

World Commerce & Contracting
**INNOVATION &
EXCELLENCE
AWARDS 2023**



Everything you need to know about the Awards,
the categories and how to enter

Celebrating strategic value in commerce and contracting

WorldCC's prestigious Innovation & Excellence Awards, are now open for entries for 2023. Now in its 10th year, these highly regarded awards showcase the very best from the international contracting and commercial management (CCM) community.

This year it's more important than ever for the CCM community to step up and contribute value. Our latest benchmark data tells us that "increasing strategic value and demonstrating relevance is the #1 priority for our community". The Innovation & Excellence Awards offers you and your team the opportunity to tell your story, the tangible impact of contracting excellence, how you have done things differently and innovated, and how you delivered strategic value for your business and your customers.

The Innovation & Excellence Awards are an absolute must to shine a light on value, innovation and impact through excellence.

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.

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: Entries for this Award category should be submitted jointly 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

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 the WorldCC Awards.

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.

Enter now



How to get started

1. Enroll for the programme on WorldCC's Innovation & Excellence Awards [online entry platform](#)
2. Select the categories you would like to enter.
You can only enter an initiative in one category.
Any additional entry in the same category must be a clearly different initiative.
3. Populate each required section using your submission checklist (you can get started and come back later to complete)
4. Check through category criteria – have you covered all the points
5. Submit your entry by 31 May 2023.

Entry checklist

Overview

Detail your company function and description, what markets and regions you operate in (250 words).

Describe your initiative from start to finish

Challenge: describe the challenge or the opportunity that your entry addresses (300 words max).

Approach: explain what you did, actions taken to ensure a successful outcome, who collaborated, how long it took to show results (300 words max).

Outcome: explain the impact of the initiative and why it was considered to be a success, you should include qualitative and quantitative impacts (300 words max).

Showcase impact

Evidence: provide evidence of the success through testimonials from senior stakeholders

Supporting documents: these can include third-party endorsements, reports or papers (3 slides / pages max).

Evaluation process

Each submission will be evaluated via 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 are assigned.
2. The judges will choose the finalists for each category.
3. The final 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.

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
- Entries for the Outstanding Collaboration and Cooperation Award must be submitted jointly by a supplier and client, and with the permission of both parties.

Dates and Awards ceremonies

Entry dates and deadlines

- Entries for our regional awards in EMEA, Americas and APAC open on 31 Jan 2023 and close on 31 May 2023
- 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 three dedicated awards ceremonies for each region.

Awards ceremonies

APAC Summit, Melbourne

6 August 2023

On the eve of the summit we will hold a glittering champagne reception to announce and celebrate the Award winners for the APAC region.

Americas Summit, Dallas

15 October 2023

On the eve of the summit we will hold a dinner and ceremony to announce and celebrate the Award winners for the Americas region.

European Roadshow, London

w/c 30 October 2023 – stay tuned for details

At our largest gathering of European members we will hold a drinks reception to announce and celebrate the Award winners for the EMEA region.

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 75,000 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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