



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS



Canada China Business Council
Conseil d'affaires Canada-Chine
加中贸易理事会



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

Nominations for the **6th Canada China Business Excellence Awards** are now open. The awards will be presented in early October in Canada, before an audience of government and business leaders from across the country. The successful stories of our award winners provide inspiration to other companies, helping to encourage more successful trade and investment between Canada and China.

Biannually, the Canada China Business Council presents these awards to organizations that have played an innovative and leading role in expanding and nurturing bilateral business relationships. Since their inception in 2008, the Awards have gained respect and participation from the most accomplished organizations. In 2018, to recognize CCBC's 40th anniversary, we have several special categories.

2018 Award Categories

Outstanding Achievement

Young Entrepreneurs

Outstanding SME

Education Excellence

E-Commerce Achievement

Special Recognition Category: 40th Anniversary Honourees

All award categories are open to CCBC members. If the nominated company is not a member, please visit [CCBC's membership webpage](#) to join.

The nomination process is now underway, with **applications postmarked no later than Friday, June 1, 2018**.

For the five award categories, *we accept self-nomination as well as nomination of other organizations*. Three finalists will be chosen for each award category, and finalists will be notified by July 15, 2018. Finalists will be granted gold, silver, and bronze level awards at the Fall ceremony.

In the special recognition category, self-nominations are not accepted. In this category, a group of five honourees will be recognized and will be notified by July 15.

In recognition of the nominees, a roundtable will be held for all nominees, allowing them the opportunity to discuss their China experience with peers in all categories.

The Awards provide a superb platform for increasing brand awareness of your organization. Submitting an entry provides your organization with the opportunity to review its business performance, strategies, and core strengths. Being selected as a winner or finalist recognizes your organization as an industry leader with an indisputable track record of success and commitment. Receiving the award is an independent and prestigious endorsement of your organization.

On the following pages you will find criteria for each award and a nomination guide/form.



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

I. Outstanding Achievement Award

This award will be presented to a CCBC member organization, of any size, in any sector, that has made significant achievements at any time over the 40 years of CCBC's history.
This category typically celebrates an accomplishment within the last 24 months, but to celebrate CCBC's 40th Anniversary, this year we will focus on member accomplishments over the entire 40-year period.

The outstanding member has achieved success in China by undertaking bold ventures resulting in commercial success and has clearly distinguished itself from its competitors.

Note: Nominees do not need to have 40 years of experience in China. Judges will evaluate all nominees on the merits of their overall activity, regardless of the time the company has been in China.

Criteria

This award category is open to CCBC members who self-nominate or are nominated by others. If the nominee is not a member, please visit [CCBC's membership webpage](#) to join.

Nomination Package should include:

- Executive Summary - Why should your firm win this award?
(250 words, Times New Roman size 12, double-spaced)
- In the body of the package, include and address the following questions:
(No more than 16 pages, Times New Roman size 12, double-spaced)
 - Describe your project /business initiatives in detail.
What are the key elements in the project/ business initiatives?
 - What were the accomplishments of the business initiatives/project?
How did it/they make significant contributions to the firm's growth and business model?
How did the business initiatives/project transform your company?
 - How did the business initiatives/project differentiate your company from your competitors in the industry?
 - How did the nominated business initiatives/project contribute to any of the above:
 - the overall development of Canada-China commercial relations
 - the personal and/or professional capacity of the communities in which you work



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

II. Young Entrepreneurs' Award

Encouraging young Canadians to diversify business to include China is imperative for Canada's future prosperity. When CCBC was established in 1978, no one could predict how far China's economy would come. This category recognizes entrepreneurs who have come of age during China's opening and reform period, who have created dynamic businesses that have include China in their global strategy.

Criteria

Open to CCBC member firms whose founder, president, CEO, or chair is 40 years of age or younger in 2018. Company can self nominate or be nominated by others. If the nominee is not a member, please visit [CCBC's membership webpage](#) to join.

