

# SKOCH CORPORATE EXCELLENCE FORUM AND AWARDS 2024



SKOCH Corporate Excellence Award is a prestigious recognition given to a company or organisation acknowledgement of its exceptional performance, achievements, and contributions in various aspects of the business. These awards are designed to celebrate and honour organisations that demonstrate outstanding practices, innovations sustainability, leadership, and overall excellence within their respective industries.

SKOCH Award, though taking your professional excellence as a starting point, is about going beyond the call of business to serve the country – we call this enlightened self-interest. If India must become a developed country by 2047, most of the heavy lifting will have to be done by big business. Their Digital Transformation must, therefore, reach the population scale to touch every Indian. Make every Indian their customer to grow the business. This then will create a consumption and job generation juggernaut.

Some businesses share this vision, but only a few are doing something about it as a strategic plan. It is these businesses that would be worthy of a SKOCH Award.

As a part of the award process, the businesses and their best practices get documented. Their total economic impact on India is understood. Their story is widely shared for others to take note of and learn from.

**Apply at: [cea.skoch.in](http://cea.skoch.in)**



**LAST DATE: 31 DECEMBER 2024**

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## AWARD CATEGORIES

### Leadership

- Vision and Strategy
  - Long-term strategic vision
  - Business agility
  - Development of Vision and Mission
  - Setting Objectives (Business goals)
  - Strategic Market Segmentation
  - Implementation Plan
  - Strategic Control
- Governance
  - Board composition
  - Leadership Accountability
  - Ethical leadership (Business ethics focus)
- Succession Planning
  - Talent management pipeline
  - Executive succession readiness
  - Leadership risk mitigation strategies

### Financial Performance

- Revenue Growth
  - Revenue growth rates
  - Market competitiveness
  - New market penetration
  - Operating Margin
  - Cash Tax Rate
  - Incremental Capital Expenditure
  - Investment in Working Capital
- Profitability
  - EBITDA margin
  - Return on equity (ROE)
  - Net profit margin trends
- Capital Allocation
  - CapEx allocation (Non-green investments)
  - Return on invested capital (ROIC)
  - Debt management

### Corporate Governance (Non-social, Non-ESG, Non-human rights)

- Business Ethics
  - Anti-corruption policies
  - Fair trade practices
- Corporate Governance Structure
  - Management roles and transparency
  - Executive compensation structures
  - Ownership and shareholder rights

### Innovation

- R&D Investments
  - Research and development as percentage of revenue
  - Patents and intellectual property filings
  - Innovation in product design and production processes

### Employee Development and Engagement

- Training and Development
  - Employee skill development programs
  - Internal mobility and career advancement opportunities
  - Leadership Development
- Employee Engagement
  - Employee satisfaction surveys
  - Employee retention
  - Organizational culture initiatives

### Customer Satisfaction and Loyalty

- Customer Retention
  - Customer retention rates
  - Customer lifetime value (CLV)
  - Churn analysis
- Customer Experience
  - Customer service performance
  - Non-digital customer interaction metrics
  - Relationship management initiatives
  - Social Media Marketing
  - Customer Relationship Management
  - Competitive Analysis
  - Setting Sales Goals

### Customer Satisfaction and Loyalty

- Supply Chain Efficiency
  - Vendor performance
  - Procurement efficiency
  - Procurement, Logistics, and Distribution
  - Freight Forwarding
  - Fleet Management
- Process Optimization
  - Lean manufacturing processes
  - Automation in production
  - Process improvement metrics
  - Inventory Management
  - Warehousing and Storage

### Customer Satisfaction and Loyalty

- Cost Efficiency (Non-environmental)
  - Cost per unit production
  - Overhead reduction strategies
  - Resource optimization

### Core Information Technology

- IT Administration
- Applications
- Compliance

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## AWARD METHODOLOGY

### STAGE 1 – NOMINATION & REGISTRATION

You are requested to nominate your initiatives for SKOCH Corporate Excellence Award. Nominations to be made using the online link along with mandatory conference delegate registration .

### STAGE 2 – RESEARCH & VALIDATION

SKOCH Research team will verify the details and correctness of the nomination, do desk research, take telephonic feedback and use SKOCH domain knowledge.

### STAGE 3 – INTERACTION WITH JURY

Face to face interaction of the shortlisted nominees via virtual session with the panel of domain experts. Experts make ratings and these are added to the score of the nominee's score.

### STAGE 4 – POPULAR VOTE

SKOCH Team will create and publish page for shortlisted nominees for popular voting. Popular vote is to help organisations create a buzz around one's good work with peers, colleagues and benchmark popularity against the peers from other organisations.

### STAGE 5 – WAY TO SEMI-FINALS: MERIT LIST

Semi-finalists are announced and Order-of-Merit list is published on the website by SKOCH Team. All Order-of-Merit recipients to be invited for Summit and Award ceremony to receive Order-of-merit certificates and also compete for the coveted SKOCH Award which will be announced on the same day.

### STAGE 6 – EXPERT VOTE

All finalists are invited to participate in the online digital exhibition and solicit Expert Votes. A Weightage of 10% would be added in the total score from this activity. SKOCH Team will create pages on the exhibition portal along with additional material provided by the nominees.

### STAGE 7 - LIVE POLL

Online voting for the projects which has opted for Digital Exhibitions is conducted during the virtual event of the order-of-merit ceremony. 10% Weightage of this is added in the score.

### STAGE 8 – WAY TO FINAL

Using SKOCH Award raking system, a cutoff is decided and final awardees are announced and conferred SKOCH Award during the Conference and Award Ceremony.

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