**ALLIANCE PROGRAM EXCELLENCE AWARD SUBMISSION FORM**

*The deadline for submitting a nomination is* *October 28, 2019.*

***Instructions for Submission of a Nomination***

* All submissions must be entered electronically using this Word form.
* Any submissions submitted by email or mail will be reviewed at the discretion of the ASAP Awards Committee.
* All nominees are strongly encouraged to provide visuals (video, photo, charts) to support their submission.
* ***All submissions and supporting material*** should be sent either by email to the awards committee at [**awards@strategic-alliances.org**](mailto:awards@strategic-alliances.org) or by regular mail to:

**Association of Strategic Alliance Professionals**

Attn: 2020 Alliance Excellence Awards

129A Morgan Drive

Norwood, MA 02062 USA

* Supporting materials will not be returned unless a request is submitted in writing. Submitters should clearly mark materials with the specific award category.
* Nominations submitted in multiple categories should address the specific category. The ASAP Awards Committee may choose not to review submissions that are clearly copied and pasted without a clear distinction to a specific category.
* Incomplete submissions will be reviewed at the discretion of the ASAP Awards Committee. ASAP is not responsible for incomplete submissions.
* If you have any questions or need any guidance in your submission, please contact ASAP Content and Education Coordinator, Dede Haas at 703-448-1710 or [dhaas@strategic-alliances.org](mailto:dhaas@strategic-alliances.org)

**Please initial below to verify you have read the above information.**

**\_\_\_\_ I have read and understand the above.**

***The Fine Print***

* Multiple finalists will be chosen in each awards category. Finalists will be notified at least 60 days prior to the conference. Winners will be announced at the 2020 ASAP Global Alliance Summit.
* It is strongly encouraged that if a company is selected as a finalist, a representative from that company attends the conference.
* Winners will be asked to present on their submission during the 2020 ASAP Global Alliance Summit.
* ASAP will distribute a press release announcing the winners within each category. Winners will need to submit information according to the provided deadlines in order to be included in the press release. All finalists agree to have their company names mentioned in the above mentioned press release.
* Finalists agree that ASAP is permitted to use their image and company information within blog posts, email announcements, ads, and other marketing and editorial coverage of the awards.
* ASAP will not release information identified as “Confidential”. Nominees are asked to ensure confidential information (such as revenue impact) that is not to be released is clearly marked.

**Please initial below to verify you have read the above information.**

**\_\_\_\_ I have read and understand the above.**

***Submitter Information***

**Are you an ASAP member?** *(Select one)* Yes No Not Sure

**Submitter Name:**

**Title:**

**Function:**

**Direct Line Telephone Number:**

**Submitter Email Address:**

***Company Information***

**Company:**

**Company URL:**

**Address:**

**Address 1:**

**Address 2:**

**City:**

**State:**

**Postal Code:**

**Country:**

***Program Basics***

1. **Provide key highlights of your program, including outcomes and metrics:**



6. **Industry or Focus of the Program:**

***Basis for Judging | Alliance Program Excellence***

*This award recognizes:*

* A single, specific company and their partnering capability, not an alliance.
* That the company has instituted practices, tools, and methodologies in support of successful formation and management of its alliances.
* These practices, tools, and methodologies should be scalable

i.e., is able to be applied to multiple alliances as needed – and repeatable

i.e., has lead to consistent alliance performance across multiple alliances

**1. How is this Alliance Program Exemplary?**

*TIPS: Summarize why the alliance program is exemplary.*

**2. How is this Alliance Innovative?**

*TIPS:*

* *Describe the innovative aspects of the alliance practices, tools and methodologies.*
* *What differentiates this alliance program and partnering capability from more standard practices?*
* *What aspects offer new lessons to other companies?*
* *Are there creative combinations / modifications of existing practices that have shown tangible success?*

**3. How is this Alliance Program High-Impact?**

*TIPS:*

* *Please describe tangible measures of success – quantitative and qualitative.*
* *Please make sure you provide specific metrics that have led to improvement in overall performance and the outcomes.*
* *As this award category focuses on the company’s program, these measures should highlight performance and success across multiple alliances or the organization’s alliance portfolio.*
* *The committee will focus in particular on improvements in overall performance underpinned by its alliance program.*

**4. How is this Alliance Program Open?**

*TIPS:*

* *Particular value is placed on a company’s willingness to share ideas and lessons from its alliance success without compromising competitive advantage.*
* *Describe specific relevant examples of openness include publications and web pages, ASAP presentations and webinars, and sharing innovative practices related to this nomination.*

***You have completed the nomination form.***

Thank you for your submission! Finalists will be notified up to 60 days prior to the conference.

**To Submit**

To submit your nomination with any additional documents, kindly email the ***Alliance Excellence Awards Committee at*** [***awards@strategic-alliances.org***](mailto:awards@strategic-alliances.org) make sure to put “ATTN: 2020 ASAP Alliance Excellence Awards” in the subject line and note the awards category along with the name of the submitter in the body of your email.

The submission form and any additional documents will be provided to the committee for review. ***The deadline for all submissions and additional documents is October 28, 2019.***