



in association with



KUEHNE+NAGEL

ENTRY GUIDE

Thursday, October 5th 2017

Clayton Hotel Burlington Road, Dublin.

 www.pharmaawards.ie

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Pharma Industry Awards 2017

Since launching in 2014, the Pharma Industry Awards has established itself as the benchmark for excellence for those operating in Ireland's pharma industry.

The Awards recognise and celebrate the most original and innovative individuals and companies demonstrating excellence in the Irish pharma industry over the past 12 months.

Our categories cater for entrants ranging from researchers and marketing strategists to process and formulation engineers, from campus start-ups to the biggest names in the Pharmaceutical industry.

There is **no charge to enter our categories**, and we hope that you enter the ones most appropriate to you.

Entering the Pharma Industry Awards offers a unique **PR opportunity** to showcase you and your business as a leader in the industry. Shortlisted entries and award winners will have their **national profiles raised**, and of course, there's the **beautiful trophy** which the successful entrants will take away on the night.

The awards ceremony itself offers a unique opportunity to **network** with the industry's most influential players and meet current and potential clients.

We wish all our entrants the best of luck and we look forward to receiving your entries.

Entering

Entries must be made online at www.pharmaawards.ie.

There are **21 categories to choose from:**

Pharma Company of the Year - Large
 Pharma Company of the Year - SME
 Biopharma Company of the Year
 Biotech Company of the Year
 Pharma Research Centre of the Year
 Pharma Contract Services Company of the Year
 Pharma Supplier of the Year
 Pharma Project of the Year - Large
 Pharma Project of the Year - Small
 Innovation of the Year
 Operational Excellence Award
 Health & Safety Award
 Export Achievement Award
 Supply Chain Achievement Award
 Communications Award
 Research & Development Achievement Award
 Partnership Alliance of the Year
 Sustainability Initiative of the Year
 Corporate Social Responsibility Programme of the Year
 Pharma Education & Training Award
 Pharma Start-up Company of the Year

How to Enter

When completing your entry, please follow these rules:

- All activities cited in support of your entries must have been ongoing **within the past 12 months** from the closing date of these awards.
- Please ensure your submission fits onto **no more than 5 A4** pages in portrait PDF format, including supporting materials such as pictures, graphs, testimonials, etc.
- Please **answer each of the key criteria points** allocated to the category that you are entering. This is what the judges base their scores on. Back up your key points with other information such as tables, graphics, figures, pictures etc.
- You may enter as many categories as are relevant, however each entry must be **tailored to meet the category criteria**.
- The entering party does not have to be a resident in the ROI or NI, but the projects that support their entry **must have taken place** in these areas.

You will need the following to complete your entry:

- Your **5 A4 page PDF** entry document.
- A **50 word summary** of your entry. This may be used in full in our Awards booklet or in our script. It must be relevant to the category you are entering. So, if you are entering a project, the summary must be about the project, if you are entering a person, it must be about that person.
- **2 high resolution landscape photos** (300 dpi) relevant to your entry and the category you are entering. So, if you are entering a project, the photos must be about the project, if you are entering a person, they must be of that person.
- These will be used as part of the AV presentation on the night, so choose photos that you are proud to display.
- A **jpeg** version of your organisation **logo**.
- The **name** of the person who will **accept the trophy** on your behalf in the event you should win. This may be used in post awards media coverage.
- **Please note:** All of the above items will be required in order to submit your entry, and **you will not be able to modify your entry once uploaded**.

Tips on Entering



1. Read the criteria and make sure you answer each point. The judges use the criteria points as a basis for their scores, so make sure you touch on each criteria point. You can use additional facts, figures and information to back up or add to these points. By following the criteria you stand a better chance of scoring highly and make the judge's job easier!

2. Enter the right categories. Some companies seem to enter certain categories, and then ignore the one that they would stand a much better chance of winning. To start, look through the categories carefully and choose the most relevant to you. This will give you a better chance of winning.

3. Facts are very powerful; and waffle or generalities cut very little ice with the judges. There are lots of ways of presenting data, and one may look a lot stronger than the others. For example, your sales figures may not be great, but your new enquiry levels could be through the roof, focus on these. We're not advocating you twist the truth; but we do feel it's within the rules for you to make the strongest possible case for your company.

4. Don't write more than you've been asked to supply. There is a limit on the number of pages you can submit (5 A4 Pages). Don't go above this as the judges won't read reams of supporting information. In the same way don't do ultra-minimal entries and simply rely on your profile to get yourself noticed.

