



## 2018 Future of Sourcing Awards Entry Pack

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### About the Awards

SIG invites you to enter the **Future of Sourcing Awards**, an annual program founded in 2018 to celebrate organizations that show innovation, leadership and/or transformation in categories that are critical to the sourcing industry. The Future of Sourcing Awards will be judged and selected by a prestigious panel, in the following team and individual categories:

#### Team Awards

- Innovations in Sourcing
- Innovations in Outsourcing
- Innovations in Third Party Management
- Innovations in Supplier Performance
- Innovations in Digitization
- Innovations in Governance/Compliance
- Innovations in Talent Management
- Innovations in Sustainability

#### Individual Awards

- Rising Star Award
- Sourcing Star Award

More detail can be found in the Specific Awards section.

### Instructions for Submitting a Nomination

**Step 1:** Read the **Entry Rules** and **Specific Awards** (included in this document) to make sure your nomination meets the qualification criteria.

**Step 2:** Read through the **Publicity Rules and Other Important Details** section (included in this document). By submitting the nomination, you are consenting to our publicity rules.

**Step 3:** Complete the **Nomination Form** in its entirety **by 5:00 pm Eastern on Friday, June 8, 2018** by completing the [team nomination](#) or [individual nomination](#) on the [Future of Sourcing Awards website](#).

### Entry Rules

- Your nomination must be received on or before **Friday, June 8, 2018** by completing the [team nomination](#) or [individual nomination](#) on the [Future of Sourcing Awards website](#).
- Nominations will be accepted from both buy-side and sell-side (advisory, consultant, service provider, etc.) companies.
- Nominations must all be online and will include a series of responses to questions that support the scoring criteria (outlined later in this document).
- Nominees will be allowed to “select all categories that apply” to each project (for award consideration in more than one area), but if more than one project is being submitted, separate nomination forms must be completed.
- The criteria for the awards is shared in this document but the actual judging process is confidential. No feedback will be shared with nominees and all decisions are final.

### Publicity Rules and Other Important Details

- SIG, Outsource Magazine and Art of Procurement will be publicizing this event widely in advance through social media, email communications, website notifications, press releases, online blogs, etc.
  - We reserve the right to use the company names of nominees in our communications.
  - Finalists agree that their company names and logos may be used in our communications.
- A podcast will be conducted and recorded for finalists in each category.
  - Finalists will be asked questions that allow them to share the specifics of their nomination. Other questions will also be asked that will highlight their organization and expertise.
  - The podcast, which may be shared with the judging panel, is required for all finalists.
  - Podcasts will be distributed through the Art of Procurement and/or The Sourcing Industry Landscape.
  - We reserve the right to use extracts from interviews at the event and/or in additional marketing.
- Press releases will be shared with finalists in advance to allow for revisions on any items that are factually incorrect. Finalists will have one week to approve or submit changes. If responses are not received in that time, we will assume explicit approval. Changes received after that time cannot be accommodated.

- We recommend that you obtain prior approval from your communications/PR/marketing and/or legal departments before submitting the nomination form to mitigate any risk with this process in advance. An independent panel of judges will review the nominations. All judges sign a non-disclosure agreement to maintain confidentiality and uphold privacy.
- By signing and submitting the nomination form, you are confirming that you understand and agree to these publicity rules.
- It is required for all finalists to attend the Future of Sourcing Awards dinner. Buy-side companies are also invited and encouraged to participate in the SIG Summit, taking place on the days surrounding the Awards dinner. Details follow.
  - Although there is no fee to enter a nomination, any non-SIG member that is nominated and in attendance will pay an entry fee in accordance with the options below.
    - SIG members will be allowed to attend the Future of Sourcing Awards dinner at no additional cost, provided that their membership includes available Summit seats.
    - Non-member buy-side companies are required to pay to attend. Options include:
      - Awards Dinner – individual entry: \$295
      - Awards Dinner – table for 10: \$2,500
      - Awards Dinner and Summit Pass – individual: \$3,495
      - Awards Dinner and Summit Pass – team of 5 or more: \$3,150 (per person)
    - Non-member sell-side (service provider, advisory, consultancy, etc.) companies are required to pay to attend. Options include:
      - Awards Dinner – individual entry: \$295
      - Awards Dinner – table for 10: \$2,500
      - Awards Dinner and Summit Pass – individual: contact Geoff Talbot at [gtalbot@sig.org](mailto:gtalbot@sig.org) for more details

### Specific Awards

Future of Sourcing awards will be given in the categories listed below. For full transparency, weightings have been assigned and shared. Your submission, which could include a nomination for yourself or someone else, should provide clear responses to each criterion. Summary information from the nominations may be used in marketing materials.

