**BEST ECOSYSTEM SOLUTION AWARD NOMINATION FORM**

*The deadline for submitting a submitting a nomination is March 13, 2024*

***Instructions for Completing Awards Nomination***

* All nominations must be entered electronically using this Word form.
* Any nomination submitted will be reviewed at the discretion of the ASAP Awards Committee.
* All nominees are strongly encouraged to provide visuals (video, photo, charts) to support their submission.
* Supporting materials will not be returned unless a request is submitted in writing.
* Submitters should clearly mark materials with the specific award category.
* Nominations submitted in multiple categories should address the specific category. The ASAP Awards Committee may choose not to review submissions that are clearly copied and pasted without a clear distinction to a specific category.
* Incomplete nominations will be reviewed at the discretion of the ASAP Awards Committee. ASAP is not responsible for incomplete nominations.
* If you have any questions or need any guidance in your nomination submission, please contact ASAP Marketing & Content Director, Kimberly Miller and awards committee chairman Ard-Pieter de Man at [awards@strategic-alliances.org](about:blank)
* **All nominations and support material for 2024 ASAP Best Ecosystem Solution should be uploaded to** [**https://www.dropbox.com/request/2StZj3CCtlBOP02Sy48P**](https://www.dropbox.com/request/2StZj3CCtlBOP02Sy48P)
* **Please include company name and name of the award within the file name.**

**Please initial below to verify you have read the above information.**

**\_\_\_\_ I have read and understand the above.**

***The Fine Print***

* Multiple finalists will be chosen in each awards category. Finalists will be announced in April.
* Winners will be announced during the live virtual 2024 ASAP Alliance Excellence Awards Ceremony schedule for June 12 11AM EDT US.
* It is strongly encouraged that if a company is nominated, that a representative from the company attends the conference. There will be activities focused on the finalists during the Global Alliance Summit.
* If a company is announced to be a finalist, it is strongly encouraged that they attend the virtual live program scheduled for June 12 at 11AM EDT US.
* ASAP will distribute more detailed information regarding recognition for nominees, finalists, and winners following the acceptance of a company’s complete nomination.
* Finalists and winners agree that ASAP is permitted to use their image and company information within blog posts, email announcements, ads, and other marketing and editorial coverage of the awards.
* ASAP will not release information identified as “Confidential.” Nominees are asked to ensure confidential information (such as revenue impact) that is not to be released is clearly marked.

**Please initial below to verify you have read the above information.**

**\_\_\_\_ I have read and understand the above.**

***Submitter Information***

**Are you an ASAP member?** *(Select one)* Yes No Not Sure

**Submitter Name:**

**Title:**

**Function:**

**Direct Line Telephone Number:**

**Submitter Email Address:**

***Company Information***

**Company:**

**Company URL:**

**Address:**

**Address 1:**

**Address 2:**

**City:**

**State:**

**Postal Code:**

**Country:**

***Program Basics***

1. **Provide key highlights of your ecosystem, including outcomes and metrics:**



6. **Value proposition of the Ecosystem:**

***Basis for Judging | Ecosystem Solution***

*This award recognizes:*

* A group of at least four partners that jointly deliver an innovative solution for a specific client/customer or set of clients/customers.
* The focus is on the level of the solution/value proposition.
* For an example see [https://www.cbtechinc.com/cbt-named-winner-for-teaming-award-by-ptc-partner-network/](about:blank)

**1. How is this Ecosystem Solution Exemplary?** *(In 400 – 500 words or less)*

*TIPS: Summarize why the solution is exemplary.*

* *Which collaborative business models do you use i.e. which revenue, cost and/or profit sharing mechanisms were put in place to incentivize all partners?*
* *What management processes that go beyond traditional alliance management are put in place to guide the ecosystem?*
* *How did you manage the dynamics of working with a number of partners simultaneously?*
* *Do you have evidence of the ability to integrate products, services or knowledge coming from various partners?*

**2. How is this Ecosystem Solution Distinctive?** *(In 400 – 500 words or less)*

*TIPS:*

* *Which value proposition did the ecosystem deliver?*
* *Why was an ecosystem necessary to deliver this?*
* *What joint go-to-market initiatives were deployed?*
* *What is a key insight about managing an ecosystem you would like to share?*

**3. How is this Ecosystem Solution High-Impact?** *(In 400 – 500 words or less)*

*TIPS:*

* *What is the impact on the client(s) or the market?*
* *What is the impact on the ecosystem partners in terms of increased innovation or revenue?*
* *What is the impact on time to market?*
* *What other benefits are generated (these may also be societal or environmental benefits)?*

**4. How is this Ecosystem Solution Open?** *(In 300 words or less)*

*TIPS:*

* *Particular value is placed on a company’s proven openness to share ideas and lessons from its success with other organizations.*
* *Describe specific relevant examples of openness including publications and web pages, ASAP presentations and webinars, and other ways in which you shared your learning with other organizations.*

**To Submit**

To submit your nomination with any additional support material, kindly upload to [**https://www.dropbox.com/request/2StZj3CCtlBOP02Sy48P**](https://www.dropbox.com/request/2StZj3CCtlBOP02Sy48P).All uploaded documents should be saved as **Company name\_ Best.Ecosystem.Solution\_ (indicate form, material)** . Please direct all questions or issues to Ard-Pieter de Man and Kimberly Miller at [*awards@strategic-alliances.org*](about:blank).

The nomination form and any additional documents will be provided to the committee for review. ***The deadline for all nomination submissions and additional documents is*** *March 13, 2024****.***

***You have completed the nomination form.***

Thank you for your submission! Accepted submissions will be contacted with more information by the week of April 7, 2024.