

The Business Transformation & Operational Excellence Awards 2019

Celebrating Outstanding Organizational Achievements

Official Sponsorship Prospectus

March 20, 2019

Loews Portofino Bay Hotel at Universal Orlando Resort™

Business Transformation & Operational Excellence Awards

Celebrating Outstanding Business Achievement



The Business Transformation & Operational Excellence Awards will be given to the most outstanding individual & organizational achievements through the application of Operational Excellence programs.

The focus of this elite awards program is to demonstrate to the global business community the real results which organizations achieve through the successful implementation of Operational Excellence methodologies.

The winning Awards will be presented at The Business Transformation & Operational Excellence Awards on Wednesday, March 20, 2019 at the Loews Portofino Bay Hotel at Universal Orlando Resort ™.

The Business Transformation & Operational Excellence Awards will be judged by a panel of esteemed experts and presents you with an ideal opportunity to showcase the great work that your consultancy or solution is delivering to your client organizations. By working with your clients to enter these Awards, you can promote your pivotal role in the successful roll-out of Operational Excellence to deliver significant business results.

Please visit the Business Transformation & Operational Excellence Awards website – <http://btoes19.com> - to access the guidelines and rules of entry.

By sponsoring the awards program you will position your organization as a best-in-class consultancy or solution provider that is committed to driving outstanding organizational achievement and Operational Excellence as a key core competency.

The recognition provided by the Awards will far surpass any traditional advertising or promotion.



The Awards Presentation

The winning Awards will be presented in a celebration of the very best of business transformation and operational excellence on Wednesday, March 20, 2019 at the **Loews Portofino Bay Hotel at Orlando Universal Resort™**

Key Dates

December 8, 2018 – Awards Entries Close

January 31, 2019 – Awards Shortlist & Personality Award Winners Announced

March 20, 2019 – Awards Ceremony & Winners Announced



Sponsorship Categories

9 Organizational Awards:

- Best Achievement of Operational Excellence in Manufacturing
- Best Achievement of Operational Excellence in Pharmaceuticals & Life Sciences
- Best Achievement of Operational Excellence in Automotive & Transportation
- Best Achievement of Operational Excellence in Healthcare
- Best Achievement of Operational Excellence in Banking, Capital Markets & Insurance
- Best Achievement of Operational Excellence in Government & Defense
- Best Achievement of Operational Excellence in Energy & Utilities
- Best Achievement of Operational Excellence in Technology & Communications
- Best Achievement of Operational Excellence in Hospitality & Construction



Sponsorship Categories

12 Project Awards:

- Best Achievement in Cultural Transformation & Sustainability to deliver a high performing Enterprise Excellence culture.
- Best Achievement in Operational Excellence to deliver an outstanding Business Expansion and Revenue Growth.
- Best Achievement in Operational Excellence to deliver an outstanding Customer Experience Excellence.
- Best Achievement in Operational Excellence to deliver Business Transformation
- Best Achievement in Operational Excellence to deliver Digital Transformation
- Best Achievement in Operational Excellence to deliver an outstanding Value Creation or Innovation Execution project
- Best Achievement in Technology Enabled Process Automation (Robotic Process Automation, Machine Learning, Cognitive Learning, Blockchain etc)
- Best Achievement in Visual Management
- Best Achievement in Cloud Infrastructure enabling Operational Excellence
- Best Achievement in Data Analytics enabling Operational Excellence
- Best Achievement in Virtual Reality to drive Operational Excellence programs
- Best Operational Excellence project under 90 days

2 Personality Awards

- Head of Operational Excellence of the Year Award
- Operational Excellence Outstanding Leader of the Year Award

3 Platinum Awards

The following Platinum Awards cannot be entered for. The winners will be selected by the judges from across a range of categories.

- The Platinum Award for Organizational Operational Excellence
- The Platinum Award for Best Operational Excellence Project
- The Dr. Mikel Harry Lifetime Achievement Award

Organizational & Project Category Sponsorship Package



There are **9 organizational & 12 Project Awards** available for sponsorship

SUPERIOR BRANDING OPPORTUNITY – PRE-EVENT, ON-SITE, POST EVENT

- **Category Sponsor branding** on all the Business Transformation & Operational Excellence Awards publicity materials, including brochure and website.
- **Attendance at the VIP Function** with judges, our advisory board and speakers prior to The Business Transformation & Operational Excellence Awards
- **Featured mentions in press releases sent to over 1700 publications**
- **A dedicated PR consultant** looking after PR post Awards. Previous awards have received a full page coverage in the Financial Times and Business Week.
- **Branding with link on home page and 100 words copy** on the Business Transformation & Operational Excellence Awards website
- **Category branding** on the AV & presentation materials at the Awards Event
- **Presentation of the Category Award to the winner** at the Business Transformation & Operational Excellence Awards Event along with promotional photographs.
- **Branding** on the Category Trophy
- Your logo will be displayed on **signage** in a prominent position at the entrance to the awards and on stage.
- **Signage of the Awards Sponsors** and shortlisted companies at the Business Transformation & Operational Excellence World Summit.
- **Signage on the Front-Screen** during the breaks at the Business Transformation & Operational Excellence World Summit
- Featured in the Business Transformation & Operational Excellence World Summit on-site materials

AWARD TICKETS & COMPLIMENTARY CONGRESS PASSES.