### Team Awards

The winner of these awards will represent the best example of innovation in each category. **You may “select all categories that apply” for a specific project nomination to be considered in more than one area, but will only be**

**eligible to win in one category.** If more than one project is being submitted, separate nomination forms must be completed.

- 1. Innovations in Sourcing**
- 2. Innovations in Outsourcing**
- 3. Innovations in Third Party Management**
- 4. Innovations in Supplier Performance**
- 5. Innovations in Digitization**
- 6. Innovations in Governance/Compliance**
- 7. Innovations in Talent Management**
- 8. Innovations in Sustainability**

Innovation is loosely defined as making a major change that has had/will have a significant impact on the organization and/or the greater community. In each area, the project can include automation, major transformation or process improvement, but the winning companies will show the greatest achievement in terms of fundamentally changing the nature of their business in some capacity.

**Scoring:**

Each of the above award categories will be judged based on the following criteria:

**Strategic vision: 30%**

- Outline “why” your team embarked on this project
- You need to explain:
  - How things were done originally
  - The drivers that led to the need for change
  - Your goals in embarking on this project
- You will score higher for:
  - Clarity of vision
  - Creativity and design thinking

**Outcomes delivered: 40%**

- Describe the “what” for the project
- You need to explain:
  - How you assessed the risks/potential for your strategy
  - The outcomes achieved in terms of performance/ customer satisfaction/revenue/sales and any other relevant financial gains
  - How you measured the outcomes
  - How they differed from what you expected and why
  - How transformative this has been as a strategy within your organization and how engaged employees are with the change
- You will score higher for:
  - A clear, simple measurement/assessment approach for both tangible and less tangible outcomes
  - Achieving high levels of internal transformation

- Breadth of impact across financial and non-financial areas
- Quantum of benefits delivered – how great an impact the initiative has had and how much benefit has been delivered to the business
- Demonstrating high levels of employee engagement and commitment to the new business model

**Future focus: 30%**

- Describe the “how” for future delivery and sustainability of benefits
- You need to explain:
  - How you plan to ensure that the new model remains relevant and adapts to the future needs of the market
  - How you are thinking about the future and how emerging technologies or approaches might be applied to deliver further value
  - What you are doing to safeguard the future of the benefits
- You will score higher for:
  - A practical and achievable approach to future-proofing the model
  - Understanding and insight into emerging technologies and how they can play a role

Individual Awards

**9. Rising Star Award**

This award recognizes an individual newer to the industry who has shown initiative and promise by delivering a project, developing thought leadership or creating a new methodology that is likely to have a lasting impact. Your submission, which could include a nomination for yourself or someone else, should provide clear responses to each criterion.

**Scoring:**

This award will be judged based on the following criteria:

**Impact on the Industry: 50%**

- Describe what the candidate has done to make a lasting impact on the industry
- You need to explain:
  - How the person has influenced the industry in transformative ways. This could be a new approach or methodology; the application of an existing technology in a completely new way; significant thought leadership; or even a career of inspiring others
- The candidate will score higher for:
  - Good examples and relevant stories
  - Endorsements from colleagues, clients and partners

**Insight and Leadership: 50%**

- Describe the specific body of work that has influenced the industry and make them a Rising Star
- You need to explain:

- The specific work the person has done. This may include links to books, articles, blogs, podcasts, projects, presentations or other original thought leadership written/managed by this candidate
- You will score higher for:
  - Showing how multiple people have benefitted from this person's contributions

## **10. Sourcing Star Award**

Similar to recognizing Rising Stars, we are also recognizing Sourcing Stars. This award recognizes an individual who has demonstrated inspiring, insightful and innovative work in the sourcing field over the course of their career in the space. Your submission, which could include a nomination for yourself or someone else, should provide clear responses to each criterion. The winner of this award will be a more seasoned veteran than the Rising Star candidates, and will have delivered projects, thought leadership or other tangible outcomes that have made a transformative impact on the industry.

### **Scoring:**

This award will be judged based on the following criteria:

#### ***Impact on the Industry: 50%***

- Describe what the candidate has done to make a lasting impact on the industry
- You need to explain:
  - How the person has influenced the industry in transformative ways. This could be a new approach or methodology; the application of an existing technology in a completely new way; significant thought leadership; or even a career of inspiring others
- The candidate will score higher for:
  - Good examples and relevant stories
  - Endorsements from colleagues, clients and partners

#### ***Insight and Leadership: 50%***

- Describe the specific body of work that has influenced the industry and make them a Sourcing Star
- You need to explain:
  - The specific work the person has done. This may include links to books, articles, blogs, podcasts, projects, presentations or other original thought leadership written/managed by this candidate
- You will score higher for:
  - Showing how multiple people have benefitted from this person's contributions

## Awards Nomination Form

Below you will find offline copies of the two nomination forms (team awards and individual awards). We recommend that use these forms to complete your responses offline prior to submitting your nomination.

