



SKOCH GROUP  
GROWTH | LIVELIHOODS | EQUITY  
www.skoch.in



# SKOCH ACHIEVER AWARD 2017

## RECOGNISING BEACONS OF HOPE AMONGST SMEs

India is passing through a phase of much awaited second-generation reforms. From Demonetisation to e-Monetisation, India will soon be on a higher trajectory of growth in our own lifetime. And this growth will not be achieved without recognising the role and helping the Small & Medium Enterprises (SME) sector grow faster than before.

For many years now, SKOCH through its national programme called 'ENCOURAGE – Accelerating SME Growth' has been helping the SME sector to leverage its capabilities so that it can contribute more to the Indian economy on the one hand and cash on the benefits of capital markets and access credit from financial institutions, on the other.

Several SMEs have leveraged the SKOCH platform as a springboard and are now listed on the national exchanges. Many more will unlock their value soon and unleash their potential. More than 500 such well performing SMEs have been honoured with **SKOCH Achiever Award** for their business excellence that has helped them in scaling newer business heights.



SKOCH AWARDS  
**THE BENCHMARK  
OF EXCELLENCE**

Avail **Early Bird** benefits by  
**25<sup>th</sup> January 2017**

Last Date  
**7<sup>th</sup> February 2017**

FOR MORE INFORMATION

visit [www.skoch.in](http://www.skoch.in) | email [info@skoch.in](mailto:info@skoch.in) | Call 9911146912



RECOGNISING BEACONS OF HOPE AMONGST SMEs

**AWARD CATEGORIES**

**DOMESTIC**

- Manufacturing Sector
- Product Innovation
- Services Sector
- Outstanding Efforts in Entrepreneurship
- Innovative SME of the Year
- Techsmart SME of the Year
- Enterprise of the Year
- Emerging Enterprise of the Year
- Growth Performance
- People Capital – Human Resource Management
- Corporate Governance
- CSR

**EXPORT**

- Merchant Exporter
- Manufacturer Exporter
- Services Exporter
- SME with Global Reach
- Innovative Exporter
- Techsmart Exporter of the Year
- Enterprise of the Year

**WHO CAN NOMINATE?**

- All Companies/ Proprietary/ Partnership firms/ Export houses/ MSMEs.
- Previous Skoch Achiever Awardees (Nominations should focus consistency and additional contribution)
- The Awards Committee can also, at its own discretion, nominate projects or people that it feels are deserving and should be under the consideration set.

**PART I INDUSTRY SEGMENT** (Please tick)

- Auto Ancillary
- Biotechnology & Pharmaceuticals
- Communications, IT & ITES
- Education
- Electronic Goods & Components
- Energy
- Renewable Energy (Solar, Batteries etc.)
- Engineering Goods (Including Machinery & Instruments)
- Exports & Imports
- FMCG & Consumer Durables
- Food and Agro-Based Products
- Handicraft & Handloom
- Hospitality
- Infrastructure
- Gems & Jewelry
- Logistics
- Media & Entertainment
- Metal & Metallurgy
- Plastic, Plastic Goods & Plastics Processing
- Rubbers, Woods, Chemicals & Petrochemicals
- Technology
- Textiles
- Transportation
- Others (Not included above) .....
- Services (specify) .....

**PART II**

1.	Name of the Organisation	
	Year of Incorporation	
	Legal status (Partnership /private limited /public limited (closely held))	
	Registered with	
	Registration number	
	Address	
	Location of facilities (City)	
	Email	
	Website	
	Brands	
	Bankers	

2. **Product Profile**

Name of the product	Percent contribution to turnover

3. **Promoters**

Name of the Promoter/ Promoters	Educational Qualification	Nature of responsibility / Designation	Years of experience (Total)

**PART III** (Please enclosed a separate sheet)

1. Are you a previous Skoch Achiever Awardee (mention year)?
2. Explain, what different has been made that makes this an outstanding nomination (in no more than 100 words)?
3. Who is the champion of this initiative / achievement / implementation?
4. Provide brief business description in about 500 words.

**Questionnaire**

**Section A**

1. Does your business own any patents / products? Please provide list:
2. Does your business own any brands, trademarks?
3. Have you undertaken any marketing / advertising initiative?
4. Has it led to any significant improvement in organisational productivity?

**Section B**

1. What initiatives have you undertaken to increase competency of the organisation?
2. What initiatives have you undertaken to increase the employee motivation?
3. What initiatives have you undertaken for employee retention?
4. How much emphasis does your organisation place on quality and customer satisfaction? Please explain.

**Section C**

1. What have been your business challenges?
2. How did you overcome these?
3. How can the government help your business grow?
4. How can financial sector help your business grow?
5. How have the use of Information and Communication Technologies (ICT) helped your business grow? E-Commerce etc.
6. List out 3 additional factors that can help your business grow faster?

**Details of the Respondent**

Name: .....

Job Title: .....

Mobile: .....

Email: .....

Address: .....

Signature: .....

**Details of the Bank**

Bank: .....

Branch Manager: .....

Mobile: .....

Address of Branch: .....

