

IoT AWARDS JUDGING GUIDELINES:



the **IoT GLOBAL AWARDS**

Recognising excellence in IoT innovation

Our mission is to discover the very best Product, Service, Organisation and Leadership talents in the Internet of Things (IoT) sector.

How Entries are Scored

IoT PRODUCT / SERVICE OF THE YEAR ENTER

Automotive, Transport & Travel

Big Data, Cloud & Analytics

Connected Consumer & Smart Home

Connected Health or Wearable Tech

Industry & Construction

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 or

Ecosystem of the Year



IoT PRODUCTS / SERVICES OF THE YEAR

Judges should look 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. You should score 1-10 (10 being the highest) in 5 areas:

- a) **Creativity:** Is this an Original product or service? 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? Your Score: [1-10]
- b) **User value:** The IoT will only flourish when end users find a benefit from the product or service. Does this entry enable users to conduct their business or live their lives more efficiently, safely, securely, profitably, enjoyably, etc.? Does it enable them to do things better/faster/cheaper/more reliably? Does it enable them to do things that were not previously possible? Your Score: [1-10]
- 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 in this way? Will it happen quickly and economically? Is there evidence that it has done so already? Your Score: [1-10]
- d) **Business value:** Profitability underpins everything we all do in the IoT. Has this product or service already delivered Business Growth to the Company / Partner ecosystem that developed it? If not yet, is it reasonable to believe that it could within a year from now? Your Score: [1-10]
- e) **IoT benefits:** Finally, does this pass the "Mum & Dad Test"? If you explain this entry to your family or friends are they likely to agree that the IoT is once again benefiting the wider community? If so, is it a big benefit? Is it readily understood? Your Score: [1-10]

Final Comments:

Judges should summarise the Strengths and Weaknesses of the Highest Scoring entry (maximum 50 words):

[1st:]



CxO* OF THE YEAR

Our mission is to discover the very 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 entering someone, please contact the organisers at contact@iotglobalawards.com).

CxOs may be entered by someone else or may enter themselves. They must have been in the relevant IoT post between February 2022 and February 2023.

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 should score 1-10 (10 being the highest) in these 5 areas:

- a) **Innovation & Leadership:** Does this individual bring their own Creativity to the team? Will teams willingly follow this person? Does he or she inspire people to go the extra mile in their work? Are teams created and energized by this person? Does he or she lead from the front? Does he or she delegate well, and empower younger team members? Your Score: [1-10]
- 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? Your Score: [1-10]
- 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 achievement that has helped in IoT? Your Score: [1-10]
- d) **Business transformation:** Digitisation is bringing benefits to many businesses. Has this entrant helped their own organization to improve productivity, business process efficiency, or enhancement of services? Your Score: [1-10]
- 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? Your Score: [1-10]

Final Comments:

Judges should summarise the Strengths and Weaknesses of the Highest Scoring entry (maximum 50 words):

[1st:]



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 – but must have been operational in IoT between February 2022 and February 2023. Judges should 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 they can be nominated by a third party.

You should score 1-10 (10 being the highest) in these 5 areas:

- 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 more than Problems? Your Score: [1-10]
- b) **Teamwork:** Is this a business/partnership that people willingly follow? Have people gone the extra mile in their work? Does this organisation/partnership have all the necessary skills to deliver the Project Goals (or is something missing?) Are all parts of the team focused on shared goals? Does one Organisation lead & control? How well does this work? Your Score: [1-10]
- 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? Your Score: [1-10]
- d) **Business transformation:** Digitisation is bringing benefits to many businesses. Has this Organisation / Partnership helped to improve its Clients' productivity, business process efficiency, or enhanced their services? Your Score: [1-10]
- 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? Your Score: [1-10]

Final Comments:

Judges should summarise the Strengths and Weaknesses of the Highest Scoring entry (maximum 50 words):

[1st:]