5. Put yourself in the judges' shoes. Think about what would really impress them? What makes you special and distinctive? Our judges are all senior people and you need to think about your entry from their perspective. In many cases we see entries prepared by junior members of the team who can miss key selling points. The best entries have input from someone at Board level.

6. Check everything carefully. Many entries include fundamental errors – mainly spelling or grammatical errors.

7. Phone a friend. The entries team working on the awards are happy to talk through draft entries and are always willing to give guidance. So if you want to try something a bit different, and would like our thoughts on that before you submit your entry, give us a call – we'll do our best to give you a sensible steer.

8. Good presentation pays dividends. You are not judged on how pretty your entry looks, but busy judges are inevitably attracted to easy-to-read, neatly laid out entries. Some of the better submissions include simple, summary bullet points. The best presented entries often incorporate a range of small photographs, clever charts or graphs and other visual material that makes it very easy to absorb and digest.

9. Boast, don't be modest! Your positive opening words are crucial - so begin with the end! This is the hook which will encourage those judging to delve deeper. Don't ramble; get to the point, every word should count. Be proud of what you have done, this is one time when it is absolutely right to boast. Testimonials are very powerful too!

10. Promote your business. It is not often you are given the chance to generate free publicity; so encourage and praise your team and you might be surprised to discover that you can win one of the most prestigious awards in the sector. And if you win, think of the huge marketing advantage that will give you.

Judges & Judging Process

An independent panel of recognised and expert Judges, representing the pharmaceutical sector, will determine the winners of the Pharma Industry Awards.

The expert panel of judges will bring their expertise and experience to the judging process.

To view who will be judging this year's Awards, visit www.pharmaawards.ie

Shortlisting

- Once the entry deadline is reached, all entries will be carefully examined and scored using the criteria by the shortlisting panel of experts.
- The highest scoring submissions will be selected to go forward to the shortlist for each category.
- You will receive an email from the Event Team letting you know if your entry was successful or not.
- The shortlist of finalists will be published on the Awards' website, www.pharmaawards.ie.

Judging

- Judges are divided into panels, based on their expertise, to ensure any possible conflict is avoided.
- All judges score finalists based on the relevant category criteria.
- Scores are then collected by the event team and collated.
- Scores are sent to the judging coordinator who checks and verifies all scores.
- The highest scoring entrant is declared the winner of that category.

The winners will be announced on Thursday, October 5th 2017 at the Clayton Hotel Burlington Road, Dublin.

Categories & Criteria

PHARMA COMPANY OF THE YEAR – LARGE

This award is open to any large Pharmaceutical company operating in Ireland that develops, produces, and markets drugs or pharmaceuticals. We define a large company as one with over 250 employees.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

PHARMA COMPANY OF THE YEAR – SME

This award is open to any small and medium enterprise (SME) Pharmaceutical company operating in Ireland that develops, produces, and markets drugs or pharmaceuticals. We define a SME company as one with up to 249 employees.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

BIOPHARMA COMPANY OF THE YEAR

This award is open to any organisation involved in the production of pharmaceutical products manufactured in, extracted from, or semi synthesized from biological sources

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

BIOTECH COMPANY OF THE YEAR

This award is open to any company or organisation working on the cutting edge of biotechnology. It is designed to recognise entrepreneurs for their achievements in the commercialisation of biological processes to research and develop medicines and pharmaceutical agents.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

PHARMA RESEARCH CENTRE OF THE YEAR

This award will recognise the outstanding Pharma Research Centre in Ireland over the past 12 months.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

PHARMA CONTRACT
SERVICES COMPANY
OF THE YEAR

This award is open to any organisation offering contract services to the Irish Pharmaceutical industry. This may include, but is not limited to, Contract Research Organisations, Development, Analysis or Testing, Regulatory Affairs, Manufacturing and IT services.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

PHARMA SUPPLIER
OF THE YEAR

This award recognises the supplier that has provided a 'best in class' service, solution, product or goods to Ireland's Pharmaceutical industry.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, key team members, an indication of your turnover over the last three years and key accounts.*
- *Key Projects & Initiatives: Please provide a brief description of significant clients that you have supplied goods or services to over the past 12 months and why you think the relationship was exceptional.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating how offerings have been adapted to meet the specific business needs and local conditions of the client.*
- *Customer Service: Provide details of how high-quality service is provided to all clients, including how customer satisfaction is measured and initiatives to improve it.*
- *Outcomes & Results: Summarise the outcomes of the efforts including the contribution to the client as well as the supplier themselves.*
- *Include any other facts or statements that you feel are relevant to support the entry .*

