

# TMI 2017 Awards for Innovation & Excellence

## General Awards Information

For over 20 years, Treasury Management International (TMI) has been dedicated to promoting best practices and innovations in treasury management.

We take pride in the significant input we have made to the development of the treasury and finance profession by promoting the growth of treasury associations and clubs around the world, providing new insights into treasury and supporting treasurers in their efforts to find new ways to add value to their organisations.

Since we introduced the TMI Awards for Innovation & Excellence more than a decade ago, these Awards have become firmly established as the quality benchmark for the treasury profession, formally recognising the banks, vendors, consultants and practitioners who are defining new frontiers and driving best practices in treasury management globally.

If you represent a bank, technology vendor, consultancy or corporate treasury, you can nominate your own organisation for an award in the relevant category. In addition, you can choose to nominate one or more third parties for an Award. For example, as a corporate treasurer, you may wish to nominate a bank, vendor or consultancy in recognition of innovation and excellence in the services you have received. Similarly, banks, vendors and consultancies may choose to nominate their customers.

### Award Categories

In 2017, TMI Awards for Innovation and Excellence will be decided across the following 4 categories:

- Corporate Recognition Awards
- Bank Awards (by solution and geography)
- Money Market Fund Providers
- Technology Innovation Awards

## **Nomination Process**

There are three ways to be considered for an Award in each category:

- 1) Case Studies
- 2) Self-Nomination
- 3) Third Party Nomination

### **Case Studies**

All case studies that have been published in the past 12 months in TMI are automatically considered for an award and do not need to be resubmitted.

### **Self-Nomination**

Any bank, technology vendor, consultancy or corporate treasury can nominate their own organisation for an award in the relevant category or categories.

### **Third Party Nomination**

Any bank, technology vendor, consultancy or corporate treasury can nominate a third party organisation for an award in the relevant category or categories. For example, a bank, vendor or consultancy may nominate their customers while a corporate treasurer may nominate their banks, vendors or consultancies.

Self-Nominations and Third Party nominations can be made online via the following link: <http://www.treasury-management.com/awards/nominate.php>. Nominations should be no more than 1,000 words (plus brief supporting document if appropriate).

## **Judging Process**

Three submissions will be shortlisted based on the criteria outlined for each Award category below. TMI will select the final winner of the Award from this shortlist based on the opinions of an expert panel; however, TMI reserves the right to make the final decision.

TMI also reserves the right not to make an Award in any category if it believes, in its sole discretion, that the quality of nominations is not of a sufficiently high standard.

## **Awards Timeline**

- May 2017 - Nominations open for all categories
- 31<sup>st</sup> October 2017 - Nomination deadline
- Late November 2017 - Award winners informed
- TMI December/January edition - Awards issue and editorial coverage
- Early 2018 - Awards presented at ceremony in London

## **Corporate Recognition Awards**

This document should be read in conjunction with the General Awards Information.

Corporate Recognition Awards are open to any treasury department of a corporation or non-bank financial institution. Awards will be made in the following areas and should relate to a specific project or initiative that has started, or been completed during the 12 months prior to the nomination date:

- Cash & Liquidity Management (Inc. payments and collections)
- Working Capital Management
- Risk Management
- Treasury Technology
- Corporate Finance and Funding
- Editor's Choice Special Awards (discretionary e.g. centralisation, treasury team etc. depending on the entries received.)

The online submission should be no more than 1,000 words (max) and include the following information as relevant to the project/ solution:

- Brief summary of the solution and differentiating features
- External partners engaged in the project/ solution (bank(s); technology vendor(s); consultant(s))
- Objectives, and/or challenges the solution/ project aimed to solve
- Geographic reach of the project
- Description of the solution/ project, including implementation and timelines
- Challenges experienced and how these were overcome.
- Benefits/ outcomes of the solution
- Wider significance of the project in advancing corporate treasury practice

All nominations will be considered according to the following criteria:

- How closely the solution/ project met the objective
- How the solution/ project demonstrated innovation and excellence
- How challenges were overcome
- Quantitative and qualitative benefits of the solution
- How the solution/ project contributes to best practices in the treasury profession.

