



PROCUREMENT
SUCCESS AWARDS



PROCUREMENT
SUCCESS SUMMIT

ENTRY GUIDE

PROCUREMENT SUCCESS AWARDS 2022

Entry Deadline
19 Aug 2022

Awards Ceremony
17 November 2022

“ Shine in Procurement World

Celebrating Excellence In Procurement

Recognized as the top-level procurement award ceremony, **Procurement Success Awards** is a celebration of the most impactful procurement success initiatives and best practices every year.

In 2020 & 2021, we received a total of **343** submissions from **18** countries and regions, including Mainland China, Hong Kong, Macao, Taiwan, Singapore, United States, Australia, Netherlands, Germany, France, United Arab Emirates, Japan, Korea, Philippine, Thailand, Indonesia, Malaysia, and India.

For Procurement Teams, there are 12 awards categories that you can choose to submit one or more entries for.

- Best Procurement Team Award - For Foreign-capital Enterprise/ Sino-foreign Joint Venture
- Best Procurement Team Award - For Chinese Local Company
- Procurement Organization Transformation Award - For Large enterprise (Organizations with a turnover of \$1bn and over)
- Procurement Organization Transformation Award - For Small-to-Midsize Enterprise (Organizations with a turnover of less than \$1bn)
- Business Partnership Award - Deep Collaboration in Business
- Digital Transformation Award
- Sustainability for the Future Award
- Diversity & Inclusion Award
- Talent Development Award
- Cost Saving Innovation Award
- Supplier Innovation Award
- Process Innovation Award

2022 Special Award

- Flagship Procurement Award

The flagship award, recognizing the Best of the Best in global procurement.

This category is presented to the organization or team that has undertaken the most successful project or activity and helped raise procurement's profile to the rest of the business world.

You cannot formally enter this category; the recipient of this category will be selected out of the other category winners.

For Individual Category

- Procurement Leader Award

For Procurement Teams Categories

Best Procurement Team Award

For Foreign-capital Enterprise & Sino-foreign Joint Venture

Recognizing a remarkable overall performance.

This category is created to acknowledge procurement teams who significantly improve their performance and culture resulting in increased agility, impact, effectiveness, competitive advantage and so on. Open to **foreign-capital enterprise** and **Sino-foreign joint venture**.

Below elements are recommended to be included but not limited in your submission:

- Improved what specific areas.
- Delivered tangible business results due to the significant contribution of teamwork.
- Built a high-performing work team with a strong sense of accountability and trust.

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Best Procurement Team Award

For Chinese Local Company

Recognizing a remarkable overall performance.

This category is created to acknowledge procurement teams who significantly improve their performance and culture resulting in increased agility, impact, effectiveness, competitive advantage and so on. Open to **local company**.

Below elements are recommended to be included but not limited in your submission:

- Improved what specific areas.
- Delivered tangible business results due to the significant contribution of teamwork.
- Built a high-performing work team with a strong sense of accountability and trust.

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Digital Transformation Award

This category rewards procurement teams who have implemented successful digital transformation resulting in transformative outcomes. This could include the successful reconceptualization and reorganization of procurement strategies, processes, personnel, skills, and support systems through using emerging digital technologies. The new possibilities become operational, bringing huge benefits and a more agile and competitive organization.

Below elements are recommended to be included but not limited in your submission:

- The journey of digital transformation that your team planned and the current stage of this transformation.
- Reduced complexity and/or improved speed of decision making and agility.
- Improved the work efficiency of the procurement team, internal and external partners.

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Sustainability for the Future Award

Sustainability is about the future.

Procurement has a huge opportunity to positively impact the environment and society thanks to the influence it wields over the supply base. And this category rewards ethical procurement that is the integration of sustainable, environmental, and responsible performance factors into the process of selecting products, services, or suppliers.

Below elements are recommended to be included but not limited in your submission:

- Initiatives can be either procurement-led or organization-led. However, nominations must show the specific procurement role in the project's success.
- Worked with supplier(s) / internal stakeholders to improve environmental and/or social impact.
- Followed up with the national carbon neutrality strategy.

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Diversity & Inclusion Award

Diverse suppliers play an important role in procurement team's success.

This category rewards organizations that have implemented successful supplier diversity programs that have unlocked innovation and business value, as well as providing more opportunities for diverse suppliers and helping them grow.

Below elements are recommended to be included but not limited in your submission:

- Helped diverse suppliers grow to meet your organization's needs. For example, enhancing and improving the business skills. (授人以鱼不如授人以渔)
- Involved personnel outside of purchasing team and work together with many regions to assist in identifying new, capable and diverse suppliers.
- Proactively and deliberately looked to make their supply base more equitable.

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Talent Development Award

People is the biggest asset in Procurement.

This category rewards excellence in professional procurement capability development which includes training, development programs and group culture that nurture and retain procurement talent.

Below elements are recommended to be included but not limited in your submission:

- People development was added into the strategic pillars in procurement strategy
- More than just had general HR training offering for talent to develop their skills, but focused on procurement functional skills, especially to equip procurement team with future-oriented skills.