### Team Award Form

- \* **1. Please enter the contact information for the person who is coordinating this nomination and for whom SIG can contact with questions.**

Name	<input type="text"/>
Company	<input type="text"/>
Address	<input type="text"/>
Address 2	<input type="text"/>
City/Town	<input type="text"/>
State/Province	<input type="text" value="-- select state --"/>
ZIP/Postal Code	<input type="text"/>
Country	<input type="text"/>
Email Address	<input type="text"/>
Phone Number	<input type="text"/>

- \* **2. Name of Company Nominated**

- \* **3. Size of Nominated Company (annual revenues):**

- \* **4. Size of Nominated Company (total employees):**

**5. How did you hear about this awards program?**

- Direct email from SIG
- Direct email from Outsource Magazine
- Website search
- Twitter
- LinkedIn
- Facebook
- Referral
- Other (please specify)

- 6. If you indicated you heard about this program from a referral, please identify the name of the reference.**

**\* 7. We are submitting our nomination in the following category/categories. \*PLEASE NOTE: You may select all categories that apply for your project to be considered in more than one area, but you will only be eligible to win in one category. If you have more than one project you are submitting, separate nomination forms are required.**

- Innovations in Sourcing
- Innovations in Outsourcing
- Innovations in Third Party Management
- Innovations in Supplier Performance
- Innovations in Digitization
- Innovations in Governance/Compliance
- Innovations in Talent Management
- Innovations in Sustainability

**\* 8. Why did you and/or the company you are nominating embark on this project? Response limited to 500 characters.**

**9. How were things handled originally? Response limited to 500 characters.**

**\* 10. What drivers led to the need for change? Response limited to 500 characters.**

**\* 11. What were the goals for this project? Response limited to 500 characters.**

**12. How did you and/or the company you nominated assess the risks for the project's strategy? Response limited to 500 characters.**

**\* 13. What were the outcomes achieved, in terms of performance/customer satisfaction/revenue/sales and any other relevant financial gains? Response limited to 500 characters.**



\* 14. How were outcomes measured? Response limited to 500 characters.

15. How did the outcome(s) differ from what was expected and why? Response limited to 500 characters.

\* 16. How transformative has this been as a strategy within the organization? Response limited to 500 characters.

17. How are employees dealing with the change? Response limited to 500 characters.

\* 18. How will you/the company nominated ensure that the new model remains relevant and adapts to the future needs of the market? Response limited to 500 characters.

19. How will emerging technologies or approaches be applied to deliver further value? Response limited to 500 characters.

20. What is being done to safeguard the future benefits? Response limited to 500 characters.

21. How did you/the company nominated make a business case for this project? Response limited to 500 characters.

\* 22. How will the outcomes of this project help you/the sourcing organization at the nominated company gain a seat at the executive table? Response limited to 500 characters.

\* 22. How will the outcomes of this project help you/the sourcing organization at the nominated company gain a seat at the executive table? Response limited to 500 characters.

\* 23. Will the outcomes of this project create a competitive advantage for the company? Response limited to 500 characters.

## Individual Award Form

**\* 1. Please enter the contact information for the person who is coordinating this nomination and for whom SIG can contact with questions.**

Name	<input type="text"/>
Company	<input type="text"/>
Address	<input type="text"/>
Address 2	<input type="text"/>
City/Town	<input type="text"/>
State/Province	<input type="text" value="-- select state --"/>
ZIP/Postal Code	<input type="text"/>
Country	<input type="text"/>
Email Address	<input type="text"/>
Phone Number	<input type="text"/>

**\* 2. Please identify the name of the person you are nominating for the Rising Star or Sourcing Star Award.**

Name	<input type="text"/>
Company	<input type="text"/>
Email Address	<input type="text"/>
Phone Number	<input type="text"/>

**\* 3. Please identify which category you would like to nominate this person in:**

- Rising Star -- an individual newer to the industry who has shown initiative and promise by delivering a project, developing thought leadership or creating a new methodology that is likely to have a lasting impact
- Sourcing Star -- a more seasoned veteran who over the course of their career will have delivered projects, thought leadership or other tangible outcomes that have made a transformative impact on the industry

**4. How did you hear about this awards program?**

- Direct email from SIG
- Direct email from Outsource Magazine
- Website search
- Twitter
- LinkedIn
- Facebook
- Referral
- Other (please specify)

5. If you indicated you heard about this program from a referral, please identify the name of the reference.

\* 6. How has this person influenced the industry in transformative ways? (This could be a new approach or methodology; the application of an existing technology in a completely new way; significant thought leadership; or even a career of inspiring others). Response limited to 500 characters.

\* 7. What are specific examples of the work the person has done? (This may include links to books, articles, blogs, podcasts, projects, presentations or other original thought leadership written/managed by this candidate). Response limited to 500 characters.