firm'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 strategic sourcing industry and profession.

Scoring

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

Strategy: 20%

- Detail your strategic vision

Benefits Realisation: 30%

- Detail your company's own growth and performance against targets
- Demonstrate the value delivered throughout all stages of at least 2 recent client projects (to date). Include how the results compared to objectives
- Include a minimum of 2 external testimonials (max one paragraph each)
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

Partnership Approach: 20%

- Detail your partnership ethos
- Demonstrate a partnering approach throughout all phases of your relationships
- Demonstrate flexibility within your relationships for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Best Practice & Governance: 30%

- Detail your contribution to clients and the sourcing industry
- What and how does your firm work to achieve best practice for clients?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how do you measure the success of your projects? e.g. improved quality of service, improved SLAs / KPIs, saved money etc.

Maximum 5-minute video submission of the above 4 headings



18. Advisory / Analyst Firm of the Year

Open to consultancies, marketing consultancies, recruitment consultancies, advisories, analysts, etc.

This award will be judged on the basis of an advisory'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.

Scoring

Judges will compare how well each submission has performed under the following 6 key headings :

Strategy: 10%

- Detail your strategic vision

Innovation: 10%

- Describe what makes you different from all the other advisories
- Please detail examples of innovation and your approach to ongoing service innovation.

Benefits Realisation: 30%

- Detail your company's own growth and performance against targets
- Demonstrate the value delivered throughout all stages of at least 2 recent client projects (to date). Include how the results compared to objectives
- Include a minimum of 2 external testimonials (max one paragraph each)
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

Partnership Approach: 15%

- Detail your partnership ethos
- Demonstrate a partnering approach throughout all phases of your relationships
- Demonstrate flexibility within your relationships for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Talent Management: 15%

- Detail your approach to talent management

Best Practice & Governance: 20%

- Detail your contribution to clients and the sourcing industry
- What and how does your firm work to achieve best practice for clients?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how do you measure the success of your projects? e.g. improved quality of service, improved SLAs / KPIs, saved money etc.

Maximum 5-minute video submission of the above 6 headings



19. Diverse Supplier of the Year

Open to service providers, although buyers can also nominate their suppliers.

This award is for those businesses working with organisations across the technology and business services sector which are 51% or more owned and controlled by minority or traditionally under-represented groups, including, but not limited to, ethnic minorities, immigrants, women, LGBTQ+ people, armed forces veterans and people with a disability.

Scoring

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

Strategy: 10%

- Detail your strategic vision for the last year

Innovation: 10%

- Describe how you have innovated within your business, whether that is products, services or how you go to market

Benefits Realisation: 30%

- Detail your company's growth and performance against targets
- Demonstrate the value delivered throughout all stages of at least 2 recent client projects (to date). Include how the results compared to objectives
- Include a minimum of 2 customer testimonials (max one paragraph each)
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

Talent Management: 15%

- Detail your approach to talent management

Partnership Approach: 15%

- Tell us how you approach your partnerships and what makes them different
- Demonstrate a partnering approach throughout all phases of your CX
- Demonstrate flexibility within your relationships for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Best Practice & Governance: 20%

- Detail your contribution to clients and the sourcing industry
- What and how does your business work to achieve best practice for your customers?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how do you measure the success of your projects? e.g. improved quality of service, improved SLAs / KPIs, saved money etc.

Maximum 5-minute video submission of the above 6 headings



20. Customer Experience Provider of the Year

Open to service providers, though clients can nominate their providers.

This award will be judged on the basis of a service provider's ability to deliver both initial and ongoing business value to clients through the delivery of customer service, incorporating both best practice, continuous service innovation and also demonstrable commitment to the development and future of the industry.

Scoring

Judges will compare how well each submission has performed under the following 6 key headings:

Strategy: 10%

- Detail your strategic vision

Benefits Realisation: 30%

- Detail your company's own growth and performance against targets
- Demonstrate the value delivered throughout all stages of at least 2 recent client projects (to date). Include how the results compared to objectives
- Include a minimum of 2 external testimonials (max one paragraph each)
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

Innovation: 15%

- Describe what makes you different from all the other service providers
- Please detail examples of innovation and your approach to ongoing service innovation.

Talent Management: 15%

- Detail your approach to talent management

Partnership Approach: 10%

- Detail your partnership ethos
- Demonstrate a partnering approach throughout all phases of your relationships
- Demonstrate flexibility within your relationships for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Best Practice & Governance: 20%

- Detail your contribution to clients and the sourcing industry
- What and how does your company work to achieve best practice for clients?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how do you measure the success of your projects? e.g. improved quality of service, improved SLAs / KPIs, saved money etc.

Maximum 5-minute video submission of the above 6 headings.



21. Service Provider of the Year (small and large)

Open to all service provider companies. Providers can self-submit or be nominated. This award will be judged on the basis of a service provider'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

Scoring

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

Strategy: 10%

- Detail your strategic vision

Benefits Realisation: 30%

- Detail your company's own growth and performance targets
- Demonstrate the value delivered throughout all stages of at least 2 recent client projects (to date). Include how the results compared to objectives
- Include a minimum of 2 external testimonials (max one paragraph each)
- Detail your approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?

