Awards Guidebook - ESP

**NASSCOM Engineering and Innovation Excellence Awards**

**COM Engineering and Innovation Excellence Awards**

**Jan 2021**

Table of Contents**Jan 2021**



# Table of Contents

[Table of Contents 2](file:///E:\Work\NASSCOM\NASSCOM%20ER&D%20Awards\NASSCOM%20ER&D%20AwardsDeliverables\RFI_Templates\Final%20Templates%20for%20Upload\NASSCOMER&DAwards_GuideBook%20-%20ESP.docx#_Toc61333420)

[Terms and Conditions 3](#_Toc61333421)

[Criteria for Participation 3](#_Toc61333422)

[Definitions 3](#_Toc61333423)

[Key Considerations 3](#_Toc61333424)

[Award Applicability 4](#_Toc61333425)

[Terms and Conditions 4](#_Toc61333426)

[Next-Gen Product of the Year 5](#_Toc61333427)

[Engineered-In-India Product of the Year 9](#_Toc61333428)

[Service Delivery Excellence of the Year 13](#_Toc61333429)

[ER&D Organization of the Year - Service Provider 17](#_Toc61333430)

[Woman Role Model in ER&D 25](#_Toc61333431)

[Social Impact Solution of the Year 27](#_Toc61333432)

# Terms and Conditions

## Criteria for Participation

The awards are open to ER&D organizations in the following categories

* GCCs
* Service Providers
* Start Ups
* Indian Manufacturing Companies

The participating companies could have presence in the following industry verticals

* Automotive
* Consumer Electronics
* Industrial & Energy
* Aerospace & Defense
* Telecom
* Semiconductors
* Computing systems
* Medical devices

## Definitions

Engineering, Research & Development (ER&D): Engineering services are those that augment or manage processes that are associated with the creation of a product or service, as well as those associated with maximizing the life span and optimizing the yield associated with a product or asset. This not only includes design elements of the product or service itself, but also encompasses the infrastructure, equipment and processes engaged in manufacturing/delivering them. R&D services involve providing research and development for hardware and software technologies, running on embedded systems.

Start-Up: An entity working on building hardware and software technology solutions, running on embedded systems. The age of the entity should be less than 5 years, originated from India, and it should have at least a prototype or an MVP.

Indian Manufacturing Company: A manufacturing company with its global headquarters registered in India with focus on engineering, research, development, and manufacturing of products.

## Key Considerations

* Date of Submission – The last date for submissions is 26th February 2021
* Verification of Submissions –  Apart from the information contained within this document, NASSCOM may reach out to the organization for additional information to evaluate the application.
* The award is open to all entities registered in India (both members and non-members of NASSCOM)
* NASSCOM does not charge any fees for participation in this initiative
* Please note that any information shared in the RFI/Online Nomination form will be kept strictly confidential and will be covered under the standard NDA between NASSCOM and participating company.

# Award Applicability

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Award Categories** | **GCC** | **Service Provider** | **Start Ups** | **Indian Manufacturing**  **Company** |
| **Next-Gen Product of the Year**1  *(Product Category)* | ✓ | ✓ | ✓ | ✓ |
| **Engineered-in-India Product of the Year**  *(Product Category)* | ✓ | ✓ |  | ✓ |
| **Service Delivery Excellence of the Year**  *(Organization Category)* | ✓ | ✓ |  |  |
| **ER&D Organization of the Year**  *(Organization Category)* | ✓ | ✓ |  |  |
| **Woman Role Model in ER&D**  *(Individual Award)* | ✓ | ✓ | ✓ | ✓ |
| **Social Impact Solution of the Year**  *(Product Category)* | ✓ | ✓ | ✓ | ✓ |

1 - Should leverage new age /emerging technologies

## Terms and Conditions

**For Product Categories** (*Next-Gen Product of the Year, Engineered-In-India Product of the Year, and Social Impact Solution of the Year*)

* Over 70% of the Product Lifecycle Ownership should be in India.
* The product should be a hardware or a software running on embedded systems or both.
* The nominated product should have been launched in the market after Jan 2018.
* The product should be external customer facing in nature.
* Participating organizations can nominate up to 3 products under each category.

**For Service Delivery Excellence of the Year Award -**

* The project should have been initiated after Jan 2018.

