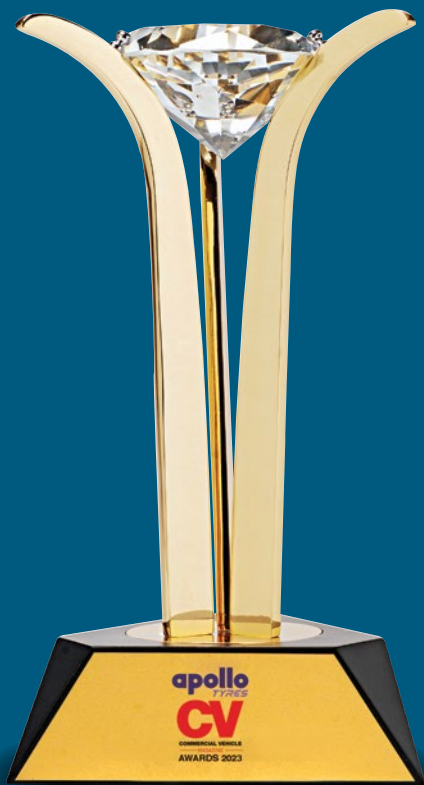


# APOLLO - CV AWARDS 2023

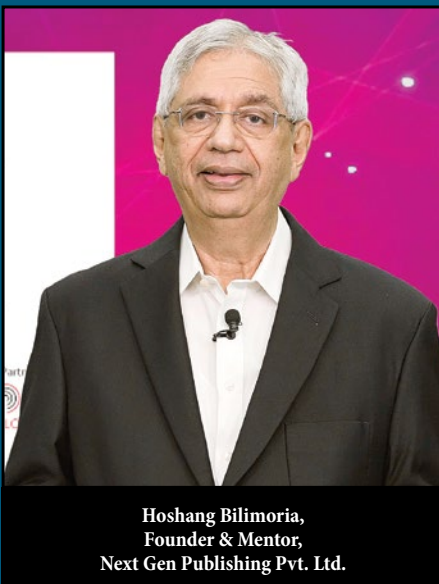
## Entries Now Open!



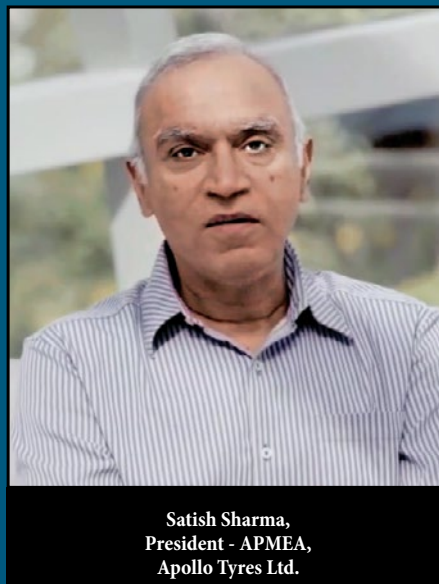
**A**fter 13 successful editions, Commercial Vehicle magazine, the voice of the Indian CV industry, is gearing up to bring you the 14th edition of awards. These awards are dedicated to the stakeholders of the commercial vehicle industry. Apollo Tyres continues to be a strong pillar of support. Like in past editions, the awards will recognise the efforts of the entire CV ecosystem. Everyone has played their part in industry's upturn and must be credited for their significant contribution.

### The background

Celebrating the performance of OEMs and ancillary manufacturers, it is our endeavour to commemorate the operational excellence demonstrated by fleet operators and dealers too. They have played a vital role in the cyclical upturn and dealt with pressure on operating margins to counteract inflationary trends wherever possible. The Month-over-Month sequential improvement led by the M&HCVs has given a ray of hope. The industry is reaching the FY19 peak of over one million units. At



Hoshang Bilimoria,  
Founder & Mentor,  
Next Gen Publishing Pvt. Ltd.