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Cost Saving Innovation Award

This category is open to procurement teams who have implemented successful innovative cost saving projects. This could include negotiating reduced pricing and/or additional goods or services, as well as realizing savings by driving purchases to contract sources or some of your innovative approaches, but entrants must evidence it's validated and provide specific savings figures.

Below elements are recommended to be included but not limited in your submission:

- Innovation took into account customer needs.
- Helped to generate new services/ products and improve existing ones.
- DID NOT interfere with production and productivity.

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Supplier Innovation Award

Innovation is a key driver for future profitable growth.

This category rewards procurement teams who leveraged the innovation power of the supply base in a systematic way to improve product, service, or process.

Below elements are recommended to be included but not limited in your submission:

- Involved suppliers early in the development process.
- Stayed strategic alignment with suppliers to develop innovative measures.
- Procurement department played an important role in cross-functional collaboration along the innovation process.

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Process Innovation Award

Recognizing process innovation for procurement workflow.

This category rewards procurement team that implemented a new process or system to improve procurement management.

Below elements are recommended to be included but not limited in your submission:

- Improved suppliers & stakeholders' experience.
- Reduced the time required for that process.
- Exceed expectations with the results delivered.

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Business Partnership Award- Deep Collaboration with Business

This category rewards procurement teams that met business needs by Business Partner (BP) network that help them stay alignment and deep collaboration with the internal stakeholders.

Below elements are recommended to be included but not limited in your submission:

- Been Involved early in strategic planning and decision making.
- Partnered with stakeholders to develop procurement strategies, supply arrangements and negotiating plans to deliver value.
- Provided authoritative advice to key stakeholders to encourage innovative practices, achieve delivery of business outcomes and support policy directions.

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Procurement Organization Transformation Award

For Large enterprise

Recognizing the procurement teams that made significant advancement of organization transformation. Such as, transformed their legacy processes, practices and structures, and align them with the current needs of the enterprise. Organization transformation can be driven by a lot new expectations—— to be a high-performing function, to play a more strategic part in delivering sustainable business results, to align with key market and so on. **Open to organizations with a turnover of \$1bn and over.**

Below elements are recommended to be included but not limited in your submission:

- Aligned with business needs.
- Driven higher levels of efficiency and effectiveness.

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Procurement Organization Transformation Award

For Small-to-Midsize Enterprise

Recognizing the procurement teams that made significant advancement of organization transformation. Such as, transformed their legacy processes, practices and structures, and align them with the current needs of the enterprise. Organization transformation can be driven by a lot new expectations—— to be a high-performing function, to play a more strategic part in delivering sustainable business results, to align with key market and so on. **Open to organizations with a turnover of less than \$1bn.**

Below elements are recommended to be included but not limited in your submission:

- Aligned with business needs.
- Driven higher levels of efficiency and effectiveness.

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For Individual Category

Procurement Leader Award

Great leadership is a cornerstone of any successful procurement organization.

Procurement Leader Award is recognized for the outstanding leadership qualities and extraordinary influence within their firms and over the entire procurement profession.

Below elements are recommended to be included but not limited in your submission:

- Showcase extraordinary influence and leadership
- State professional views on the future of procurement

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Why Enter

Prove Your Standing

- 1 Beat the competitors and prove that you are the best in the industry.

Effective Proof of Performance 2

The valid proof of this year's great performance with winning the top-level procurement award in the world.

Motivation and Recognition 4

Give you and your team the recognition you deserve for the great work that you do. After all, who wouldn't want to be crowned the best in your profession?

3 Make your Resume Brilliant

Brighten up your Resume and Take your Career to the Next Level.

5 Build a Better Team

Attract and retain top talent

Hall of Fame

Aden

GLOBAL
PROCUREMENT
delivering value

Johnson & Johnson
强生

MERCK

GEODIS

intel

IBM

MHD
MOËT HENNESSY DIAGEO

瀚晖
HAN HUI

Cummins

L'ORÉAL

Schneider
Electric

Linde
Making our world
more productive

adidas

Heraeus

MICHELIN
米其林

和睦家医疗
United Family Healthcare

水井坊
第一坊

UBTECH
优必选

UPM

AkzoNobel

Samsønite

Pfizer

Upjohn
A Pfizer Division

KEYSIGHT
TECHNOLOGIES

Entry Steps

With an easy process to make your submission!

1. Registration

Obtain and fill in the registration form.

2. Prepare and write your Submission

We will provide you with a standard SUBMISSION FORM, please fill it out according to the requirements and prompts.

3. Upload your submission

When you have finished your submission, we will share an exclusive upload link with you.

And all files must be submitted by 24:00 (GMT+8 Time Zone) on **19 Aug** 2022.

Need Help With Your Submissions ?

There is no need to feel overwhelmed or unclear about the submission process or your entry.

Get in touch with us. We would be happy to offer some advice:

For General Enquires

Queenie Wang

queenie.wang@beverf.net

Submission Form at A Glance

1 Entry Overview (A project summary)

This part may be published on the website and winners supplement once your team has been chosen as the winner.