**Disclaimer – The offline nomination form is for reference only. Only nominations submitted via the online portal will be accepted.**

# Next-Gen Product of the Year

This award recognizes futuristic products that leverage new-age technologies (Digital technologies - Artificial Intelligence, Blockchain, Big Data Analytics, Cloud Computing, Cyber Security, Internet of Things, Virtual Reality & 3D Printing, etc. or Vertical specific technologies - 5G for Telecom, CASE for Auto, etc.) for breakthrough innovation.

**Product Overview**

1. Product Overview
2. Please provide details of the product name, its description and the target market for the product

|  |
| --- |
| *(For e.g., “A cloud-based Industrial IoT (IIoT) platform enabling customers to offer a predictive maintenance-as-a-service”)* |

1. Please provide details of the industry context for the product, including details of the industry pain areas/gain areas addressed by the product

|  |
| --- |
| *(For e.g., “Connected systems are transforming the manufacturing industry, moving away from a “reactive” to a “scheduled” or “predictive” approach for equipment maintenance using advanced analytics and IoT technologies”)* |

1. Please highlight the business objectives of the product

|  |
| --- |
| *(For e.g., “The product offers equipment health monitoring and predictive maintenance services to the customers in an “as-a-service” model”)* |

1. Please provide details of the solution approach for the product

|  |
| --- |
| *(For e.g., “End-to-end cloud-based remote monitoring and diagnostic intelligence platform that uses wireless sensors and employs predictive analytics to pin-point the scope and schedule of predictive maintenance activities.* *This customer-centric system enables the client to monetize knowledge by monitoring mission critical equipment, collecting and analyzing product performance data and enabling the ability to provide actionable insights to maximize asset value”)* |

1. Please list the new-age\* technologies leveraged for building this product

|  |
| --- |
| *\*Digital technologies such as Artificial Intelligence, Blockchain, Big Data Analytics, etc. or vertical specific technologies such as 5G for Telecom, CASE for Auto, etc.* |

1. Please specify the role of new-age\* technologies leveraged for building this product

|  |
| --- |
| *(For e.g., “Big data analytics features help to identify the problem by providing insights to be acted upon for equipment maintenance, repair and overhaul. The application was hosted on PTC Thingworx IoT Platform”)* |

*\*Digital technologies such as Artificial Intelligence, Blockchain, Big Data Analytics, etc. or vertical specific technologies such as 5G for Telecom, CASE for Auto, etc.*

1. Please upload an image of the product or schematic representation of the solution

|  |
| --- |
|  |

**Business Impact**

1. What are the top 3 expected business benefits of the product for enterprise customer or retail customer?

|  |
| --- |
| *(For e.g., “End-users benefitted with an average of 25% productivity improvement and 50-60% reduction in inventory cost of holding spare parts. Client has witnessed 30% improvement in utilization of the field services team and over 20% reduction in warranty costs. The solution enhanced the client’s market position and opened up new line of revenue worth over $300 million per year.”)* |

1. What are the top 3 expected business benefits of the product for your organization?

|  |
| --- |
|  |

**Market Adoption**

1. When was the product launched in the market? (MM/YYYY)

|  |
| --- |
|  |

1. Please specify the revenues from the product in the first 12 months from the date of launch

|  |  |
| --- | --- |
| Select the Revenue Range: | 0.1-0.25 Million USD  0.25-0.5 Million USD  0.5- 1 Million USD  1-2.5 Million USD  2.5- 5 Million USD  5 -10 Million USD  10+ Million USD |

1. What are the expected cumulative revenues of the product in the next 3 years as per the approved business plan?

|  |  |
| --- | --- |
| Select the Revenue Range: | 0.5- 1 Million USD  1-2.5 Million USD  2.5- 5 Million USD  5 -10 Million USD  10 - 15 Million USD  15 - 20 Million USD  20 – 25 Million USD  25+ Million USD |

1. Please specify the number of countries where the product is sold (12 months from date of launch)

|  |
| --- |
|  |

1. Please specify the number of enterprise/retail customers for the product (12 months from date of launch)

|  |
| --- |
|  |

1. What is the market potential of the product over the next 5 years? What are the potential risks associated with growth?

