AWARD CATEGORIES

cna
comms national **awards**
WWW.CNAWARDS.COM

GRAND CONNAUGHT ROOMS, LONDON 22ND OCTOBER 2015

VENDOR AWARDS

Network Category

Best Mobile Network Provider
This award will recognise mobile network providers that have helped resellers address the growing demand for joined up mobile solutions

Best Fixed Line Network Provider
This award will recognise fixed line operators that have helped resellers grow their businesses via the provision of resilient network solutions.

Service Category

Best Wholesale Service Provider (up to £10m t/o)
This award is for network wholesalers and aggregators (with a turnover up to £10m) that have most effectively helped resellers deliver network solutions to customers.

Best Wholesale Service Provider (above £10m t/o)
This award is for network wholesalers and aggregators (with a turnover above £10m) that have most effectively helped resellers deliver network solutions to customers.

Best ISP
This award will recognise the Internet Service Providers that have most effectively helped resellers deliver IP network solutions to customers.

Telephony category

Best SME On-Premise System
This award will go to the best PBX or soft PBX telephony system sold into SME customers via the channel.

Best Enterprise On-Premise System
This award will go to the best PBX or soft PBX telephony system sold into larger Enterprise customers via the channel.

Best End-Point or Device
This award will go to the best fixed or wireless end-point telephone, headset or device that provide channel customers with more effective and efficient communications across the ICT spectrum.

Best Hosted Platform
This award will go to the provider of the best unified hosted (Cloud based) communications platform sold into business customers via the channel.

Software & Applications Category

Best Call Management Solution
This award will go to the provider of the best call management system that has helped resellers add value to customer communications estates.

Best Billing Platform
This award will go to the best software platform that has helped resellers bill telecoms and data services effectively and efficiently and improve their customer management processes.

Support Category

Best Convergence Distributor
This award is for distributors of converged fixed line products and services that have demonstrated excellence in helping resellers grow their businesses through a range of support services.

Best Mobile Distributor
This award is for distributors of mobile products and services who have demonstrated excellence in helping resellers grow their businesses through a range of support services.

Best Installer/Maintainer
This award is for channel organisations that offer third party maintenance and white label installation support across a range of unified communications products.

Mobile Data Category

Best Mobile/Data Wholesale Service Provider
This award is for mobile data service providers that have most effectively helped resellers address and profit from the supply of value added SIM based M2M/IoT digital connectivity solutions and managed services to vertical markets.

RESELLER AWARDS

Contact Centre Category

Best SME contact centre solution
This award recognises integrated reseller solutions that have increased customer productivity, improve efficiencies and reduce costs in SME contact centre environments.

Best Enterprise contact centre solution
This award recognises integrated reseller solutions that have increased customer productivity, improve efficiencies and reduce costs in SME contact centre environments.

Vertical Market Category

Best SME vertical solution
This award will look beyond the supply of ICT products and services and will recognise resellers that have tailored applications to help their SME clients be more effective in their specific segment.

Best Enterprise Vertical Solution
This award will look beyond the supply of ICT products and services and will recognise resellers that have tailored applications to help their enterprise clients be more effective in their specific segment.

Mobile Solutions Category

Best SME Mobile/Mobile Data Solution
This award recognises reseller mobile and/or mobile data (M2M,4G,IoT) solutions that reflect the wider use of mobile technology, increase customer productivity, improve efficiencies and reduce costs in an SME environment.

Best Enterprise Mobile/Mobile Data Solution
This award recognises reseller mobile and/or mobile data (M2M,4G,IoT) solutions that reflect the wider use of mobile technology, increase customer productivity, improve efficiencies and reduce costs in an Enterprise environment.

Hosted Service Category

Best SME hosted solution
This award will recognise resellers providing innovative hosted/managed service solutions that meet SME end user requirements.

Best Enterprise hosted solution
This award will recognise resellers providing innovative hosted/managed service solutions that meet Enterprise end user requirements.

Unified Comms Category

Best SME UC solution
This award recognises resellers that have delivered innovative UC solutions offering clear end user RoI to SME end user customers.

Best Enterprise UC solution
This award recognises resellers that have delivered innovative UC solutions offering clear end user RoI to Enterprise end user customers.

Special Award

The Nine Wholesale Customer Service Award
This award, presented by Nine Wholesale, will go to the reseller which has demonstrated the most commitment and expertise in delivering customer service excellence across the board.

VENDOR CATEGORIES ENTRY FORM

comms national awards
WWW.CNAWARDS.COM
GRAND CONNAUGHT ROOMS, LONDON
22ND OCTOBER 2015

IMPORTANT NOTES TO ENTRANTS

The success of an entry hinges on the clarity of your entry and the inclusion of relevant supporting information, especially client testimonials. The judges prefer the latter in pdf format on headed customer paper rather than emailed quotes and the contact details of the customer should be included. Overall the judges will be assessing each entry and allotting points based on your company or division's financial performance, technical excellence, enhanced business processes and service delivered to channel partners between july 2014 and july 2015.

If you are entering on behalf of a company (e.g pr/marketing agency), please complete sections 1 and 2.

Completed entry forms should be emailed with relevant testimonials (maximum six) and supporting documentation including, pdfs, jpgs video and web links to Comms National Awards entry coordinator Nigel Sergent at nsergent@bpl-business.com no later than 5pm on Thursday August 27th 2015.

THE FOLLOWING MUST BE SUPPLIED WITH EACH ENTRY:

- A high resolution company logo
- A photograph representing the company, team or division submitting the entry

Comms National Awards entry check list (please check each box):

I have completed the entry form ☐

I have supplied supporting information ☐

I have supplied our company logo ☐

I have supplied a relevant photo ☐

AWARD CATEGORY ENTERED:

SECTION 1

NAME:

POSITION:

COMPANY:

ADDRESS:

TEL:

EMAIL:

SECTION 2

I AM ENTERING ON BEHALF OF:

NAME:

POSITION:

COMPANY:

ADDRESS:

TEL:

EMAIL:

SECTION 3

Summarise the product/service you have marketed through the channel and quantify the results achieved (maximum 250 words):

SECTION 4

Detail the difference you have made to reseller partners and their delivery of solutions to their customers (maximum 250 words):

SECTION 5

Detail your channel support programmes including sales & marketing, lead development, training, incentive schemes, account management and collaboration initiatives (maximum 250 words):

SECTION 6

Based on the category criteria please summarise why your organisation deserves to win a Comms National Award (maximum 250 words):