Innovation: 15%

- Describe what makes you different from all the other service providers
- Please detail examples of innovation and your approach to ongoing service innovation.

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of your relationships
- Demonstrate flexibility within your relationships for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Best Practice & Governance: 30%

- Detail your contribution to clients and the sourcing industry
- What and how does your company work to achieve best practice for clients?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how do you measure the success of your projects? e.g. improved quality of service, improved SLAs / KPIs, saved money etc.

Maximum 5-minute video submission of the above 5 headings



CATEGORIES OPEN FOR SUBMISSION



PROGRAMME CATEGORIES

**Celebrating best in class projects or programmes
from across the tech and business services sector.**

Video Submissions

- 22. Utilities / Telecommunications Programme of the Year
- 23. Retail Programme of the Year
- 24. Pharmaceuticals Programme of the Year
- 25. Customer Experience Programme of the Year- **NEW**
- 26. Financial Services Programme of the Year
- 27. SourcingTech Solution of the Year
- 28. Public Sector Programme of the Year
- 29. International Programme of the Year
- 30. Business Services Programme of the Year
- 31. Technology Enabled Programme of the Year
- 32. Innovation Programme of the Year - **NEW**
- 33. Transformation Project of the Year



22. Utilities / Telecommunications Programme of the Year

Open to buy-side, service provider and support organisations working in or with a utilities or telecommunications company. Open to both IT & Business Services projects within this sector. This award will be judged based on its ability to deliver both initial and ongoing business value to the client incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Maximum 5-minute video submission of the above 5 headings



23. Retail Programme of the Year

Open to buy-side, service provider and support organisations working in or with a retail business. Open to both IT & Business Services projects within this sector. This award will be judged based on its ability to deliver both initial and ongoing business value to the client incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Maximum 5-minute video submission of the above 5 headings



24. Pharmaceuticals Programme of the Year

Open to buy-side, service provider and support organisations working in or with a Pharmaceutical company. Open to both IT & Business Services projects within this sector. This award will be judged based on its ability to deliver both initial and ongoing business value to the client incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



25. Customer Experience Programme of the Year

Open to buyers, service providers and advisors delivering outstanding customer service experiences in the technology and business services sector. Businesses can enter on their own or with partners.

This award is for those businesses with an obsessive approach to great customer experience. What is that has made your customer experiences so special and so effective?

Tell us why your customer experience programme has delivered outstanding results, not only for your bottom line but for your people, partners and wider stakeholder group.

Scoring

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

Strategy: 10%

- Tell us about your customer experience vision for the last year and how this programme fitted within it

Innovation: 10%

- Describe what makes this CX programme unique and/or special

Best Practice & Governance: 15%

- Tell how this CX programme fits within your best practice and governance guidelines
- How have you utilised the learnings and success of this programme to guide future CX activity
- Evaluation: how did you measure the success of this project? e.g. customer feedback/reviews, agent feedback, improved SLAs / KPIs, saved money etc.

Talent Management: 10%

- Detail the role of your internal and partner talent in this programme and how specifically you have optimised it.

Partnership Approach: 20%

- Tell us what partnerships you developed or utilised throughout this programme
- Demonstrate flexibility within your relationships for handling changes and issues as well as your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 35%

- Tell us how this customer experience programme has delivered for your business
- Show specifically how the results this CX programme has delivered against targets
- Include testimonials from customers, partners, agents and any other key stakeholders impacted by this programme
- Detail your approach taken to benefits realisation: what mechanisms were used to accelerate delivery and ensure outcomes?

Maximum 5-minute video submission of the above 6 headings.



26. Financial Services Programme of the Year

Open to buy-side, service provider and support organisations working in or with a financial services organisation. Open to both IT & Business Services projects within this sector. The Financial Services Programme of the Year will be judged on the basis of its ability to deliver both initial and ongoing business value to the financial services client, incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



27. SourcingTech Solution of the Year

Open to technology vendors and software developers within service providers or buy-side in-house teams.

This award is to recognise technology solutions that make sourcing professionals' lives easier. Submissions can refer to technology that can impact or assist any part of the sourcing process; procurement, vendor management, bid management, contracting process etc.

Scoring

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

Strategic objective: 15%

- Include the key objectives the product or solution set out to achieve
- Detail the sourcing drivers and constraints

Innovation: 25%

- Please state what is different or unique about this solution
- Please detail examples of innovation and your approach to ongoing service innovation

Customer Satisfaction: 30%

- Include a minimum of 2 testimonials

Benefits Realisation: 30%

- What benefits were delivered to the organisation against target?
- Demonstrate the value delivered to date
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 4 headings.