PHARMA PROJECT
OF THE YEAR – LARGE

This award recognises an outstanding project undertaken in Ireland's Pharma industry over the past 12 months. We have defined a large project as one with a budget of over €500,000.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Project Background: Please provide a brief description of the project, including the stakeholders, budget, key team members and timescale.*
- *Innovation: Please include details of any unique efforts or processes that were introduced, outlining their significance.*
- *Challenges: Outline any challenges that were experienced and how they were overcome.*
- *Project Excellence: Explain why you feel this project deserves special recognition, supported with facts and figures where possible.*
- *Please include any other statements or facts that support your entry.*

PHARMA PROJECT OF THE YEAR – SMALL

This award recognises an outstanding project undertaken in Ireland's Pharma industry over the past 12 months. We have defined a small project as one with a budget of less than €500,000.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Project Background: Please provide a brief description of the project, including the stakeholders, budget, key team members and timescale.*
- *Innovation: Please include details of any unique efforts or processes that were introduced, outlining their significance.*
- *Challenges: Outline any challenges that were experienced and how they were overcome.*
- *Project Excellence: Explain why you feel this project deserves special recognition, supported with facts and figures where possible.*
- *Please include any other statements or facts that support your entry.*

INNOVATION OF THE YEAR

Does your company think outside of the box? Do you ensure that not only is product delivered to the highest standard but through distinctly innovative processes that help you stand out from your competitors? This award is open to any company or organisation that has conceived a new product, packaging solution, process or technology that yielded significant results. This can include adapting or integrating an already existing solution.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Rationale: What was the rationale behind the project? Was there a specific problem that required this innovation?*
- *Innovativeness: Is the innovation an improvement on existing technology and how much of an improvement. What are the unique aspects of this improvement?*
- *Idea Development: How was the idea developed from concept through design and implementation?*
- *What is the wow factor? We are looking for ideas that leapfrog technology and provide simple and elegant solutions to long standing technical or practical problems.*
- *Outcomes: How effective is the innovation, and what are its benefits? How has it impacted on operational excellence? Does this achieve any commercial benefit? Where does your innovation fit into the current market?*
- *Societal Impact: Is there any potential impact of the innovation beyond the facility?*

OPERATIONAL EXCELLENCE AWARD

This award is open any company in Pharma industry that has used operational excellence as a critical driver to ensure processing and manufacturing efficiency and excellence. Achieving operational excellence is a challenge, with many companies setting successful examples time and again.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Operational Efficiency: How have you reduced down-time, ensured faster product changeover and reduced cycle time to increase efficiency?*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential. Have you employed any innovative approaches to cGMPs or applied the principles of Lean/Six Sigma to increase operational efficiency?*
- *Quality standards: How have you maintained or increased quality of product or process through operational excellence?*
- *Budgetary Efficiency: Detail how you have managed budgets by reduced cost of goods, reduced labour and reduced working capital*
- *Please include any other statements or facts that support your entry.*

HEALTH & SAFETY AWARD

This award is open to any company operating in the Pharma industry that can demonstrate best practice in health and safety, compliance to standards, training, technical and behavioural improvements over the past 12 months.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Describe the Health and Safety initiative. What was the rationale and background behind the Health and Safety initiative? Explain what aspects are new, better, significantly improved to give rise to a substantial positive change.*
- *Please provide evidence of results. How has the initiative contributed to the welfare of staff? How is the impact measured?*
- *What have been the practical benefits of the initiative? Show successful outcomes, such as improvements in performance, costs savings, reduced environmental impact or any other aspect that shows better or more effective processes, products, technologies or ideas.*
- *How will you use the initiative in the future? You can include any plans for alteration or expansion*
- *Please include any other statements or facts that support your entry.*

EXPORT ACHIEVEMENT AWARD

This award will recognise the organisation in Ireland's Pharma industry that can best demonstrate an effective and rewarding export strategy.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please outline the contribution of exports as a proportion of overall sales, including any growth seen in the past three years and the expected contribution of exports to the future of your business.*
- *Strategy: Outline your overall export strategy, how you've achieved progress with it and your commitment to expanding international business in the future. Please include details where relevant on the organisation's Goods Distribution Practice (GDP), the implementation of an efficient, cost effective and environmentally responsible approach to exporting, how you engage with suppliers and the efforts to increase brand awareness in international markets.*
- *Customer Satisfaction: Please give details on how high-quality products are provided to international customers and how the international market influences product development. Outline any tangible benefits to customers, including how satisfaction is measured and any initiatives introduced to improve performance.*
- *Innovation: Highlight any especially innovative solutions that have been developed by you or your suppliers, including the benefits to your organisation and the customer.*
- *Outcomes & Results: Summarise the outcomes of these efforts including the contribution to business performance, sustainability and customer satisfaction.*