## **Bank Awards**

This document should be read in conjunction with the General Awards Information.

The Bank Awards are open to any bank so long as they have demonstrable capabilities in the relevant functional area and geography. Awards will be made across the following functional and geographic areas:

Global Bank Awards for:

- Cash & Liquidity Management (includes payments and collections)
- Supply Chain Financing (includes trade finance and working capital finance)
- FX Risk Management & Markets (\*Global award only)

Regional Bank Awards will also be made in each of the above functional areas for one or more of the following specific regions (e.g. Cash Management - North America; Cash Management - South America etc.) as follows:

- Europe
- North America
- South America
- Middle East & Africa
- Asia Pacific (incl. India & Australasia)
- China

If you wish to submit an entry for a region not listed above please contact Sam Clarke (sclarke@treasury-management.com).

Banks must provide a separate nomination for every Award for which they wish to be considered, but may enter any number of nominations. It is accepted that there will be some overlap in content between nominations.

Nominations should be no more than 1,000 words. The same format applies for both Global and Regional Awards. Regional awards may apply to one country within a region.

## **Self-Nomination**

Banks submitting a self-nomination should include the following:

- Please describe the bank's strategy and key achievements over the past year for the relevant award category
- What new solutions have been developed over the 12 months before the award submission date (maximum of three)?
- Please describe the benefits to customers of these solutions  
*(continued on next page)*

- In what ways has the bank differentiated itself from its competitors in the award category?
- How has the bank contributed to wider best practices in corporate treasury in the award category?

### Third Party Nomination

Companies nominating a bank in one or more functional and/or geographic areas should include:

- For what reasons are you nominating your chosen bank in this category?
- What new solutions or services has the bank provided to you over the past 12 months that have been particularly noteworthy?
- In what ways does the bank differentiate itself in quality and innovation of solutions and services?

All nominations will be considered according to the following criteria:

- Cohesion of bank's strategy over the past year for the relevant award category
- Quality and innovation of new solutions that have been developed (during period of award)
- Benefits to customers of these solutions
- Differentiation from competitors in the award category
- How the bank is contributing to wider best practices in corporate treasury in the award category.

## **Money Market Funds**

This document should be read in conjunction with the General Awards Information.

Any investment bank offering money market fund (MMF) solutions in the relevant region are eligible for a Money Market Fund Provider award. Awards will be made for MMF providers in the following regions:

- North America
- Europe
- Asia

Nominations should be no more than 1,000 words and include:

- Fund size and changes over the 12 months prior to the nomination date
- Number of investors and over the 12 months prior to the nomination date
- Investment process and credit risk management, including any differentiators
- Metrics on customer satisfaction

All nominations will be considered according to the following criteria:

- Increase in fund size over 12 months prior to submission being made;
- Increase in customers over 12 months
- Customer satisfaction with information and quality of customer relationships

## **Technology Innovation Awards**

Technology Innovation Awards are open to financial technology vendors, bank or corporate treasury. For example, a corporate treasury may have developed an in-house solution either internally or with a partner organisation. Awards will be made in the following categories:

- Accounts Payable
- Accounts Receivable
- Cash / Treasury Management System
- Bank Connectivity
- Solution Innovation
- Mobile Treasury Solution
- Trade Finance Solution
- Risk Management Solution
- Portal Technology
- Emerging Player (launched within 24 months)
- Customer Experience

Nominations should be no more than 1,000 words and include:

- Information on the solution and how it demonstrates innovation and excellence
- New developments introduced over the past 12 months, the problems they solve and customer benefits
- Customer testimonial (except for in-house projects)
- How the solution contributes to wider best practices in corporate treasury in the award category

All nominations will be considered according to the following criteria:

- How the solution demonstrates innovation and excellence
- Proven benefits to customers (or the organisation itself for in-house projects)
- How the solution contributes to wider best practices in corporate treasury in the award category