

- Categories are FREE to enter
- One entry per category only. Multiple entries in the same category are not allowed and will be disqualified with the judges picking just one entry. Please keep the entry relevant to the Group.
- The period covered for the awards entries is between July 2021 and June 2022.
- Written submissions should not exceed 250 words, video entries should be no
- more than 2-minutes in length Network Group reserves the right to move an entry to another category if the
- judges see fit, and to drop categories that are not adequately entered. We are actively encouraging you to enter for more than one award if the
- category is relevant to the business. Every entry MUST be different, any duplications will be disqualified. Entries must be submitted to awards@nbg.co.uk by 5pm Friday 29th July 2022.

#### MSP of the Year (sub 1500 endpoints) This entry is open to any Network Group member who manages less than 1500

MEMBER CATEGORIES

## endpoints.

Criteria

# Provide evidence of value provided to your customers over the last 12 months

endpoints.

- through your services and/or • Provide evidence of investment in new systems, vendor accreditations, or new services provided to boost your offering to your customers and/or
- Provide evidence of growth achieved as a business. MSP of the Year (+1500 endpoints)
- This entry is open to any Network Group member who manages more than 1500

# Criteria

 Provide evidence of value provided to your customers over the last 12 months through your services and/or

• Provide evidence of investment in new systems, vendor accreditations, or new

services provided to boost your offering to your customers and/or

- Provide evidence of growth achieved as a business
- This entry is open to any Network Group member who sells hardware or software.

#### Provide evidence of significant wins and/or Provide evidence of revenue growth and/or

Criteria

Criteria

Criteria

Reseller of the Year

Provide evidence of vendor accreditations

- Retailer of the Year This entry is open to any Network Group member whose primary business is retail

Member Contribution – Support of Partners

#### • Provide evidence of investment in new products, vendor accreditations, or new services provided to your customers

Provide evidence of growth in the retail area of your business and/or

This entry is open to any Network Group Member actively engaging with Group Preferred Partners

Provide evidence of value provided to your customers through your products

#### Provide evidence of spend with preferred partners and/or Provide evidence of moving spend into Group Preferred Partners

and services and/or

- Provide evidence of support outside of spend; marketing, vendor champion status, accreditations
- Member Contribution to Group This entry is open to any Network Group Member actively participating in Group

Provide evidence of breadth of trade with preferred partners and/or

activities. Criteria

#### oChampioning a vendor partner oLeading introductions and negotiations

oParticipating in partner events

PARTNER CATEGORIES

Provide evidence of any of the following;

oActively engaging at Network Group events

oSharing experiences, providing examples and advice oMaking themselves available to Members outside of NG events e.g. Slack oGoing the extra mile for the benefit of their peers

This entry is open to any current Network Group Partner with an active Member

### - Provide evidence of net new partners within the Group and/or - Provide evidence of support and investment made to the Group and/or

- Provide evidence of growth within the Group and/or

#### Biggest Impact New Partner This entry is open to any Network Group Partner who engaged with the Group between January 2021 and June 2022, and has an active Member Agreement.

Group and/or

service demos)

Criteria

person or online.

Criteria

Criteria

Agreement.

Criteria

Partner of the Year

Agreement.

Criteria

Criteria

- Provide evidence of the support and investment made to Group Members.

- Provide evidence of how your product/service has had a positive impact on the

- Provide evidence of support and investment made to Group Members

- Provide evidence of net new partners within the Group and/or

- Provide evidence of engagement at Group events and/or

- Provide evidence of growth within the account and/or

- Provide evidence of engagement at Group events and/or

the Network Group Account and/or its Members for their company between July 2021 and June 2022.

Partner Account Manager of the Year

Criteria - Provide evidence of growth within the account and/or

This entry is open to any Partner Account Manager who has actively managed

This entry is open to any Distribution Account Manager who has actively managed the Network Group Account and/or its Members for their company between July 2021 and June 2022.

- Provide evidence of support to Group Members (events, site visits, product/

This entry is open to any Partner who has delivered content to the wider Group in

- Provide evidence of support to Group Members (events, site visits, product/

# service demos) Partner Value Add Content Delivery

Distribution Account Manager of the Year

- Provide evidence of training, workshops, or online support provided to Members sharing knowledge around products, sales, marketing, or business improvement. Specialist Vendor of the Year

This entry is open to any current Network Group Vendor that provides 'specialist'

# Distributor of the Year

offerings, with an active Member Agreement.

