

Judging Criteria: Projects

Guidance

Entries in the **Project Categories** will be judged against the following criteria:

Judging Criteria	What are the Judges looking for?
Evidence of commitment to high quality and professionalism	<ul style="list-style-type: none"> • Consultants delivering high quality service for clients' interests • Independence and objectivity of consulting team • Clarity and transparency of relationships with client
Quality of client relationship	<ul style="list-style-type: none"> • Evidence of full understanding of client requirements • Consultants informing and challenging the scope of the work • Consultants acting as trusted adviser and putting clients' interests first • Evidence of effective project governance and review procedures
Application of management skills & knowledge	<ul style="list-style-type: none"> • Quality of project/programme management, technical and specialist skills • Application of knowledge and expertise to the client situation • Ability to tailor methodologies to the situation
Evidence of value added to the client	<ul style="list-style-type: none"> • Evidence of the way in which consulting teams have used specialist knowledge which has helped clients take more informed decisions • Evidence of the way in which the consulting team's experience of similar projects, methodologies and the momentum they create has helped clients achieve their objectives more quickly and with greater success • Evidence of the way in which the skills of individual consultants have helped improve the capabilities and work of the client team members
Achievement of measurable and qualitative results	<ul style="list-style-type: none"> • Clearly defined project objectives • Clear evidence of results achieved – metrics, over what period of time. Not predictions • Measurable results achieved could be e.g. improvements to bottom line, return on investment, increase in efficiency, staff and customer retention, social and economic changes. • Qualitative results achieved (e.g. cultural change, improved staff morale, relationships with suppliers; effect on present and future customers; long-term future effect on profitability, improved decision making etc.) • The significance and value of the results to the client's business, and an explanation of the result in relative terms e.g. comparison with external benchmarks
Clarity of language	<ul style="list-style-type: none"> • Use of plain English and the avoidance of technical/specialist jargon • Engaging and easily understood narrative

