

## JUDGING CRITERIA:

### BEST NEW CONSULTANCY

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

JUDGING CRITERIA	EXAMPLES OF WHAT JUDGES WILL BE LOOKING FOR
<b>Client Focus</b>	<ul style="list-style-type: none"> <li>■ 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.</li> </ul>
<b>Delivery excellence</b>	<ul style="list-style-type: none"> <li>■ Evidence of a successful commitment to high standards and quality in the delivery of consulting services.</li> </ul>
<b>Commitment to people</b>	<ul style="list-style-type: none"> <li>■ Evidence of a strong consulting and team culture within the organisation, together with commitment to professional development and other people-related investments. Strong commitment to diversity and inclusion within the firm.</li> </ul>
<b>Operational excellence</b>	<ul style="list-style-type: none"> <li>■ 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.</li> </ul>