

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
Delivery excellence	Evidence of a successful commitment to high standards and quality in the delivery of consulting services
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
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.