28. Public Sector Programme of the Year (local and central government)

Open to buy-side, service provider and support organisations working in or with a financial services organisation. Open to both IT & Business Services projects within this sector. The Public Sector Programme of the Year will be judged based on its ability to deliver both initial and ongoing business value to the public sector client, incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



29. International Programme of the Year

Open to buy-side, service provider and support services using offshore delivery teams or organisations. This category is for international projects and can be submitted by buyers, service providers or joint teams. The International Project of the Year will be judged based on its ability to deliver both initial and ongoing business value to a client, incorporating both best practice and continuous service innovation through the use of at least one offshore operation. As such, this category is open to projects using either one nearshore/farshore destination or a multi-shoring approach.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



30. Business Services Programme of the Year

Open to buy-side, service provider and support organisations.

Business Services projects can include all horizontals/functions including FAO, KPO, LPO, RPO, customer service, CX etc.

The Business Services Project of the year will be judged on the basis of its ability to deliver both initial and ongoing business value to both the client and the partner, incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



31. Technology Enabled Programme of the Year

Open to buy-side, service provider and support organisations. This award replaces our previous ITO category. Technology-enabled projects can include all tech infrastructure, such as: digital, cloud, aas, migration, automation, desktop support and data analytics, etc.

The Technology-Enabled Project of the Year will be judged on the basis of its ability to deliver both initial and ongoing business value to the client, incorporating both best practice and continuous service innovation.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



32. Innovation Programme of the Year - NEW

Open to buyers, service providers and advisors for innovation programmes delivered in the technology and business services sector. Businesses can enter on their own or with partners.

This award is for those programmes that have taken a truly innovative approach, used innovative technology and/or tested an approach or partner for the first time, in a new way.

This is for those programmes that took a risk that paid off. Those programmes, big or small, that pioneered a new idea and new ways of working and has set a new standard within the business.

Tell us what went into creating this innovation programme, who was involved, where the challenges were and how you overcame them to deliver great results and learnings.

Please state the start date and term.

Scoring

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

Strategy: 20%

- Tell us about the idea for this programme – how did you come up with it and what insight(s) was it based on?
- What was the core innovation here and what made it unique and/or special

Best Practice & Governance: 10%

- Tell us how this programme fits within your best practice and governance guidelines
- How have you utilised the learnings and success of this programme to guide future programmes
- Evaluation: how did you measure the success of this projects? e.g. improved quality of service, improved SLAs / KPIs, saved money etc.

Stakeholder & Talent: 15%

- Tell us about the role of the people in this programme – how did they get the project signed off and delivered?
- How did the team(s) involved in this programme work together in new and effective ways?

Partnership Approach: 20%

- Tell us what partnerships you developed or utilised for this programme – what was new/unique about them?
- How did the partnerships in this programme align around the strategy?
- Demonstrate flexibility within your relationships for handling changes and issues as well as your approach to open and honest communications

Benefits Realisation: 35%

- Tell us how this innovation programme has delivered for your business
- Show specifically how the results of this programme has delivered against targets
- Include testimonials from customers, partners and any other key internal or external stakeholders impacted by this programme
- Detail your approach taken to benefits realisation: what mechanisms were used to accelerate delivery and ensure outcomes?

Maximum 5-minute video submission of the above 5 headings



33. Transformation Project of the Year

Open to buy-side, service provider and support organisations.

The Transformation Project of the Year is open to any sourcing related transformation projects, to include transition projects, process transformation, sourcing function transformation or service provider business transformation. The award will be judged on the basis of its ability to deliver both initial and ongoing business value to the client/company incorporating both best practice and continuous improvement.

Please state the start date and term.

Scoring

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

Strategy: 10%

- Include the key project objectives
- Detail the sourcing drivers and constraints
- Detail the business case and development of the strategic approach for delivery thereof.

Best Practice & Governance: 20%

- What and how did this project achieve best practice?
- Demonstrate standardisation of processes and use of best practice
- Evaluation: how did you measure the success of the project? e.g improved quality of service, improved SLAs / KPIs etc.
- Credit will be given to submissions demonstrating use of the GSA's Global Strategic Sourcing Standard.

Innovation: 15%

- Please state what is different or unique about this project
- Please detail examples of innovation and your approach to ongoing service innovation

Partnership Approach: 15%

- Demonstrate a partnering approach throughout all phases of the relationship
- Demonstrate flexibility within the relationship for handling changes and issues
- Detail your approach to open and honest communications
- Demonstrate your approach to building a continual collaborative environment

Benefits Realisation: 40%

- What benefits were delivered to the client organisation against target?
- Demonstrate the value delivered throughout all stages of the project (to date)
- Detail the approach taken to benefits realisation: what mechanisms were used to speed up delivery and ensure certainty of outcome?
- How did the objectives compare to client deliverables achieved?
- It is essential to demonstrate the business case and provide statistics for the client's tangible Return on Investment (ROI) as well as other metrics for value creation

Maximum 5-minute video submission of the above 5 headings



GOOD LUCK!

Get involved and be a part of the GSA Hall of Fame!

If you need any assistance with your submissions, contact the GSA at admin@gsa-uk.com.