- Provide evidence of net new partners with the Group and/or - Provide evidence of support and investment made to the Group and/or

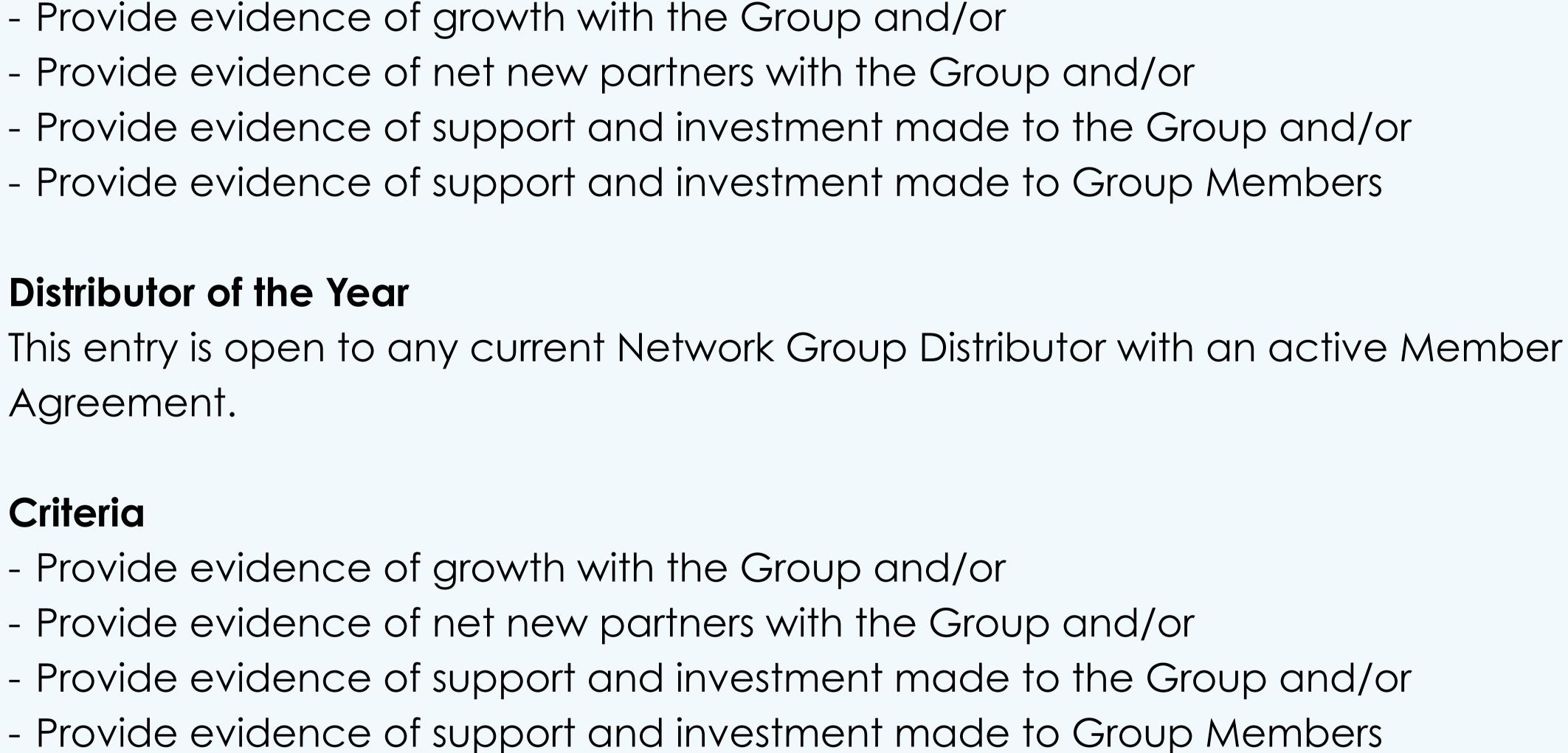
OTHER CATEGORIES

online.

Inspiring Content of the Year

Chairman's Award

- This is a nominated category and cannot be entered



# Considerations for this category are any Member or Guest Speaker/Presenter (not a vendor/distributor) who has delivered content to the wider Group in person or

- This is a nominated category and cannot be entered

This will be awarded at the Chairman's discretion, to any person who has encompassed the Group's values of being open, results-focused, being better today, and doing the right thing.