- **5 tickets** to The Business Transformation & Operational Excellence Awards Reception
- **2 Complimentary FULL ACCESS Passes** for the Business Transformation & Operational Excellence World Summit. You can attend all conference proceedings, including breakfast, breaks, lunch over the two days. and the gala reception on the first evening of the conference. Complimentary passes are the equivalent a two-day pass worth \$3999
- **Special discounted rates** for delegates attending the Business Transformation & Operational Excellence World Summit

Investment: \$15,000



Personality and Platinum Awards Sponsorship Packages



There are 2 Platinum Awards available for Sponsorship.

THOUGHT LEADERSHIP OPPORTUNITY

- **Speaker opportunity** at The Business Transformation & Operational Excellence Gala Reception

SUPERIOR BRANDING OPPORTUNITY – PRE-EVENT, ON-SITE, POST EVENT

- **Premium Sponsor branding** on all The Business Transformation & Operational Excellence Awards publicity materials and write-ups where appropriate.
- **Attendance at the VIP Reception** with judges, our advisory board and speakers prior to The Business Transformation & Operational Excellence Awards
- **Full page advertisement** in The Business Transformation & Operational Excellence Awards Book
- **Mentions in press releases to 1700 publications and via entire USA PR Newswire**
- **A dedicated PR consultant** looking after PR post Awards. Last year's awards received a full page coverage in the FT and Business Week.
- **Premium Sponsor branding with link on home page and 150 words copy** on The Business Transformation & Operational Excellence Awards website
- **Premium Sponsor branding** on the stage, AV & presentation materials
- **Presentation of the Premium Category Award to the winner** at the Business Transformation & Operational Excellence Awards along with promotional photographs
- **Branding** on the Premium Category Trophy
- **Signage of the Awards Sponsors** and shortlisted companies at BTOES18
- **Signage on the Front-Screen** during the breaks at BTOES18
- **Featured in the Business Transformation & Operational Excellence World Summit on-site materials**

AWARD TICKETS & COMPLIMENTARY CONGRESS PASSES.

- **5 Complimentary FULL ACCESS Passes** for BTOES19. You can attend all conference proceedings, including breakfast, breaks, lunch over the two days. and the gala reception on the first evening of the conference. Complimentary passes are the equivalent a two-day pass worth \$3999
- **Special discounted rates** for delegates attending BTOES19

Investment: \$30,000



Testimonials

The Business Transformation & Operational Excellence World Summit & Industry Awards is the redesigned continuation of the previous industry-leading Global Lean Six Sigma & Business Improvement Summit & Industry Awards and amalgamation with 5 other market leading leadership-level operational excellence conferences. Take a look at some of the testimonials from previous Awards dinners.

"It was an honor for Avis Budget Group to win Best Organizational Achievement in Lean Enterprise Improvement in the first year of our Lean Six Sigma deployment. The award process was thorough and it gave Avis Budget Group a tremendous platform to demonstrate the success our young Performance Excellence deployment has achieved. The \$40 million of verifiable hard-dollar savings ABG's Performance Excellence team was able to achieve in its first year was a key deliverable of the company's annual strategic plan."

David Myers, Vice President
Performance Excellence Deployment Leader,
Avis Budget Group

"I was very pleased to accept the award of Best Project Achievement in Business Enabling Processes on Delphi's behalf. It was especially gratifying to receive external validation from a diverse and global audience that included contingents from some of our key customers and competitors".

David L. Krausch
Global Director of Customer Satisfaction, Delphi
Gas Engine Management Systems

"It was an exceptional moment when we first learned BMO Financial Group was the recipient of three Global Six Sigma and Business Improvement Awards. These awards are truly attributable to all the hard work and dedication of our employees across North America. Lean Six Sigma has enabled BMO Product Operations to significantly improve our customer service and organizational cost management in today's challenging economic environment. We are determined to intensify our commitment to Lean Six Sigma business improvements as we continue to deliver great customer experiences."

Richard Lam P. Eng, MBA, Deployment Leader and
Master Black Belt, BMO Financial Group

"It has been an honor to accept the award for *Best Achievement of Organizational Business Improvement in Healthcare* this year. The award has allowed SSFHS to increase the credibility of its Lean Six Sigma Program within its own system and in the communities it serves. The award shows our customers and competitors that we are committed to excel and progressing steadily as we improve the quality of care for our patients."

Gene Diamond
Regional CEO, Sisters of St. Francis Health Services, Inc.
– Northern Indiana Region

"We are extremely excited to have received this recognition for Best Emerging Business Improvement. I believe this terrific award recognizes that customers can depend on our ability to live our mission statement every day with on time delivery, lowest industry turn-times, customer service of exceptional value, service and products of the highest quality. Also, I'd like to complement their team for their excellent recognition program."