Satish Sharma,  
President - APMEA,  
Apollo Tyres Ltd.



the same time, there is cautious optimism owing to global cues that include a tightening of monetary policy to combat rising inflation owing to several factors including geo-political trade dynamics. This has had a direct bearing on fuel and gas prices. The supply-chain bottlenecks led by chips shortage and the high cost of logistics domestically have added to the set of challenges. The industry will look to gain an advantage from the tailwinds helping it propel itself in the desired direction though. The glass is half full! impetus on localisation is expected to hold it in good stead with over Rs.18,500 crore committed from the auto components suppliers alone. OEMs are not holding back either from a long-term perspective.

The industry has also taken a big leap in terms of commercialising technologies queued up in the pipeline owing to the Covid-19-induced delays. Today the end consumer has the problem of plenty while making a decision and that is a good space to be in. From BEVs to gas-based options including LNG for the long haul. Marking the arrival of a technologically advanced and greener generation of higher utility and profit-oriented CVs, the CV industry is marching ahead with capex cycles easing. Covid-19

continues to hover in a more benign state with countries keeping their guard for an unforeseen eventuality.

Even China with its strict 'zero-Covid' policy has been forced to lower its guard. The automotive industry

### Distinguished Jury Members



VG Ramakrishnan,  
Managing Partner,  
Avanteum Advisors LLP



Shyam Maller,  
Former Executive Vice President -  
Sales & Marketing, and Aftermarket,  
VE Commercial Vehicles Ltd.



Kaushik Madhavan,  
Vice President - Mobility,  
Frost & Sullivan



Ruchir Mathur,  
Group Manager - Product Marketing -  
M&HCV (APMEA), Apollo Tyres Ltd.



Ashish Bhatia,  
Executive Editor,  
Commercial Vehicle Magazine



Girish Mirchandani,  
Editor,  
Transtopics

### CV Man Of The Year





has learnt to live with uncertainty and cope better, the world over. In India, policy interventions led by the Centre continue to drive the industry dynamics. Heading into the roll out of the phase two of the Bharat Stage VI and the revisit to stringent implementation of on-road safety practices are welcome

moves. The market for used CVs and service-led business models are also contributing to the mix with both the central and state governments keen to play their part in giving shape to healthier competition. Electric three-wheelers with higher payload carrying capacity continue to be lapped up by the e-commerce

segment that has pledged to turn their fleets greener. With new entrants thinking bigger and taking bold steps, traditional automotive players have their task cut out. There is no dearth of action.

**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. Application forms for both fleet and non-fleet categories of awards may be found in the magazine from the December 2022 issue onwards, in print and on our website commercialvehicle.in. You may also scan the QR code for ready access and mail it across.

**The rendezvous**

It is after three whole years that we are returning to our physical format with the industry set to gather under one roof like the good old times. If the onset of Covid-19 forced us to host the awards virtually, yet successfully, for two straight years on the trot, last year paved the way for in-person meets with the respective OEMs in a welcome change. This year, we hope to return to our grand format. We expect to host a galaxy of CV OEMs, ancillary makers and fleet operators at the awards this year and back it up with a hybrid format using a digital stream. The awards will be held in February-March 2023. Watch this space for more details on the same!

**CV Maker Of The Year**



**CV Of The Year**



Scan here to watch the highlights of the 2022 edition of the Awards as we prepare to host you again.

## Methodology

The evaluation process comprises 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 a 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 the 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 the 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 and is regarded 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, the soundness of the 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 the management process to capture and institutionalise leanings on a continuous basis.

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

Business Excellence is a non-prescriptive philosophy that recognises there are many approaches to achieving sustainable excellence. Hence the assessment framework will endeavour 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 below:

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

# APOLLO - CV AWARDS 2023

## 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 & Above)
- Private Bus Operator (at least 20 Buses)     Telematics Technology: Best-Practice Adopter
- Best CV Dealer of the year

Please complete the order form and mail it to us at [commercialvehiclemag@gmail.com](mailto:commercialvehiclemag@gmail.com) before January 31' 2023.

### APOLLO - CV AWARDS 2023 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     Application Developer

Please list and briefly describe products/applications that you have commercialised during  
(December 16, 2021 - December 15, 2022).

Please highlight key achievements by your company during the period (December 16, 2021 - December 15, 2022).

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

Hurry! The last date for sending applications is January 31' 2023.