SUPPLY CHAIN ACHIEVEMENT AWARD

This award will recognise an organisation in Ireland's pharma industry that has implemented a secure supply chain and logistics strategy.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Describe your supply chain, the organisations in it, and how far it extends.*
- *Supply Chain Strategy: Outline your overall secure supply chain strategy and how you've achieved progress with it.*
- *Strategy Implementation: Outline your organisation's Goods Distribution Practice (GDP). How do you engage with your suppliers to ensure security and implement monitoring by your suppliers, and what happens if any are not up to standard?*
- *Innovation: Highlight any especially innovative secure solutions that have been developed by you or your suppliers*
- *Customer Impact: What has been the impact of your secure supply chain initiative on your customers and your sales?*

COMMUNICATIONS AWARD

This award recognises the best communications campaign undertaken in Ireland's pharma industry over the past 12 months. This can be either an internal or external campaign, and can include anything from advertising and PR campaigns, TV and Radio, to Digital and other techniques.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Campaign Background: Please describe the communication campaign including how long it has been in existence, the platforms used and any unique features or benefits.*
- *Objectives: What was the objective of the communication campaign? What was your marketing strategy to meet these key objectives? What was the relevance and justification of the strategic approach taken?*
- *Innovation: How original was the campaign? Please include details of any unique efforts or processes that were employed.*
- *Examples: Please provide examples of creative materials used.*
- *Outcomes & Results: Outline how the campaign objectives were met, using facts and figures to back it up. For example, include details on return on investment, evidence that the campaign operated within regulatory guidelines, evidence of positive changes in customer behaviour or sustainable added value to the organisation.*
- *Include any other facts or statements that you feel are relevant to support the entry, providing employee or customer feedback where possible.*

RESEARCH AND DEVELOPMENT ACHIEVEMENT AWARD

This award recognises an individual or teams working in the pharmaceutical sector on the research and commercial development of new products and/or new processes. This can include bringing a new product to the marketplace, discovering or creating a unique material, transferring a research or technology development to practice, improving the performance of an existing product or creating a new simulation or design tools.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Research Program: Outline your research program and how you have achieved it. Detail significant milestones achieved.*
- *Originality: Outline the originality of the research/ work carried out. How competitive is your research?*
- *Outcomes: Quality of publications and/or patents/ or software. The company must submit details of previous relevant publications, patents or prizes.*
- *Innovation: The company must have a track record of innovation and technical creativity – what is the intellectual content? They must demonstrate the degree of innovation in research and their commercial potential.*
- *Impact: What is the societal and commercial Impact of the contribution – has it made a difference in the marketplace and global community? Is it something that will benefit people's lives for the better? Improve the standard of living for large numbers of people, save lives, promote good health?*
- *Challenges: what was the magnitude of the challenges that were overcome? What was the degree of difficulty?*

PARTNERSHIP ALLIANCE OF THE YEAR

This award will recognise innovative collaborations, both internally and externally, in Ireland's Pharma industry. The judges will be looking for evidence of a strong strategic partnership involving commercial inputs for both partners.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Partnership Structure: Who is involved in the partnership? Are the partners located at sites in Ireland? Is there an international component to the collaboration?*
- *Partnership Strategy: What is the nature of the collaboration and responsibilities undertaken by each partner? What are the contributions made by the various team members? What the scale of effort in terms of manpower, time and materials?*
- *Rationale: What is the rationale for the partnership? Was there evidence of awareness of market need and targeting? Is there potential for the development of long term partnerships?*
- *Innovation: What is the degree of innovation demonstrated specifically by the collaborative work and does it have commercial potential?*
- *Outcomes: Please provide evidence of specific outcomes and benefits of the collaboration. E.g. number of publications, products brought to market, invention disclosures, patents, licenses and spin outs have occurred.*
- *Societal and Commercial Impact: What are the technical, societal, commercial, environmental or other benefits arising from the work?*