Robert Weiner
President and Chief Executive Officer of PAS
Technologies.

"Capital One has received multiple awards through our participation in the Global Six Sigma Award Program, including most recently the Platinum Award for Process Excellence Project and the Best Project Achievement in Innovation or Product Development. This prestigious external recognition is a great confirmation of the exceptional business results delivered by our associates."

Gus Cheatham
Sr. Vice President, Certified Six Sigma Master
Black Belt, Capital One Bank

Awards Sponsorship Application

March 20, 2018 | Loews Portofino Bay Hotel & Universal Orlando Resort,TM | btoes19.com

Instructions: Print this application. Complete all sections. Sign and email back this application to spex@proqis.com This is an agreement with Global Media Research Ltd T/as Proqis, Headquarters: 50 Grosvenor Hill. London W1K 3QT. United Kingdom. Any questions? Please email spex@proqis.com.

Key Contact Person

Contact:		Job Title:			
Company:					
Address:					
City:		State:		Zip Code:	
Phone:		Fax:		Email:	
Direct:		Cell:		Date:	

Package Selected Write the price of the packaged selected in the respective section.

Organizational Category Sponsorship Package: \$ _____

Premier Category Sponsorship Package: \$ _____

Payment Terms: A 50% deposit is required with the application and **the balance is due on January 4th, 2019.**

Method of Payment

Option 1 – Credit Card

Please charge \$ _____ to the following credit card for immediate payment.

Please charge the balance of \$ _____ on the day of January 4th, 2019.



Card Number: _____ Exp. Date: _____

Verification Code: _____ Name of Card Holder: _____

Billing Address of Card: _____

Signature: _____

Please fax a copy of the front and the back of your credit card with this form.

Option 2 - Bank Transfer.

We elect to pay by bank transfer.

Account Name: Global Media Research Ltd T/as Proqis. Bank: Barclays Bank Plc. Currency: USD. Sort Code: 203593.

Account Number: 65218333. IBAN: GB78 BARC 2035 9365 2183 33. SWIFT BIC Code: BARCGB22.

Rules and Regulations.

We agree to abide by all the rules and regulations governing this sponsorship & exhibition agreement. I have read and fully understand the package, pricing, payment terms and your terms and conditions and process details as documented below.

Date: _____

Authorized Signature: _____

Title: _____

Terms & Conditions

General Terms, Conditions and Process Information

Dates

The sponsorship benefits will take place on-site during the BTOES18 Summit & Awards program on March 20, 2019

Accommodation

Hotel accommodation is not included in your fee. Don't forget to make you hotel reservations in good time. See the respective event website for accommodation details, group rates and cut-off dates.

Shipping

You need to make you own arrangements to ship your materials to and from the venue. Please also mark your boxes dearly with your company name, the event title, and the number of pieces shipped. Please ensure that your shipped materials arrive at the venue not more than 3 days before the event. You will be sent full shipping details near to the event.

Cancellation Policy

Your organization agrees that it has no right to terminate or otherwise cancel its obligations under this Contract. Furthermore, we do not provide any guarantees on numbers or quality. In the event of withdrawal or no-show, you would still be responsible for the full fee.

Changes to the Program

We reserve the right to make changes to any aspect of the program, agenda, speakers and events dates.

Cancel

We may cancel the event if enrolment criteria are not met, or when conditions beyond its control prevail. If an event is not held for any reason, our liability is limited to the refund of original fee.

Rules and Regulations

By signing the contract, the sponsor agrees to make no claim for any reason against the Hotel Venue or us, or the agents of any of the aforementioned. The Hotel Venue and us will not be liable for the fulfilment of this contract as to the delivery of space, and further will not be responsible for delays, damage, loss, increased costs, or any other unfavorable conditions due to the following: the building being destroyed by fire, act of God, public enemy, national emergency, strikes, the authority of the law, or any causes beyond their control. The exhibitor/sponsor agrees to indemnify the aforementioned groups against and hold them harmless from any claims arising from the acts or negligence of the sponsor, its agents, or employees.

Security

Sponsors must make provisions for safeguarding their goods, materials, equipment, and stations at all times. The show manager, or the Hotel Venue will not be responsible for the loss or theft of property belonging to any sponsor, its agents, employees, visitors, or guests.

Payment Terms

Payment terms are as stated above. We reserve the right to withhold any of the above benefits until payment is received.

In the event of non-cleared payment in full prior for a respective event prior to the respective event start date, we will have the right to withdraw all your benefits to the event, and still pursue you for full payment, plus interest at the prevailing bank rate, and any damages caused by your withdrawal.

Benefits

Some of the benefits in your package require you to provide information to us in a timely manner. If you fail to do so you will be deemed to have decided to not require that respective benefit. The deadlines will be detailed in respective communications.

Date: _____

Authorized Signature: _____ Title: _____