



ENTRIES ARE OPEN!

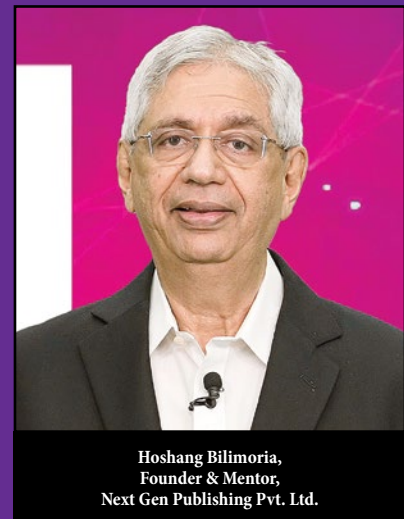
After 14 highly successful editions, Commercial Vehicle magazine, a leading voice in the Indian Commercial Vehicle (CV) industry, is excited to present the 15th edition of our prestigious awards. These awards are a dedicated acknowledgement to the stakeholders who have played pivotal roles in shaping the commercial vehicle sector. Once again, Apollo Tyres stands as a steadfast pillar of support.

Consistent with our tradition, these awards will honour and celebrate the collective efforts of the entire CV ecosystem. In each edition, we aim to recognise and applaud the contributions of individuals and organisations that have been instrumental in the industry's positive trajectory. We believe that everyone involved deserves credit for their significant and commendable contributions to the growth and success of the sector.

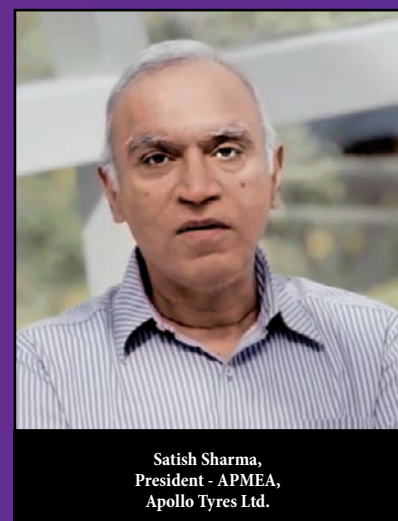
THE BACKGROUND

Celebrating the achievements of both OEMs and ancillary manufacturers, we aim to recognise the operational excellence demonstrated by fleet operators and dealers. Their pivotal role in navigating cyclical upturns, managing pressure on operating margins amid inflationary trends, and ensuring Month-over-Month sequential improvements has enabled the industry to attain pre-COVID-19 levels, nearing the FY19 peak of over one million units.

However, amidst this progress, caution is advised due to global factors such as the cautious monetary policies in response to persistent inflation and geopolitical trade dynamics affecting fuel and gas prices. Recent disruptions in global trade routes, like the redirection of vessels due to threats at the Red Sea, underline the industry's vulnerability. Domestically, the persistently high cost of logistics remains a challenge, prompting a need to revisit transporter credit cycles, enhance loading/unloading efficiencies, and reduce in-transit damage.



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



Satish Sharma,
President - APMEA,
Apollo Tyres Ltd.



THE JURY MEET

A panel of experts, comprising both internal and external professionals associated with CV magazine, will meticulously assess products and companies to determine winners in all categories, excluding those dedicated to fleet operators.

Application forms for both fleet and non-fleet award categories can be obtained starting from the December 2023 issue, available in print and on the website www.commercialvehicle.in. Alternatively, you can conveniently access the forms by scanning the adjacent QR code.



In a progressive move this year, we are extending an invitation for broader industry representation to advocate for their nominated entries. Stay tuned for further updates in this space!

Despite these challenges, the industry is poised to benefit from favourable tailwinds. The emphasis on localisation, showcased by resilient auto component suppliers, and the commitment of OEMs to long-term strategies are notable strengths. The industry has also embraced technological advancements, particularly in complying with BSVI phase 2 and CEV Stage V standards. A plethora of options, from Battery Electric Vehicles (BEVs) to gas-based alternatives like LNG and H2-ICE, offer consumers a variety of choices.

As the commercial vehicle industry moves towards a greener and

Distinguished Jury Members



VG Ramakrishnan,
Managing Partner,
Avanteum Advisors LLP



Shyam Mallor,
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



technologically advanced future, capacity augmentation is planned to meet future demand cycles. The shadow of COVID-19 through the new 'Variant of Interest' lingers, but countries remain vigilant. The industry, having adapted to uncertainty, is coping better. Central policy interventions continue to shape industry dynamics, with a growing focus on road safety in the election year.