Nomination Package should include:

- Executive Summary highlighting key milestones:
Why should the company win this award?
(250 words, Times New Roman size 12, double-spaced)
- In the body of the package, include and address the questions below:
(No more than 16 pages, Times New Roman size 12, double-spaced)
 - What is the history of this company, and how has China played a role in its operations?
 - How have the company's innovative China strategies culminated in the success of your company's performance?
 - How did the under-40 executive build China or Asia competency for himself/herself and for the company at large?
How does s/he stay on top of China's rapid pace of change?
 - What major obstacles have you overcome in your business with China and how did you overcome them?
 - What role will China play in your company's future?



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

III. Outstanding SME Award

The award will be given to an enterprise that best exemplifies the innovative inclusion of China in the company's growth and its overall strategies. The successful implementation of such initiative has significantly improved the firm's competitive edge and financial performance.

Criteria

This award category is open to CCBC members who self-nominate or are nominated by others. If the nominee is not a member, please visit [CCBC's membership webpage](#) to join.

Company size: annual gross revenue of under \$50 million in the last fiscal year.

Nomination Package should include:

- Executive Summary highlighting key milestones:
What makes your SME outstanding?
(250 words, Times New Roman size 12, double-spaced)
- In the body of the package, include and address the following questions:
(No more than 16 pages, Times New Roman size 12, double-spaced)
 - How have your company's innovative China strategies culminated in the success of your company's performance?
 - What were the major obstacles and how were they overcome?
 - What plans are in place for your firm's sustainability of success?



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

IV. Education Excellence Award

This award will be presented to a CCBC member organization in the education sector that demonstrates outstanding achievement in delivering China-related success including, but not limited to, research partnerships, recruitment, student/faculty exchanges, alumni relations, institution linkages, executive training, and provision of Canadian curricula.

Criteria

This award category is open to CCBC members who self-nominate or are nominated by others. If the nominee is not a member, please visit [CCBC's membership webpage](#) to join.

Nomination Package should include:

- Executive Summary highlighting key achievements:
Why should your institution win this award?
(250 words, Times New Roman size 12, double-spaced)
- In the body of the package, include and address the following:
(No more than 16 pages, Times New Roman size 12, double-spaced)
 - The key elements of the China-related academic program/project and how your institution has delivered its success
 - How your institution has demonstrated extraordinary commitment to the success of the project
 - The specific challenges your institution has encountered and how they were overcome
 - Outcomes your institution has achieved and how the institution measured the successes
 - How your institution has built effective and sustainable Canada-China partnerships that help students become global citizens
 - How your institution has contributed to the internationalization of professional skills and/or built Canadian capacity for Asia skills



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

V. E-Commerce Achievement Award

This award will be given to a company who has successfully incorporated e-commerce into its China go-to-market strategy.

Criteria

This award category is open to CCBC members who self-nominate or are nominated by others. If the nominee is not a member, please visit [CCBC's membership webpage](#) to join.

Nomination Package should include:

- Executive Summary highlighting key e-commerce milestones:
Why should your firm win this award?
(*250 words, Times New Roman size 12, double-spaced*)
- In the body of the package, include and address the following questions:
(*No more than 16 pages, Times New Roman size 12, double-spaced*)
 - What role has China e-commerce played in the company's growth?
Please describe your history with e-commerce, as well as how it substitutes or complements other channels you use in China.
 - For many firms, e-commerce in China is a relatively new sales channel. How are you staying on top of China's changing platforms and consumer preferences?
 - What have you done to promote your products on e-commerce platforms, and how do you evaluate the success of that promotion?
 - In what ways does your firm differentiate its products versus foreign and local competition in China?
 - What resources have you employed to support your sales efforts?
(e.g., maintaining websites inside the Great Firewall, data tracking, logistics, etc.)



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

VI. 40th Anniversary Honourees



CCBC is a business council with organizational members, rather than individuals, so typically our awards recognize companies or institutions. But the success of Canada in its economic relationship with China is due to many hardworking executives, academics, and officials from both countries over the last 40 years. For CCBC's 40th Anniversary, we offer a one-time category to recognize up to five individuals who have made a difference.

The 40th Anniversary Honourees are individuals who, via their work in business, government, academia, or civil society, have made significant contributions to Canada-China relations and to economic engagement between our countries. We will recognize five such individuals at the awards ceremony.

