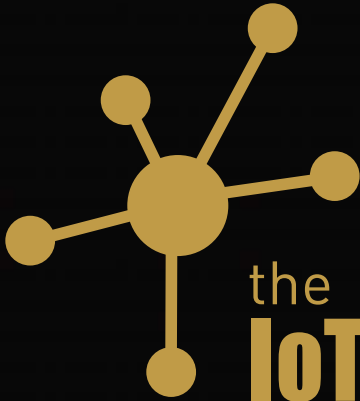


# AWARDS CATEGORIES 2019

How to Enter the  
IoT Global Awards  
Advice to Entrants



## the **IoT GLOBAL AWARDS**

Recognising excellence in IoT innovation

At the IoT Global Awards our mission is to discover the very best Product, Service, Organisation and Leadership talents in the Internet of Things (IoT) sector. You may enter the Awards for yourself or for a third party.

### **IoT PRODUCT / SERVICE OF THE YEAR**

Automotive, Transport & Travel

Big Data, Cloud & Analytics

Connected Consumer & Smart Home

Connected Health or Wearable Tech

Industry & Construction

Platform of the Year

Research & Development or New Launch

Retail, Marketing & Hospitality

Securing IoT

Smart Cities, Government & Utilities

### **IoT BUSINESS EXCELLENCE**

CxO of the Year

Start-Up/Business Development/Partner

Ecosystem of the Year



## IoT PRODUCTS / SERVICES OF THE YEAR

Judges will be looking for the most innovative IoT applications, or the apps that are most valuable or beneficial (to both user & provider) and which advance the cause of connected Things. Your entry will be scored 1-10 (10 being the highest) in these 5 areas:

- a) **Creativity:** Do other companies' products/services already fulfil the same function? If so, does this product or service approach it in an original and better way?
- b) **User value:** Does this entry enable users to conduct their business or live their lives more efficiently, safely, securely, profitably, enjoyably, etc.?
- c) **Scalability:** The benefits of IoT are optimised when services and products can reach the widest possible user base, across the relevant service sector, and internationally. Is this Entry capable of scaling?
- d) **Business value:** Profitability underpins everything we all do in the IoT. Will this product or service deliver Business Growth to the Company / Partner ecosystem that developed it?
- e) **IoT benefits:** Does this pass the "Mum & Dad Test"? If you explain this entry to your family or friends why would they agree that the IoT is benefiting the wider community?

## CxO\* OF THE YEAR

At the IoT Global Awards we aim to discover the best Leadership talents in the Internet of Things (IoT). \*Entrants must be chief officers, directors, senior or vice presidents, executive chairmen or chairwomen, owners/founders, or general managers. (Job titles vary from culture to culture – if in doubt about your Awards entry, please contact the organisers at [contact@iotglobalawards.com](mailto:contact@iotglobalawards.com)).

CxOs must have been in the relevant IoT post between June 2016 and December 2017. The Judges will look for the most creative, productive, visionary, inclusive IoT leaders. Their discipline (executive management, sales, technology, marketing, operations, finance, etc.) is less important than their ability to Inspire people and Deliver results. You will be judged against these 5 criteria.

- a) **Innovation & Leadership:** Does this individual bring their own Creativity to the team? Does he or she inspire people to go the extra mile in their work? Are teams created and energised by this person? Does he or she lead from the front? Do they delegate well, and empower younger team members? (Give examples.)
- b) **Delivery:** Leadership is nothing without the ability to see a project through. Can this CxO (other job titles are accepted – see \*above) show evidence of successful delivery against targets? On time? On budget? And to a high standard?
- c) **Track record:** To achieve this success, Entrants will have achieved other successes along the way. Does this entrant have a track record of relevant technological and/or business achievements that have helped in IoT?
- d) **Business transformation:** Digitisation is bringing benefits to many businesses. Has this entrant helped their own organisation to improve productivity, business process efficiency, or enhancement of services?
- e) **Business growth:** To be of value, the Internet of Things must be more than “Nice To Have”. Has this Entrant significantly grown his or her own Business or Partner ecosystem? Give evidence or examples.



## START-UP / BUSINESS DEVELOPMENT / ECOSYSTEM OF THE YEAR

Our mission here is to discover the best Organisations or Partner Ecosystems in IoT. These can be new or long-standing businesses or academic institutions – but must have been operational in IoT between July 2017 and December 2018. Judges will look for the most innovative IoT organisations or partnerships which advance the cause of connected Things (IoT). Organisations or partner ecosystems may enter for themselves, or be nominated by a third party. You will be judged against these 5 criteria.

- a) **Innovation & Creativity:** Does this Organisation/Partnership innovate in the IoT products & services it offers? Does it show creativity in solving customer problems? Does this Organisation/Partnership focus on Solutions for clients more than Problems?
- b) **Teamwork:** Is this an Organisation/Partnership that people willingly follow? Have team members gone the extra mile in their work? (Give examples.) Does this organisation/partnership have the necessary skills to deliver the Project Goals? Are all parts of the team focused on shared goals? Does one Organisation lead & control? How well does this work?
- c) **Delivery:** Teamwork is nothing without the ability to see a project through. Has this Organisation / Partnership successfully delivered against targets? Has it delivered on time, on budget, and to a high standard? Has this Organisation/Partnership listened to customer needs? (Give examples.)
- d) **Business transformation:** Digitisation is bringing benefits to many businesses. Has this Organisation / Partnership helped to improve its Clients' productivity, profitability, business process efficiency, or enhanced their services?
- e) **Business growth:** To be of value the Internet of Things must be more than "Nice To Have". Has this Business or Partner ecosystem grown significantly through its IoT activities? (Please describe.)