



Managed Print Services 2018 Leadership Awards

Category: Best MPS Innovation Award

Definition: Each year we see new developments and initiatives in MPS which have the potential to redefine the way we view the industry. This award is intended to single out the individual, the company, the product or the process which can genuinely be hailed an innovation for the industry.

Thank you for your interest in the MPSA 2018 Leadership Awards. A ground-breaking and successful MPS-related project or product is only the starting point for an award-winning entry.

The much more difficult task is to **demonstrate** how and why your MPS program or services to the MPS market space was successful, ground-breaking or outstanding in the context of the Category for the award in the last 18 months.

There is an art to writing a convincing submission – clarity and relevance being a primary requirement! You then have to convince the MPSA Judging Panel that the contribution has been significant and, preferably, measurable. They will be unimpressed by a sales pitch or unsubstantiated assertions of success. They will be peers in your Category, so assume a good deal of understanding.

To assist in making sure all areas are covered, and that there is consistency in submission, there is a corresponding Submission Form for each category. To utilize this form, please go to the MPSA Leadership Awards section of the MPSA website, download and complete the relevant category submission form, then submit it to the email address noted. Members of the Board are available to advise you on what kind of submission would qualify as outstanding. Please use the same email for questions, and someone from the Judging Panel will respond to you.

Not everyone can win or be shortlisted, but no entry should fall down on the basics, so we enclose some guidelines on the scoring approach. Please use this information to help guide your responses.

Submission Process:

1. Complete the Submission Form to explain why you should be an award winner.
2. Save the file using your company name as the file name.
3. Email to awards@yourmpsa.org.

Timeline:

- Submission forms will be available on the MPSA website starting February 1st, 2018.
- Submission deadline is March 16th, 2018.
- Within 2 weeks of submission: A member of the Judging Panel will follow up with you to clarify any unclear points and contact any provided references.
- The Judging Panel will choose Category winners by April 6th, 2018.

The winner within each Category will be announced at:

ITEX | May 15-16, 2018 | Las Vegas, NV

Scoring Methodology

Originality (30% of the score)
<ul style="list-style-type: none">• Scope and depth of innovation
<ul style="list-style-type: none">• Differentiation
Impact (25% of Score)
<ul style="list-style-type: none">• Fundamental change
<ul style="list-style-type: none">• Customer benefits
Practicality (15% of Score)
<ul style="list-style-type: none">• Readily accessible
<ul style="list-style-type: none">• Costs associated with Innovation
Measurability (15% of Score)
<ul style="list-style-type: none">• Metrics established for measurement
<ul style="list-style-type: none">• Review Process
Case Study (15% of Score)
<ul style="list-style-type: none">• Detail of Best Practice
<ul style="list-style-type: none">• Client Feedback

Section 1: Originality

Scope: The extent that the organization created a groundbreaking and/or superior-to-market alternative.

Explanation: How your organization approached the problem and how it led to the innovative change from start to implementation.

What would constitute a high mark to this Section? (Score 5)

A detailed overview of their innovation that outlines a compelling innovation that is unique and expands the current standard.

What would constitute a low mark to this Section? (Score 1)

A slight variation to a current standard practice or technology.

Section 2: Impact

Scope: Identify and articulate the fundamental change to the current process and how it benefits customers.

Explanation: Will this innovation create lasting change and measurable outcomes? Will this impact many in the MPS community or is it a niche initiative?

What would constitute a high mark to this Section? (Score 5)

Clear, concise explanation of the benefit to a user that addresses a need, pain point or creates a new market. Ability to strengthen partnerships within and outside the industry.

What would constitute a low mark to this Section? (Score 1)

Lack of detail and/or sophistication.

Section 3: Practicality

Scope: Identify and articulate the ease of implementation and costs required to execute.

Explanation: Will this require a major modification to current process or will it only require minor adjustments? Will this impact many in the MPS community or is it a niche initiative?

What would constitute a high mark to this Section? (Score 5)

Clear, concise explanation of the benefits to the MPS community including costs and process implementation required.

What would constitute a low mark to this Section? (Score 1)

Lack of detail and/or sophistication.

Section 4: Measurability

Scope: Identify and articulate the metrics established to measure success of your innovation.

Explanation: Marketplace success is measured by profit, volume, growth rate, customer commitments, user reviews, ROI and market impact. Explain and quantify your success.

What would constitute a high mark to this Section? (Score 5)

Clear, concise and measurable results showing the impact and practicality of the innovation.

What would constitute a low mark to this Section? (Score 1)

Lack of detail and/or sophistication.

Section 5: Case Study - Detail example of the innovation
Scope: A specific client case study example from 2012 or 2013 that illustrates the before and after effects of the MPS Innovation.
Explanation: Example of an actual client engagement that exemplifies how the innovation was used to produce a successful end-user result.
What would constitute a high mark to this Section? (Score 5)
Complete review of the situation before and after the use of the innovation idea/technology/product. (Complexity and sophistication)
What would constitute a low mark to this Section? (Score 1)
An engagement that was not significant or complex.

Section 6: Case Study - Client feedback
Scope: Client testimonial explaining the before and after effects of the MPS Innovation.
Explanation: Independent client feedback where a quote is provided supporting and confirming the value of what was provided.
What would constitute a high mark for this Section? (Score 5)
The name of the client, organization and the ability for the judges to speak directly with them for confirmation. The client would have to show complete independence and be free from any incentives to provide an exceptional reference. Client testimonial includes complete stages of MPS and measurable effect on multiple levels inside their organization.
What would constitute a low mark for this Section? (Score 1)
Client testimonial includes incomplete and detached stages of MPS resulting in nominal impact on their organization. The innovation ultimately did not get implemented.