3 Supporting Materials

These can include third-party endorsements, recommendation letters, related data, press clippings, video, and other accreditations, etc. Please avoid attaching too large documents that will disengage the Jury.

2 Describe your Project or Initiative in Detail

• Challenges, Context & Objectives

This part will give the jury insight into your team's challenges and objectives. Therefore, this is critical to help jury understand the scale of the project and its outcomes.

• Insights & Strategic Idea

Expound your ideas, strategies, and reflections.

• Planning and Execution

Describe the strategic plan and implementation process.

• Organizational Benefits Achieved & Evidence of Outcomes

Explain the impact of the project/ initiative. And the benefits may be "hard" or "soft".

7 Top Tips for a Successful Submission

- 1 “Before filling in each part of the submission form, you can first write an outline to make the case or explanation strong and concise generally. When answering questions, compare the outline to ensure that the answers in each part are consistent with the entirety.”
- 2 “Please provide sufficient background information so that judges can understand your company's market environment and how difficult it is to achieve success.”
- 3 “Cases that are concise and logical are tend to stand out, which are often refreshing and help you score high.”
- 4 “Please try to be honest, truthful and concise while writing the submission, rather than use a lot of technical terms.”
- 5 “Results should be clearly linked to goals. Don't falsify or write goals to satisfy existing results.”
- 6 “It also applies to case stories, which are written in a way that appeals to the judges and focuses on how your procurement strategy or solution will help you achieve your goals without overcomplicating. Less is more!”
- 7 “Check grammar, misspellings, calculations and inconsistent numbers.”

Procurement leaders and experts from all over the world will form panel of judges. After making an awards submission, your entry will be put in front of them. These forerunners are known for their business impact so they're a trustworthy group. This means you can rest assured that you entries are reviewed through a fair and impartial process. Here comes the first-tier judges:

◆ CHAIR OF JUDGES ▼



Joe Agresta

Former CPO; Assistant Professor of Supply Chain, Rutgers University Business School

◆ THE JUDGES LINE-UP ▼

WORLD-CLASS PRPCUREMENT LEADERS



Dr. Arnd Hirschberg
Siemens
CPO



Ferdinand Wieland
Thyssenkrupp
SVP Procurement and Supply Management Automotive Technology



Christian Voland
Bunge
Global CPO & Europe - Asia Procurement Director



Amita Khurana
Tata Steel BSL
CPO



Heiko Juritz
ENERCON
CPO

SENIOR EXPERTS AND SCHOLARS WITH 30+ YEARS OF PROCUREMENT EXPERIENCE



Dr. Stephan Gutihal
Hensoldt, Kontron and Vonovia
Former CPO



Rebeca Navarro Villanueva
ARYZTA
Former CPO & CTO



Francois Maurage
Lear & SNCF
Former CPO



David Dufour
Professor of Management and Supply Chain, International Business School Suzhou (IBSS) at XJTU

More Judges will be announced soon

Scoring Criteria

Jury	Measure & Weighting
Peer Jury	<ul style="list-style-type: none"> – Challenge, Context & Objectives (10%) – Insights & Strategic Idea (25%) – Planning and Execution (25%) – Benefits Achieved & Results (40%) – Supporting Materials
Expert Jury	

Special Notes

Exclusivity Principle

Should a judge's organization enter the awards, the judge with the invested interest will not review the categories entered by his/her organization at any of the review rounds.

Confidentiality

The only people with access to the entries are the Operations Team of the organizers and the judges. They both must observe confidentiality rules before being able to access the Entry Platform. They are not allowed to discuss the content of the entries with anyone outside of this judging process.



The Jury will be announced soon.

No Entry Fee

When you are selected by the jury as the winner, you need to book your table in advance to secure your place.

Book Your Table at the Awards Ceremony & Gala Dinner:

Half A Table (5 persons) : RMB 4,000

A Whole Table (10 persons): RMB 8,000

And if your team attending awards ceremony & gala dinner is more than 10 persons, the excess will be charged at **RMB 800** per person.

Key Dates for your Diary

19th
AUG

Entry Deadline

SEP

Judging Process

17th
NOV

Awards Ceremony

Honorees Rights



Excellent teams will be promoted by 80+ domestic and foreign cooperative media. 100+ Original press releases, 200+ Reprint press releases. The cumulative delivery reaches 15 million+ target audiences (including 1 million + procurement elites around the world), and the total media value reaches 10 million.



Partial Media Partner



About Us

Procurement Success Summit (PSS for short) is one of the top three business procurement conferences in the world, which has influenced 65000+ procurement leaders since 2014. Through innovative keynotes, interactive peer discussion and intimate networking sessions, it sparks inspirational procurement innovators in different industries to connect, share insights and best practices, and develop reality-based strategies to drive greater value creation and procurement excellence.



PROCUREMENT
SUCCESS SUMMIT **INDIRECT**

June 16-17 | 2022

Shanghai



PROCUREMENT
SUCCESS SUMMIT | **ASIA**

September 2 | 2022

ASIA VIRTUAL



PROCUREMENT
SUCCESS SUMMIT

November 17-18 | 2022

Shanghai



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