

# APOLLO - CV AWARDS 2019

## The race has begun!

After nine successful editions, Commercial Vehicle magazine, the voice of the Indian CV industry, is gearing up to bring you the 10<sup>th</sup> edition of awards dedicated to the industry. Yet again, we are delighted to partner with Apollo Tyres for this unique event. As would be evident from the past editions, these awards will not stop at recognising superlative efforts of CV makers, ancillary suppliers and application developers. Fleet operators will be accorded their due too – since they are the very basis for the CV industry to exist.

### The background

Celebrating superlative performance of OEMs and ancillary manufacturers, it is our endeavour to commemorate the operational excellence demonstrated by fleet operators and dealers too. Like last year, this year too has been challenging. This year could in fact qualify as a reflection of the future. And, especially as the industry looks up to new challenges, and an environment that is demanding. As the transition to BSVI is picking up pace, the effects of GST and demonetisation are still being felt. High fuel prices disrupted the freight equations of most transporters. The possibility of the fuel prices rising again cannot be ruled out. If and when they do, they will bring with them new challenges. Amid this, endeavours to bring in new technologies continues to be the case. As the talks about new regulations gather speed, not excluding the thrust on electric CVs, the CV industry is set to transition. Looking at new ways to keep growing, to stay profitable and of interest to its buyers, the CV industry, anticipating a change in buyer expectations, is working ever so closely with ancillary manufacturers and many other

stakeholders. Hand holding start-ups and keeping an eye on new developments, the CV industry is transitioning indeed.

### Nuts and bolts

A jury made up of experts internal and external to CV magazine will evaluate products and companies and arrive at winners for all categories except those involving fleet operators. To determine the fleet operator category award winners, we have enlisted the services of Metric Consultancy, an organisation reputed for delivering quality solutions in the areas of research, mentoring, consultancy and strategic sourcing. We invite both truck and bus fleet operators to apply for category/categories that they think of as appropriate. Metric will then evaluate the self-assessment forms and post due-diligence, arrive at the final winners. Application forms for both fleet and non-fleet category of awards may be found at the end of this page.

### The rendezvous

We expect to host a galaxy of CV OEMs, ancillary makers and fleet operators at the awards. The awards will be held in February, 2019. Watch this space for more!



# Methodology

## The evaluation process comprises of the following steps.

1. All the prospective candidates or their sponsors will fill in the 'Nomination / Application Form'
2. All the applicants will be given a self assessment form with the required guidelines. They will carry out self-assessment and submit it to CV / Metric.
3. Metric will study and compile all the self-assessment forms.
4. Metric will visit the top 10 applicants in each category of applicants to understand the merits of the self evaluation done by the applicants
5. Top performers will then be decided based on their self-assessment and independent assessment carried out by Metric using the BQF model for Journey of Excellence.

## British Quality Foundation

**(BQF)** has been established by the British Government and large industrial and service organisations in private sector. BQF has had a long and successful record of grooming over 20,000 organisations on a Journey of Excellence. The entire process will be under active participation of experts trained by BQF.

## Metric Consultancy Ltd.

**(Metric)** is the exclusive national partner of BQF in India. Metric is not new to the automotive sector, having become known as a premier research, training and consultancy firm. During its own journey of excellence spanning two decades, Metric has pioneered a number of initiatives starting with first time formal training of automotive dealers' staff, monitoring individual dealers' service delivery using CSI methodology, initial quality survey for two-wheelers in India, direct marketing of mopeds and scooters and professionalising the automotive aftermarket.

## The BQF model for Journey of Excellence

To be successful, organisations need to establish appropriate management systems. The Excellence Model is a practical tool to help organisations do this by measuring where they are on the path to excellence; helping them understand the gaps; and then stimulating solutions. The Excellence Model is a non-prescriptive framework that recognises that there are many approaches to achieving sustainable excellence. The core part of the assessment framework will be the famous RADAR approach which examines applicants Results, soundness of Approach taken to achieve the results, the rigour with which the approach is Deployed and if systematic Assessment and Review is an integral part of management process to capture and institutionalise leanings on a continuous basis.

