

World Commerce & Contracting  
**INNOVATION &  
EXCELLENCE  
AWARDS 2021**

**How to enter**

# About the Awards

Our purpose is to improve the quality and integrity of trading relationships, so we understand the importance of recognizing individuals and organizations who are achieving the highest standards of contract and commercial management.

World Commerce & Contracting's Innovation & Excellence Awards 2021 will celebrate success stories from around the world. There will be three regional heats culminating in an overall global winner in each of the categories.

Our esteemed judges representing a wide range of industries and regions will select the finalists and winners in a 3-step evaluation process. Once chosen, we will celebrate the achievements of our award winners in a global virtual Awards ceremony in December 2021.

Open to all WorldCC members and non-members, we encourage individuals and organizations, large and small who believe they have a story to share, to enter their regional heat.

## The Awards categories



### Operational Improvement

For team led initiatives that have delivered significant business value through an improved commercial or contracting process or practices.



### Strategic Achievement

For team led initiatives that have raised the strategic profile and contribution of the commercial or contracting process or function.



### Outstanding Cooperation and Collaboration

For customer and supplier relationship that has delivered substantial value for both organizations.



### Delivering Social and Economic Benefit

For initiatives that deliver meaningful change and impact, fulfilling the vision of World Commerce & Contracting.



### Personal Initiative

For our individual practitioners who have shown outstanding leadership or diligence; championing openness, cooperation, trust, honesty, commitment and mutual understanding in commercial and contract management. You must be nominated for this award.

# Awards criteria and judges

## Operational Improvement

An operational initiative that has delivered significant improvement to business process through;

- clearly identifying a business challenge
- illustrating how that challenge was overcome, for example by streamlining the process or implementing technology
- demonstrating the outcome (examples might be cost saving, value creation or significant reduction in time).

## Outstanding Cooperation and Collaboration

A relationship that demonstrates;

- an understanding of mutual and independent goals and objectives
- ways of working that champion open communication, problem solving and joint working resulting in a trusted environment
- achievement of value on both sides
- how barriers or challenges were overcome and lessons learned
- the ways in which this has laid the foundations for future improvements and collaborations.

**Note:** This category requires a joint submission by a supplier and client.

## Personal Initiative

An individual who has;

- demonstrated outstanding leadership created an environment of trust and cooperation whether internally or cross organization
- raised the profile of commercial and contract management
- had a significant impact on the business and/or its relationship with its customers or suppliers.

**Note:** You can not self-nominate for this category.

## Strategic Achievement

An achievement that has led to measurable improvement in the role, influence and contribution of the function for example through;

- demonstration of overcoming any challenges or barriers and lessons learned
- executive level recognition of the process or function
- how the contract and commercial function has had positive impact that contributed to organizational goals and objective
- demonstration of enhancement of organization's reputation through changes in contract and commercial.

## Delivering Social and Economic Benefit

An initiative that has delivered meaningful change and impact through;

- enhancement to organizational, regional or global community
- prioritization of people and planet over profit
- demonstration of the impact that improved contract and commercial practices can have on society
- how barriers or challenges were overcome and lessons learned
- the ways in which this has laid the foundations for future improvements and collaborations.

## The judges

We have a robust and comprehensive process in place that ensures integrity, impartiality and transparency. Our judges are leading professionals that span the field of contract and commercial management in the public, private, and non-profit sectors. We insist that all judges inform us if there is any conflict of interest or if they feel bias may occur.



# The Awards process

## Eligibility

Related projects / work must have been carried out between January and September 2021. Submissions will only be accepted for one of WorldCC's three regions (Americas, EMEA or Middle East / India / APAC).

## Entry fee

There is no fee to enter but we will invite applicants to make an optional donation to a chosen charity, which we will nominate soon. Your donation will be anonymous.

## How to enter

**Entries are submitted online here.** Please select the region and category you wish to enter and complete the registration form. The person submitting the application will become the 'lead' and will receive all subsequent communications.

## To complete your submission

We'll need you to:

- Outline a business challenge/improvement project, approach, project details, results, lessons learned, key discoveries and next steps with a 4,000 character limit (approx 600 words)
- Include an executive summary with a 700 character limit (approx 100 words). You can submit for multiple categories but only in one region and your online submission(s) will be saved as you go
- Provide a photo head shot for individual nominations or your company logo for team nominations
- Provide any supporting documentation or media (optional).

## Evaluation Process

Submissions will be evaluated through a 3-step process:

1. A panel of leading industry expert judges will review and rank each submission alongside its criteria within the category they have been entered for.
2. Next, the judges panel will join together for a peer review and choose the finalists for each category.
3. The winners will be decided by an additional small panel of select judges including a leading senior professional in the field.

## Confidentiality

The 100 word summaries of each shortlisted submission will be published on our website. All other entry materials will remain confidential and will only be used for judging.

## Timeline



## Further information and guidelines

- The judging panel reserves the right to move entries from one category to another if they feel it is more appropriate. The judges' decision is final
- Please do NOT self-nominate for the Personal Initiative Award
- The Outstanding Collaboration and Cooperation Award is a bilateral submission, and should be submitted jointly by a supplier and client
- All entries must be submitted by the entry deadline of 30 September 2021
- Entries will not be considered fully submitted until the applicant reaches the final stage and submits their entry. A confirmation email will be sent once complete
- World Commerce & Contracting takes no responsibility for any incorrectly submitted information
- If your entry is selected for the category shortlist, the name of the initiative, company logo and 100 word summary as completed in the online submission process will be used for the Awards Ceremony and published on our website
- All winners will be revealed at our virtual Awards Ceremony at the end of November 2021.

Enter now



### About World Commerce & Contracting

World Commerce & Contracting is a not-for-profit association dedicated to helping its global members achieve high-performing and trusted trading relationships. With 70,000 members from over 20,000 companies across 180 countries worldwide, the association welcomes everyone with an interest in better contracting: business leaders, practitioners, experts and newcomers. It is independent, provocative and disciplined existing for its members, the contracting community and society at large.



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