



Awards methodology



1. Nominations

- Enterprises need to nominate themselves to contest for the awards. Only those enterprises which nominate will be considered for the award process
- Every enterprise can nominate itself for a **maximum of 1 vertical category and/or 1 or more horizontal category award**.
- The awards acknowledge and recognize enterprises for innovative and effective use of IT to achieve business objectives. **This may involve one or multiple IT projects over the year**. The projects must have been initiated no earlier than CY 2011 and must have at least one milestone completed in 2012. Hence **on-going projects will be considered** and all data provided must be with respect to the completed milestone only.
- Nominees will be required to fill in a **self-assessment tool kit** as part of the nomination process. The self-assessment tool kit is a word document to capture information regarding the enterprise and the IT projects concerned
- The entries will be judged solely based on the information provided by the nominee in the self - assessment tool kit. **Incomplete self-assessment tool kits will not be eligible** for further evaluation process

2. Screening

- An initial screening of the received self-assessment tool kits will be carried out. Incomplete and incorrect category nominations will be filtered out

3. Shortlisting

- **3 nominations per award category** (*subject to conditions like total number of received nominations*) will be shortlisted by Frost & Sullivan. The awards short listed enterprises will be chosen on a combination of research and framework developed by an expert team of Frost & Sullivan analysts and consultants.
- **The CIO/ IT managers/ representative of the nominee may be contacted for a telephonic discussion in case of clarification requirements on any details.**
- The short listing will be done on a number of quantitative and qualitative criteria. The parameters are broadly described below:

Business Goals achieved/ enabled

The nominee will be judged on the business need / challenge and the success of IT implementation in enabling meet the business objectives. The broad level business objectives could be:

- Top line growth
- Bottom line growth
- Increased Customer satisfaction
- Gaining Competitive advantage
- Achieving operational excellence

The nominee will be expected to drill down further to substantiate this parameter by highlighting the business benefits achieved and how it ties up with the IT initiative. The business benefits could include one or more of the following:

- Enhanced business agility through faster Go To Market and market/ customer responsiveness
- Customer acquisition by reach out to new segments and geographies
- Customer retention
- Improved efficiency of operations
- Reduced cost of operations
- Enabled better decision making
- Improved business processes / Best practices
- Operational excellence
- Business process integration and optimization
- Supply chain integration/ partner integration

Strategic approach to IT

Weightage will be given to a strategic approach to IT vis a vis a piece meal/ tactical approach. The strategic approach would require a vision both from a business and integrated technology perspective. Strategic implies to a holistic view of the investments made into IT.

Innovation and thought leadership

Weightage will be given for innovation and thought leadership. The innovation could range from a new business / industry specific solution to leading the path by thought leadership. Some examples are given below:

- Innovative/ disruptive technology implemented
- New Initiatives taken
- Technology initiatives creating new business avenues

- Unique implementations in industry

Scale of project

The scale would be a function of the rupee value of investments as well the business impact and stake holders involved. The buckets will be separate for large and emerging enterprises depending on the award category

IT governance

IT governance is contextual to the award category and the scope would vary on a project basis. Broadly, the governance aspects for the initiative will include one or more of the following dimensions:

- Implementation excellence – time period, man hours, roll outs
- IT standards adopted
- Information security compliance and policies
- Metrics developed and tracked including ROI
- Systems Audit control
- Risk mitigation
- Change management

4. Selection

A distinguished jury panel comprising of industry thought leaders from provider and end user community will deliberate and select the winner for each category

5. Awards presentations

The awards honourees' thus selected based on a process involving a combination of research, and experience of renowned jury panel will be declared on the occasion.