



CANADIAN INFORMATION
PRODUCTIVITY AWARDS

Judging Criteria Definitions

CIPA judges will evaluate your entry using a scoring system. They will award points to your entry based on several criteria. The following definitions explain what information the judges will be looking for within each criterion.

Improved sales or revenues

Measurable increases in the income of a business, compared with the same measured periods in previous months or years, and clearly attributable in whole or in part to the solution described.

Cost & time savings and efficiency improvements

Applied to business units or processes, this is the classic measure of productivity - output per unit of resources employed.

Improved organizational effectiveness

The capacity of an organization to carry out its mission or mandate, including, but not necessarily limited to: competitive success; potential to expand lines of business, markets or responsibilities; degree of integration or cohesiveness and ability to adapt to changes in the business environment.

Benefits through collaboration

The significance of collaboration as a positive force in the success of the project; who collaborated and how, and the impact on project results.

Improvements to customer service

Applied to either internal or external customers, the measured level of their satisfaction with the quality and timeliness of goods and/or services delivered, as well as the service experience, compared with previous periods.

Innovation and uniqueness in your sector

Verifiable evidence that, at the time the solution began to be implemented, it introduced a new and effective way to apply information technologies to achieve improved productivity, competitive advantage and/or benefits to stakeholders.

Advancements that benefit stakeholders & society and/or economy

Measurable or verifiable ways in which the solution has been used or adapted, or served as an inspiration, to enable more efficient and effective delivery of goods or services affecting a large, identifiable population.

2007 Category Weightings

CIPA will bestow awards in each of five categories. Within each category, one group of awards will go to for-profit businesses, and another group of awards will go to not-for-profit organizations. The two types of organizations will compete separately.

Whatever category you choose for your entry, it will be judged on the basis of certain criteria.

Judges will apply the criteria in distinct ways to each category. That is, they will give to each entry a certain number of points per criterion. The maximum number of points per criterion will vary by category.

CIPA advises you to submit your entry with an eye to providing information that the judges are most looking for within your selected category. The characteristics of your project as it matches up to judging criteria may also guide you in selecting which category to enter your project.

The following breakouts show you what the judges will be looking for most - the weightings - in assigning points to each entry in the various categories.



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PRODUCTIVITY AWARDS

Efficiency and Operational Improvements

For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Benefits from Collaboration
- Improved organizational effectiveness
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

PERCENTAGE WEIGHTING

- 20%
- 25
- 10
- 15
- 10
- 10

TOTALS

100%

Not For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

PERCENTAGE WEIGHTING

- N/A
- 30%
- 20
- 15
- 15
- 10
- 10

TOTALS

100%

Customer Centricity

For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

PERCENTAGE WEIGHTING

- 20%
- 15
- 10
- 10
- 25
- 10

TOTALS

100%

Not For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

PERCENTAGE WEIGHTING

- N/A
- 15%
- 15
- 15
- 30
- 10
- 15

TOTALS

100%



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Organizational Transformation

For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

TOTALS

PERCENTAGE WEIGHTING

20%

15

25

10

10

10

10

100%

Not For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

TOTALS

PERCENTAGE WEIGHTING

N/A

20%

30

10

15

10

15

100%

Innovation

For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

TOTALS

PERCENTAGE WEIGHTING

10%

5

10

10

10

50

5

100%

Not For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy (job creation, quality of life, export)

TOTALS

PERCENTAGE WEIGHTING

N/A

10%

10

10

10

10

10

100%



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Collaboration

For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy
(job creation, quality of life, export)

TOTALS

PERCENTAGE WEIGHTING

20%

10

15

25

15

10

5

100%

Not For Profit

CRITERIA

- Improved sales or revenues
- Cost & time savings and efficiency improvements
- Improved organizational effectiveness
- Benefits from Collaboration
- Improvements to customer service
- Innovation and uniqueness in your sector
- Advancements that benefit stakeholders & society and/or economy
(job creation, quality of life, export)

TOTALS

PERCENTAGE WEIGHTING

N/A

20%

15

25

20

10

10

100%