SUSTAINABILITY INITIATIVE OF THE YEAR

This award recognises sustainable development in the pharmaceutical industry through innovative and sustainable use of resources and prioritises the needs of the wider environment and society. This can be a reduced carbon footprint, or energy saving products and methods. This can also include the adoption of a scheme that has made a difference to the attitudes and behaviour of staff and resulted in a benefit to the environment, or a new partnership that demonstrates tangible evidence of environmental benefit. This can be on a single project, across a series of projects, or through a change process within an organisation.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Energy Management: Describe, if any, the steps your organisation has taken to improve energy efficiency, increase use of renewables and/or reduce emissions (direct and indirect) and any downward trends in annual figures?*
- *Waste: Describe, if any, the steps taken to reduce waste (including water) within your organisation. Have you demonstrated a reduction of waste landfill materials and the recycling of materials and resources such as water? Have you applied process intensification and improved yield?*
- *Packaging: Describe the steps taken to reduce product and package waste in the product design.*
- *Chemical Waste: Have applied the principles of green chemistry? Has there been a reduction in solvent usage (tonnes), VOC emissions (tonnes) or a downward trend in annual figures*
- *Sustainable materials: Describe, if any, the efforts your organisation has taken to source local, Irish and sustainable products and services within the last 12 months.*
- *Accreditation: Are your labs and systems accredited to meet environmental standards? E.g. ISO 14001*
- *Training: Describe any training or employee initiatives related to environmental or social sustainability offered through your organisation within the past 12 months.*

CORPORATE SOCIAL RESPONSIBILITY PROGRAMME OF THE YEAR

The award for Corporate Social Responsibility (CSR) Programme of the Year is open to any company in the pharmaceutical sector that contributes to the welfare of local communities. This can range from involvement with community projects, raising funds, encouraging the active involvement of the community in special projects or the development of the company's employees.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Planning and strategy: What is the CSR initiative? Why was this initiative started?*
- *Initiative implementation: What strategy was undertaken to achieve the project's aims and objectives?*
- *Project Excellence: Explain why you feel this project deserves special recognition for this award?*
- *Challenges: Explain challenges that were experienced and how they were overcome and the successes achieved. What lessons were learned?*
- *Benefit to the community: How has the project contributed to its surrounding environment or community? What will be the impact for the daily lives of the community?*
- *Personnel Development: How has the initiative contributed to the development of the company's employees and reputation?*

PHARMA EDUCATION & TRAINING AWARD

This award is open to any third level institution, technical training college or company involved in the delivery and development of pharmaceutical knowledge or skills.

The entity must have made a significant contribution to the pharmaceutical sector through the provision of skilled workers.

Entry is by a 5 A4 page submission. Please detail the organisation's strategy and what it has achieved to date, paying particular attention to the criteria listed below.

- *Please outline the size and nature of your organisation*
- *What is the curriculum or programme? Please detail curriculum development, course accreditation, and affiliation and student/delegate numbers*
- *How did the course prepare or develop the students/delegates for their career in the pharma industry?*
- *How did courses improve the development and effectiveness of employees in the pharma industry?*
- *Please provide details on dissemination of studies to the broader community: this can include publications, workshops and student awards or details of any competitions entered and prizes attained*
- *Excellence in the education of students: please provide examples where an individual or institution has gone beyond curricular requirements to communicate and facilitate the teaching of students in any aspect of the pharma sector.*
- *Exposure of the students to the wider pharma community: this can include listings of invited speakers, details of site visits nationally and globally or case studies undertaken.*

PHARMA START-UP
COMPANY OF THE YEAR

This award is open to any organisation company established within the last 3 years working in the Irish pharmaceutical sector.

Entry is by a 5 A4 page submission; ideally the judges will be looking for a clear plan and evidence that it is delivering on core objectives, paying particular attention to the criteria listed below.

- *Outstanding Achievement: Please provide a brief description of significant projects undertaken over the past 12 months and why you think they were exceptional.*
- *Business Growth: Please detail significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of product or expansion.*
- *Operational Excellence: What has the company done to boost operational performance?*
- *Innovativeness: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and commercial potential.*
- *Societal impact: Please outline the societal impact of any methods, products or projects you have developed.*
- *Professional Standing and Accreditation: Please outline any relevant industry achievements and accreditations.*

Sample Entry Template

Introduction

Company Background

Summary of Project Team

Main Body of Entry

Address the Category Criteria Points:

- *Point 1*
- *Point 2*
- *Point 3*
- *Point 4*
- *Point 5*

Supporting Materials

Graphs, Tables, Pictures, Screenshots,
Testimonials etc. that support the entry

Summary

Main Outcomes & Achievements
of Submission