

## Category: Software Provider

# Managed Print Services 2018 Leadership Awards

### Category: Software Provider

**Definition: An organization that develops software for the Managed Print Services sector, whether sales management, device management, user management, service management or billing.**

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 submit all questions to the same email address. A member of 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.

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### Submission Process:

1. Download the **Software Provider** Submission Form from the MPSA Leadership Awards section of the MPSA website.
2. Complete the Submission Form and explain why you should be an award winner.
3. Save the file using your company name as the file name.
4. Email to [awards@yourmpsa.org](mailto: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 Awards Judging Panel will contact you to clarify any unclear points and contact any provided references.
- The Judging Panel will choose Category winners in early July.
- **The winner within each Category will be announced at the:**

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

### Scoring Methodology

<b>Core Capability (40% of Score)</b>
<ul style="list-style-type: none"> <li>• Extent of proposition – What challenges does the software solve?</li> </ul>
<ul style="list-style-type: none"> <li>• Problem-solving – What tools are included to help solve the challenges?</li> </ul>
<b>Case Study (20% of Score)</b>
<ul style="list-style-type: none"> <li>• Detail a best practice used in the case study – Exemplify your software.</li> </ul>
<ul style="list-style-type: none"> <li>• Client feedback – Provide client contact information to back up your claim.</li> </ul>
<b>Differentiators (40% of Score)</b>
<ul style="list-style-type: none"> <li>• Differentiation – Identify features that set your software apart from others.</li> </ul>
<ul style="list-style-type: none"> <li>• Innovation – Identify features that are exclusive to your software.</li> </ul>

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### ***Section 1: Extent of proposition***

**Scope:** The extent of the software application's use across the MPS process or depth of functionality within a particular MPS step.

**Explanation:** A broad proposition might cover both pre-sales and post-sales activities or a depth of capability in a step such as device management that includes more than just meter reading collection and monitoring.

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

An application that has broad use across the MPS process or a high level of differentiation within a particular MPS step.

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

A limited number of individual strengths but not outstanding for the Section.

### ***Section 2: Problem Solving***

**Scope:** The extent of the challenges in the MPS process that the software application seeks to address.

**Explanation:** An application that provides a unique way of automating or solving key challenges in delivering an MPS process or step.

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

An application or platform that solves complex challenges whether in scale or sophistication.

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

An application that addresses a common problem not necessarily in a new way and therefore did not require any new problem-solving functions.

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### **Section 3: Case Study** - Detail of best practice

**Scope:** A specific example or case study from 2012 or 2013 that illustrates an outstanding case of use and return on investment by a client.

**Explanation:** The case study will have to demonstrate and be supported by evidence of exceptional results in terms of business improvement for the user.

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

An improvement in sales or results by the client where the achievement was above the normal metric range or at least at the highest level.

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

An improvement that was strong but not exceptional in what the judges expected for that Section.

### **Section 4: Case Study** - Client feedback

**Scope:** Feedback from the client about the application or platform.

**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.

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

A strong quote but one that could not be substantiated.

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### Section 5: Differentiation

**Scope:** Identifiable features that may be exclusive to your software that make it different than other competitive products.

**Explanation:** Features that your software offers that make it different than other products. These features may not be exclusive but are a clear way for dealers to make comparison to competitive product.

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

A large feature set that would be used by dealers, not just many available functions.

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

A small number of features or a feature set that is not used or needed by dealers.

### Section 6: Innovation

**Scope:** A new idea or approach to previous best practice.

**Explanation:** A feature or module that delivers a unique improvement to a process or approach that changed the way best practice is perceived. This does not have to relate to the Case Study, but that would be an advantage.

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

A completely new approach or innovative idea to an established method of working in the MPS industry that resulted in a transformational result, promoting more widespread use of the software.

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

An innovative idea but one that was not transformational or an idea that was in fact in use elsewhere in the market.