|  |
| --- |
|  |

**Product Differentiation**

1. Please provide details of the competitive differentiation of the product. Also, specify the details of top 3 competitor products

|  |
| --- |
|  |

1. Please provide details of any IPs that were created as a part of building this product *(Patents, IPs filed globally and in India)*

|  |  |
| --- | --- |
| **Total IPs Filed Across All Countries** |  |
| **Total IPs Filed in India** |  |
| **Total IPs Contributed by the India Entity across all countries** |  |
| **Total IPs Contributed by the India Entity in India** |  |

1. What are some of the award recognitions received by this product?

|  |  |
| --- | --- |
| **No. of International Awards won by product** |  |
| **Names of the awards and the awarding authority** | *(Award Name – Awarding Authority)* |
| **No. of National Awards won by the product** |  |
| **Names of the awards and the awarding authority** | *(Award Name – Awarding Authority)* |

**Partnership Details**

1. What were the top 5 partnerships that were forged in creating this product?

*(Partnerships with Universities, Start-Ups, technology companies, others)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No.** | **Name of the organization** | **Type of partner**  *(start-up, technology provider, academia etc.)* | **Details of nature of collaboration**  *(niche capabilities, technology, IP, solution, research etc.)* | **Details of benefit generated from the partnership**  *(e.g., reduction in TTM / project cost /product cost, improvement in product quality etc.)* |
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**Project Team Details**

1. Please provide details of the team and efforts involved in the building the product

|  |  |
| --- | --- |
| **% of Product Development Ownership from the Indian Entity** | *(70-80%, 80-90% or 90-100%)* |
| **Product Development Efforts for the Indian Entity** | *(Total Person Months)* |
| **What was team composition for product ideation?** | *Indian Entity / Customer / Both* |
| **Indian Entity efforts in Product Management (% of Overall Product Management Efforts)** |  |
| **Indian Entity efforts in Project Management (% of Overall Project Management Efforts)** |  |
| **Indian Entity efforts in System Integration or Platform Integration (% of Overall System Integration Efforts)** |  |

**Future Product Development**

1. What is the future roadmap associated with the product?

|  |
| --- |
|  |

# Engineered-In-India Product of the Year

This award recognizes the products designed and developed from India for external customers in local or global markets.

**Product Overview**

1. What are the focus geographies or markets for this product?

|  |  |  |
| --- | --- | --- |
|  | **Mark as applicable** | **List of countries in the target market** |
| Designed in India for Indian Market |  |  |
| Designed in India for APAC Market |  |  |
| Designed in India for Global  Market |  |  |

1. Please provide details of the product across the following dimensions
2. Please provide details of the product name, its description and the target market for the product

|  |
| --- |
| *(For e.g., “The product is detachable trailer for hauling large loads of up to 10 tonnes over rough unpaved terrain and in extreme climatic conditions”)* |

1. Please provide details of the industry context for the product, including details of the industry pain areas/gain areas addressed by the product

|  |
| --- |
| *(For e.g., “The customer is specialty manufacturer of flat-bed trailers, tippers and containers based out of North America. The North American market for trailers which can operate in extreme conditions is worth $120mn yearly. The currently available products in the market have a capacity of 8 tonnes. This limits the amount of material that can be carried by its users in forestry and utilities industries”)* |

1. Please highlight the business objectives of the product

|  |
| --- |
| *(For e.g., “Our customer wanted to introduce a new line of trailers that can be pulled behind a pickup truck. Design requirements included capability to operate over unpaved surfaces. With multiple constraining parameters including total weight the vehicle can tow, weight optimization was key to the product design”)* |

1. Please provide details of the solution approach for the product

|  |
| --- |
| *(For e.g., “Worked with client to define requirements in detail. Developed trailer hitch, frame and all axle systems. Validated all structured independently. Developed electrical and hydraulic systems for the trailer. Produced detailed drawings as per the customer’s templates”)* |

1. Please upload an image of the product or schematic representation of the solution

|  |
| --- |
|  |

**Business Impact**

1. What are the top 3 expected business benefits of the product for enterprise customer or retail customer?

|  |
| --- |
| *(For e.g., “End-users benefitted with an increased fuel efficiency of about 15% over competitor products. They can also haul 100 kg more payload over the highest capacity competitor product in its segment. Client has seen sales worth $15 million in the first quarter of the products launch. The product is estimated to bring in revenue worth $300 million over the next 3 years”)* |