Criteria

This award category is open to individuals who are nominated by others. Nominated individuals must be living at the time of nomination.

Nomination Package should include:

- Executive Summary - Why should this individual be recognized?
(250 words, Times New Roman size 12, double-spaced)
- In the body of the package, include and address the following:
(No more than 16 pages, Times New Roman size 12, double-spaced)
 - Describe the individual's experience with Canada and China.
 - What were the accomplishments for which the individual should be recognized?
 - How did this individual's behavior make him or her outstanding among those engaging in Canada-China economic relations?
 - How did this individual help to expand bilateral engagement or to enable more people to participate in the Canada-China commercial relationship?
- Photos (not required): If available, please send digital versions of historical photos that support the application, primarily for potential use at the awards ceremony.



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

**Nomination Deadline:
postmarked no later than
Friday, June 1, 2018**

- For all award categories, please support your nomination by addressing the above criteria fully and clearly.
- Presentation marks will also be allocated to the submission.
- In addition to the questions for each category, please fill out Nomination Forms on the following pages.



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

Nomination Form

Please fill out one form for each category.

I nominate _____
to receive the following award:

- I. Outstanding Achievement
- III. SME Excellence
- V. E-Commerce Achievement

- II. Young Entrepreneurs
- IV. Education Excellence
- VI. 40th Anniversary Honouree

THE NOMINATOR

Name of Nominator: _____ Title: _____

Email: _____

Company: _____

Address: _____

Telephone: _____ Fax: _____

Website address: _____

Certification: I hereby certify that the information contained in this application is true.

Signature of nominator: _____ Date: _____

Nomination Deadline: Postmarked no later than Friday, June 1, 2018

Note to the Nominator

- Please address the nomination criteria fully and clearly for the category in which you are nominating. Please support your nomination by providing details on the nominee's business including its business scope, performance, and products or services, etc. We also accept self-nomination.
- Presentation marks will also be allocated to the submission.
- See *Nomination Guide* at end of package for more details.



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

II. THE NOMINEE

*For the 40th Anniversary Honouree category, fill out only blanks with a * below.*

*Name of company or person being nominated: _____

*Chinese name of company/person (if applicable): _____

*Address: _____

*Telephone: _____ Fax: _____

Name of Chief Executive Officer or President: _____

Year established: _____ Year entered into the Canadian market: _____

Year entered into the Chinese market: _____

Date of incorporation or registration: _____

Sector: _____

Website address (if applicable): _____

Number of employees in the Company: _____

*Name of contact person: _____ Position: _____

*Email address: _____

*Date: _____



Canada China Business Excellence Awards

CELEBRATING BILATERAL BUSINESS SUCCESS

Nomination Guide

You may nominate more than one company and/or nominate a company in more than one category. Please use separate nomination sheets for each nomination. We also accept self-nomination.

Eligibility

- All nominees' businesses must be registered either in Canada or in China.
(Not relevant for individuals being nominated for Honouree category.)
- The nominator or his/her business must not be the subject of any legal investigation.
- The nominee or his/her business must not be the subject of any legal investigation.
- Submissions found to contain false information will be automatically disqualified.
- Submissions exceeding the stated length will not be read by the judges.
- Nominees in all award categories must be CCBC members in good standing
(Not relevant for individuals being nominated for Honouree category.)
- First-place winners from the 2016 Business Excellence Awards are not eligible to apply in the same category in 2018.

Nomination Procedure

Nominator or self-nominee must send the Nomination Form and supporting documentation addressing the questions postmarked no later than **Friday, June 1, 2018** to:

CCBC
Suite 1501-330 Bay Street
Toronto, Ontario, Canada
M5H 2S8
Tel: 416-954-3800

- The nomination package must contain six printed copies of your nomination documents so that we can forward them to each of our judges, along with your nomination files in Word or PDF form on a USB stick. CCBC will not be responsible for photocopying your files.
- The Council will keep any information received in strict confidence.
- Documentation submitted, including financial information, will not be returned.
- Finalists will be notified in advance.
- Finalists may be required to submit additional information for further consideration and clarification.
- Winners will be announced in October 2018 at an awards event in Canada.
- The decision of the Judging Panel and the CCBC Executive Board is final.