

THE EIC SURVIVE & THRIVE AWARDS 2017

AWARD ENTRY FORM



DEADLINE: 12:00 noon on 30 June 2017

The EIC would like to invite member companies to submit an entry for the EIC Survive & Thrive Awards 2017.

Organisation	
Name	
Job Title	
Telephone	
Email	

Please tick one or more category you would like to be considered for:

Innovation	<input type="checkbox"/>	Technology	<input type="checkbox"/>
Collaboration	<input type="checkbox"/>	Diversification	<input type="checkbox"/>
Optimisation	<input type="checkbox"/>	Export	<input type="checkbox"/>

Interested companies should complete the questions attached, detailing how they have successfully adapted and implemented their selected 'Survive & Thrive' strategy to remain competitive and grow in the current down turn in all energy sectors.

Stage One

Written submissions will be assessed and scored according to criteria. Please ensure that you answer all points fully. Stuart Broadley will perform a quality control check on all submissions to ensure they are entered into the correct category and that sufficient detail has been included to allow for fair judging. He may contact you directly for more details before your entry is submitted to judges.

Stage Two

Short-listed companies will be invited to present to the relevant judging panel in person over the week of 11 September 2017. The short interview normally consists of a 10-15 presentation followed by questions. Finalists will also be filmed for a brief video to be played at the National Awards Dinner.

These interviews will take place in the EIC London office.

The names and logos of the shortlisted submissions will be published on the EIC website w/c 14 August 2017.

Stage Three

Winners in each category will be announced at the EIC National Awards Dinner on 12 October 2017 taking place at 8 Northumberland Ave, London.

Examples of judging criteria

- Real-life examples of the story
- Measurable benefits achieved – savings, increased production, orders won, etc.
- Scalability of the success for your business in the future
- Uniqueness and ability for this new idea to keep you ahead of competitors
- Degree, speed and success of change needed internally to execute the new strategy

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RULES FOR ENTRY

1. Entries are invited from all full EIC members* at the time of the Award presentation on 12 October 2017, that supply goods and/or services into energy projects across the world. (*Associate Members are not eligible to enter)
 2. "Entry" refers to the effective implementation/utilisation of one of the category strategies AND must address the business benefit gained by implementation of this strategy.
 3. Only one entry per EIC member company.
 4. All synopsis submissions should follow the guidance on page 6.
 5. All questions should be answered clearly providing supporting evidence where applicable within the entry form.
 6. Synopsis write-ups are to be submitted on a separate A4 word document with supporting links and articles as necessary.
 7. Judges will score your entry on the basis of evidence provided in each section alone. Failure to address a question will impact your score.
 8. All information included within the award entry will be used within the award write up and subsequent marketing materials. If any part/section of the application is not for public use please mark as "Confidential".
 9. Please adhere to the recommended word count for your synopsis. Your entry will be penalised for exceeding the word count guideline and the judges will only score the agreed number of words.
 10. Entries must be delivered by 12:00 Noon on 30 June 2017. Electronic or hard copy entries will be accepted.
 11. The EIC will issue an email confirmation of receipt on 1 July 2015 to all received entry submissions. If you do not receive such notification, please contact lauren.zoryk@the-eic.com.
 12. Entries and supporting material will not be returned.
 13. The successful short-listed entrants will be required to attend an interview, in person, at the EIC London office on a named day during the week beginning 11 September 2017. Where possible this should be the person completing the application.
 14. All entries will be judged by a panel of energy sector peers, against an agreed scoring framework.
 15. There will be no feedback on entries that are not shortlisted.
 16. The judges decision is final. No correspondence will be entered into.
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Section 1 – Basic Information

Company Name

Company Ownership

Number of employees (UK) / (global)

Annual revenue (UK / (global)

Years in operation

Locations

Industry sectors / Sub-sectors
Explain if this has changed recently

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Company:

Brief description of main activities
ie. products and/or services
Explain if this has changed
in recent years

Your company's core
vision/strategy
(high level)

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Company:

Section 2 – Assessment of issues and challenges affecting the energy industry

What were the main issues/challenges that your company faced in the last 2-3 years/is currently facing? (that is, what is the context of your submission...?)

How did these issues impact your business?

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Company:

Does your company see these issues/challenges as temporary or permanent?



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Section 3 – Strategies for coping with industry issues and challenges

*Please submit your **500 word synopsis** covering one (or more topics as below). This section forms the core part of your business submission. Please read through the following guidance to help you consider all the necessary aspects for a successful submission. Your synopsis should be attached to the application as an A4 word document. Please also submit any supporting links to articles and/or press releases. You are also welcome to include ONE image if necessary to support your submission. Please clearly label and number your additional documents.*

Possible topics (Award categories):

- *Optimisation (of your costs and processes)*
 - *Innovation*
 - *Technology*
 - *Collaboration*
 - *Diversification*
 - *Export*
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- When did your company start to consider strategies to cope with the issues/challenges mentioned above?
 - What strategies did you employ? Explain the story.
 - What inspired your company to pursue a certain strategy/set of strategies (e.g. previous experience, success stories by other companies, leadership, etc.)?
 - How were these strategies implemented? What were the key steps and enablers of the strategy that were key to its success?
 - Does your company possess any advantage which made implementation easier?
 - What obstacles did your company encounter during implementation?
 - Did your company receive support during this process (e.g. national/local government, trade associations, universities, consulting, etc.)?
 - How successful was your company following the implementation of a strategy? Is there a measurable benefit from the strategy? If so, how much? (e.g. new orders won, customer's cost savings, field viability, production enhancement, safety improvement, etc.)
 - Do you see this new strategy as a long-term, sustainable strategy for your business, or is it only temporary given the current difficult market?
 - Can you name the customer(s) that are linked to this strategy? If so, who are they, and are they now acting as your advocate?
 - What lessons have you learnt for the future?

EIC CEO, Stuart Broadley will 'quality check' all submissions to ensure conformance and that enough detail is included. He may contact you for further information or clarification before submitting entries to the judges.

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Please return all print entries to:

Lauren Zoryk
National Events Manager
The EIC
Unit 1 Chapell Lane (South)
Wynyard Business Village
Wynyard
Stockton-on-Tees
TS22 5FG

OR

Email: lauren.zoryk@the-eic.com

Please return to:
Lauren Zoryk | T: 01642 379975 | E: lauren.zoryk@the-eic.com

Full Terms & Conditions are available at www.the-eic.com/award