The market for used CVs and leasing adds to the industry mix, with governments at both central and state levels contributing to healthy competition. In the three-wheeler segment, e-commerce demand is reshaping the landscape, challenging traditional automotive players and promising positive changes for the overall ecosystem. New two-wheeler-based transportation models are also expected to play a greater role going forward.

THE RENDEZVOUS

This year, we are elevating the format and scaling up the grandeur of the event. Anticipate the presence of a stellar assembly, including Commercial Vehicle Original Equipment Manufacturers (OEMs), ancillary manufacturers, and fleet operators at the upcoming awards ceremony. Mark your calendars for the awards scheduled towards the end of March 2024/early April 2024, promising a remarkable experience. Keep an eye on this space for additional details and exciting updates!



Scan here to catch the repeat telecast of the 2023 Awards edition, building anticipation for another unforgettable event as we gear up to host you once again.

CV MAKER OF THE YEAR



CV OF THE YEAR



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 journey of excellence spanning two decades, Metric has pioneered several 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.

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

CRITERIA

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

THE TOTAL MARKS IN THIS EVALUATION ARE 1,000. THE LEVEL OF THE ORGANISATION AS INDICATED BY THE SCORES IS AS FOLLOWS:

CRITERIA	MARKS
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

By submitting your nomination, each team member agrees to be bound by all of the Terms and Conditions set forth herein. Next Gen Publishing and CV magazine may discontinue or terminate the Contest/event at any time at its sole discretion. The Organiser and Co-organiser are not responsible for any delayed, lost, wrong, or unrecognisable answer, entry or submission due to technical disruption or error, network congestions or for any other reason. In the event of a dispute over any answer, entry or submission, the Organiser and Co-Organiser's decision shall be final. The Organiser and Co-Organiser reserve the right to terminate the Contest or to modify the Contest rules and Terms within the Contest Period by amending the Terms and Conditions at its sole and absolute discretion. Any such modifications shall be notified via the Contest website or communicated directly with participants, and such modifications shall be immediately effective and apply to all entries, including entries that have been submitted to the Organiser and Co-Organiser.

APOLLO - CV AWARDS 2024

NOMINATION / APPLICATION FORM FOR FLEET AWARDS

Beginning with this edition, a nominal entry fee is now applicable for your entry to qualify. It is set at Rs. 10,000 plus applicable (18%) GST per entry. You may transfer the amount and share the transaction Id/screenshot of your receipt along with the duly filled form.

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

GST No.

CATEGORY NOMINATED FOR (TICK AS APPLICABLE)

Small fleet operator of the year (50 - 99 trucks) Large fleet operator of the year (100 & Above)

Best CV Dealer of the year

You may fill in this form, scan it and send it across to commercialvehiclemag@gmail.com or fill the form online on

our website: www.commercialvehicle.in **Hurry! The last date for sending applications is February 05' 2024.**

APOLLO - CV AWARDS 2024 NOMINATION / APPLICATION FORM FOR NON-FLEET AWARDS

Beginning with this edition, a nominal fee is now applicable for your entry to qualify. It is set at Rs. 25,000 plus applicable (18%) GST for up to 10 product nominations. For every subsequent additional entry, Rs. 5,000 plus applicable (18%) GST will be charged. You may transfer the amount and share the transaction ID/screenshot of your receipt along with the duly filled form.

Name of Company: (in capital letters)

.....

Brief Profile:

Contact Details:

Contact Person:

Postal Address:

.....

City State Pin

Phone Mobile

Email Id & Website

GST No.

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, 2022 - December 15, 2023).

Please highlight key achievements by your company during the period (December 16, 2022 - December 15, 2023).

You may fill in this form, scan it and send it across to commercialvehiclemag@gmail.com or fill the form online on

our website: www.commercialvehicle.in

Hurry! The last date for sending applications is February 01' 2024.

NEXT GEN PUBLISHING PRIVATE LIMITED 608, Trade World, 6th floor, C wing, Kamala Mills compound, Senapati Bapat Marg, Lower Parel (W), Mumbai - 400013. Gst no. 27AACCN0447M1ZB (SAC code: 999799)

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