## Skoch Achiever Award 2017 methodology is as follows:

1. Selected nominations may be called for evaluation presentation to the Jury at New Delhi.
2. For each nomination only one person is allowed.
3. A merit list of Top Organisations to be released by 28<sup>th</sup> February 2017.
4. Merit Listed organisations will be showcased and will receive Skoch Order-of-Merit awards in New Delhi on 17<sup>th</sup> March 2017.
5. Finalists will be chosen from among the merit listed organisations. Skoch Achiever Awards will be conferred on 18<sup>th</sup> March 2017 in New Delhi during the 47<sup>th</sup> Skoch Summit at Constitution Club of India, Rafi Marg, New Delhi.
6. Presence during the evaluation presentation and 47<sup>th</sup> Skoch Summit is mandatory to qualify for the award.

As a part of the process, an Awards Committee is constituted, which comprises of senior professionals from academia, government, industry and other stakeholders in the area of governance. Initial screening of the project is carried out on the basis of the information sought in the prescribed format. Additional information, if required, would be sought and may be supplemented with Skoch's own research or the knowledge base of the Awards Committee. Public voting is solicited for wider stakeholder consultation and gets a weightage determined by the Awards Committee depending on the nature of the project. The Awards Committee then deliberates and decides on the awardees. The Committee may also nominate projects in special category that it feels should be in the consideration set.

## Terms & Conditions

- Nomination must reach by 17:00 hrs, IST on 7<sup>th</sup> February 2017
- **Early Bird Benefit:** Nominations received by 25<sup>th</sup> January 2017 will get 1 additional point.
- Each submission must include: A completed nomination form / Project Information as per the enclosed format.
- Both hard and electronic copies (submitted via website) are needed. The hard copies should be duly signed and stamped.
- States from large number of nominations received may be considered for conducting of evaluation roundtable at state level.

Send entries to [info@skoch.in](mailto:info@skoch.in) or in a CD at:

**Skoch Consultancy Services Pvt. Ltd.**  
**A-222, Sushant Lok – 1, Gurgaon - 122001**  
**Haryana, India**  
**Tel: +91-124-4777444 / 9911146912**

- One implementing agency can nominate more than one project./ nomination.
- The Awards Committee can also at its discretion nominate projects or people that it feels are deserving and should be under the consideration set.
- Skoch Consultancy Services and its group companies reserve the right to reproduce submitted materials. These reproductions may be edited to suit the format.
- Submitted nominations cannot be withdrawn for want of Organisation approval/sanction, retracting submitted information, submitting additional information or any other related cause. Organisation approval/ sanction should be acquired before-hand.
- Skoch has the approval of checking the authenticity of the provided information by contacting the organization's head, senior manager, IT staff, consultants, suppliers or business partners. The provided information and context may or may not be revealed to these parties, depending on the situation.
- Skoch would retain the right to ask for additional information or clarification from the nominee. Co-operation from the nominee would be highly appreciated.
- All Early Bird Entries get additional 1 mark to the Jury Evaluation, which independently assesses nominations on a score of 0-9. Since Peer Evaluation is integral to the Skoch Awards, 10 per cent average of total score obtained by each nomination in Peer Review is added to the Jury score. All Jury ratings are done on an absolute basis with a cap of 10 marks that can be scored by any Nomination.
- Top performing nomination that can contribute to best practices will be conferred Skoch Order-of-Merit Award on 17<sup>th</sup> March 2017. Amongst Skoch Order-of-Merit recipients the awards with highest national ranking would be conferred Skoch Achiever Award, on 18<sup>th</sup> March 2017.
- The certificates and awards are conferred in person only and all qualifying nominees would need to personally attend 47<sup>th</sup> Skoch Summit on 17<sup>th</sup> - 18<sup>th</sup> March 2017 in New Delhi.
- No Delegate fee for one awardee, for everyone else a delegate fee of INR 10,000 per delegate or INR 40,000 for five delegates would apply for attending the two day conference.

## Ethics Policy

Skoch Consultancy Services Pvt. Ltd. is committed to high standards of ethical conduct and in pursuance of these we follow the following guidelines:

- The employees of the organization are barred from offering gifts or any other consideration that may be considered improper to any government functionary towards the conduct of business or towards discharging their official duties.
- Our awards follow an editorially independent process. Employees and their immediate relatives are ineligible for applying for or receiving any of our awards. Any form of canvassing towards our awards is prohibited and all such entries are summarily rejected.
- There is no monetary component to any of our awards and these are limited to a memento and a citation for all awards and additionally a biographical documentary and a festschrift in case of the Skoch Challenger Lifetime achievement award.
- Most of our programs are designed in consultation with the relevant domain ministries, academics, economists and experts etc. Due acknowledgement is provided to the government departments, academic and development institutions etc. that extend formal institutional support to our programs.
- Given our commitment to inclusive growth and poverty alleviation, no gifts in any form are offered to the delegates attending our programs. Participation certificates having no commercial value are provided wherever relevant. Time relevant refreshments and meals are provided during the program in consideration of the program continuity and in the tradition of Indian hospitality.
- The cost of the programs, content generation, publicity and revenue generation is through sponsorships, advertising and delegate fee collection. The names of sponsors are prominently acknowledged on our web- site, on-site as well as in general communication as per our published sponsorship benefits.

**SKOCH**  
ECO-SYSTEM FOR GROWTH

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