Judging Criteria: Best New Consultancy

Entries in the Best New Consultancy category will be judged against the following criteria:

Judging Criteria	What are the judges looking for?
Client Focus	Demonstration of ability to work effectively
	with a strong body of clients to create
	valued outcomes, in a way that serves the
	long-term interests of clients
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	Endorsements from clients. Evidence of
	impact
	impact
Delivery excellence	Evidence of a successful commitment to
	high standards and quality in the delivery of
	consulting services
	consulting services
	Judges aren't just looking for a good
	o o o
	consulting firm but evidence of excellence.
Commitment to people	Evidence of a strong consulting and team
	culture within the organisation, together with
	commitment to professional development
	and other people-related investments eg
	training. Strong commitment to diversity and
	inclusion within the firm
Operational excellence	Demonstration of a strong understanding of
	how to build, lead and grow a successful
	consulting firm, with efficient marshalling of
	resources and people together, for
	instance, with effective marketing,
	communications and internal monitoring.
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