## Organisations are evaluated, based on seven criteria. The marks allocated for each criterion is indicated in brackets against it.

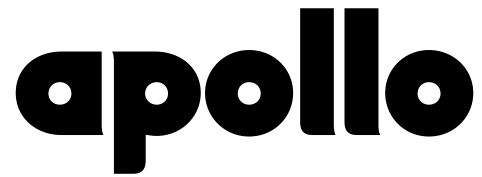
Business Excellence is a non-prescriptive philosophy that recognizes there are many approaches to achieving sustainable excellence. Hence the assessment framework will endeavor to ascertain if the applicant organisation holds the following fundamental beliefs which underpin all the Excellence Models. These core beliefs are:

- Result orientation
- Customer Focus
- Management by processes and facts
- People development and involvement
- Continuous learning, Innovation and improvement
- Leadership and constancy of purpose
- Partnership development
- Societal responsibility

SN	Criteria	Marks
1	Leadership	120
2	Strategic Planning	85
3	Customer Focus	85
4	Measurement, Analysis, and Knowledge Management	90
5	Workforce Focus	85
6	Process Management	85
7	Results	450

**Total marks in this evaluation are 1,000. The level of the organisation as indicated by the scores is as follows:**

1.	0 – 250	Early Development
2.	251 – 350	Early Results
3.	351 – 450	Early Improvements
4.	451 – 550	Good Performance
5.	551 – 650	Emerging Sector Leader
6.	651 – 750	Sector Leader
7.	751 – 850	Benchmark Leader
8.	851 – 1000	World Class Leader



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## NOMINATION / APPLICATION FORM FOR FLEET AWARDS

Name of nominated organisation: (in capital letters) .....

Contact Person 1 .....

Contact Person 2 .....

Mailing Address .....

City ..... State ..... Pin .....

Phone ..... Mobile .....

Email Id .....

Website (if applicable) .....

### NAME OF NOMINATING ORGANISATION

Contact Person .....

Mailing Address .....

City ..... State ..... Pin .....

Phone ..... Mobile .....

Email Id .....

### CATEGORY NOMINATED FOR (TICK AS APPLICABLE)

- Small fleet operator of the year (50 - 99 trucks)
- Large fleet operator of the year (100 and above)
- Private sector bus fleet operator of the year (at least 20 buses)
- Public sector bus fleet operator of the year (at least 20 buses)
- Emerging / niche applications fleet operator of the year (at least 20 trucks)
- Technology / Best Practice Adopter of the year (cite at least one proven instance of using technology and / or other best practice to improve operational efficiency ) - for both truck and bus fleet operators.
- Best CV Dealer of the year

Please complete the order form and mail it to us at [cvarwards@nextgenpublishing.net](mailto:cvarwards@nextgenpublishing.net), before December 25, 2018.



# APOLLO - CV AWARDS 2019

## NOMINATION / APPLICATION FORM FOR NON-FLEET AWARDS

Name of company: (in capital letters) .....

Brief Profile: .....

Contact Details:

(a) Contact Person: .....

(b) Postal Address: .....

City ..... State ..... Pin .....

Phone ..... Mobile .....

(c) Email Id & Website .....

Please tick the category most applicable to you:

CV OEM  Ancillary supplier  Application Developer

Please list and briefly describe products/applications that you have commercialised during (December 16, 2017 - December 15, 2018).

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Please highlight key achievements by your company during the period (December 16, 2017 - December 15, 2018 ).

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You may fill in this form, scan it and send it across to [cvawards@nextgenpublishing.net](mailto:cvawards@nextgenpublishing.net) or fill the form online on our website: [www.commercialvehicle.in](http://www.commercialvehicle.in)

Hurry! The last date for sending applications is December 15, 2018.