1. What are the top 3 expected business benefits of the product for your organization?

|  |
| --- |
|  |

**Market Adoption**

1. When was the product launched in the market? (MM/YYYY)

|  |
| --- |
|  |

1. Please specify the revenues from the product in the first 12 months from the date of launch

|  |  |
| --- | --- |
| Select the Revenue Range: | 0.1-0.25 Million USD  0.25-0.5 Million USD  0.5- 1 Million USD  1-2.5 Million USD  2.5- 5 Million USD  5 -10 Million USD  10+ Million USD |

1. Please specify the expected revenues from the product in the next 3 years as per the approved business plan

|  |  |
| --- | --- |
| Select the Revenue Range: | 0.5- 1 Million USD  1-2.5 Million USD  2.5- 5 Million USD  5 -10 Million USD  10 - 15 Million USD  15 - 20 Million USD  20 – 25 Million USD  25+ Million USD |

1. Please specify the number of countries where the product is sold (12 months from date of launch)

|  |
| --- |
|  |

1. Please specify the number of end-users for the product (12 months from date of launch)

|  |
| --- |
|  |

1. What is the market potential of the product over the next 5 years? What are the potential risks associated with growth?

|  |
| --- |
|  |

**Product Differentiation**

1. Please provide details of the competitive differentiation of the product. Also, specify the details of top 3 competitor products

|  |
| --- |
|  |

1. Please provide details of any IPs that were created as a part of building this product *(Patents, IPs filed globally and in India)*

|  |  |
| --- | --- |
| **Total IPs Filed Across All Countries** |  |
| **Total IPs Filed in India** |  |
| **Total IPs Contributed by the Indian Entity across all countries** |  |
| **Total IPs Contributed by the Indian Entity in India** |  |

1. What are some of the award recognitions received by the product?

|  |  |
| --- | --- |
| **No. of International Awards won by product** |  |
| **Names of the awards and the awarding authority** | *(Award Name – Awarding Authority)* |
| **No. of National Awards won by the product** |  |
| **Names of the awards and the awarding authority** | *(Award Name – Awarding Authority)* |

**Partnership Details**

1. What were the top 5 partnerships that were forged in creating this product?

*(Partnerships with Universities, Start-Ups, technology companies, others)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No.** | **Name of the organization** | **Type of partner**  *(start-up, technology provider, academia etc.)* | **Details of nature of collaboration**  *(niche capabilities, technology, IP, solution, research etc.)* | **Details of benefit generated from the partnership**  *(e.g., reduction in TTM / project cost /product cost, improvement in product quality etc.)* |
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**Project Team Details**

1. Please provide details of the team and efforts involved in the building the product

|  |  |
| --- | --- |
| **% of Product Development Ownership from the Indian Entity** | *(70-80%, 80-90% or 90-100%)* |
| **Product Development Efforts for the Indian Entity** | *(Total Person Months)* |
| **What was team composition for product ideation?** | *Indian Entity / Customer / Both* |
| **Indian Entity efforts in Product Management (% of Overall Product Management Efforts)** |  |
| **Indian Entity efforts in Project Management (% of Overall Project Management Efforts)** |  |
| **Indian Entity efforts in System Integration or Platform Integration (% of Overall System Integration Efforts)** |  |

**Future Product Development**

1. What is the future roadmap associated with the product?

|  |
| --- |
|  |

# Service Delivery Excellence of the Year

Recognizing imagination, ingenuity and initiative in service delivery by ER&D Organizations.

**Service Delivery Overview**

1. Please provide details of the service delivery across the following dimensions
2. When was the project initiated? (MM/YYYY)

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1. Please provide details of the service delivery project - The business unit (For GCC) or customer (For ESP) details, its description and scope

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| --- |
| *(For e.g., “The service delivery was for a product development project for an industrial goods manufacturing company. The project is for development of new predictive maintenance solution. The scope of the product development includes defining the architecture, product development and its integration with existing products.”)* |

1. Please provide details of the enterprise (HQ or Customer) and industry context for the service delivery project

|  |
| --- |
| *(For e.g., “The enterprise is one of the biggest industrial goods companies in the world. The energy management business unit serves customers from multiple industry segments ranging from residential blocks, to large industrial complexes. The global energy management system industry size was worth about $20 billion in 2019. With the increased market focus on environment, sustainability and conservation, the energy management industry is on an upward growth trajectory with consumers demanding solutions which will help reduce their energy consumption.”)* |

1. Please provide details of the enterprise (HQ or Customer) pain areas / opportunities that were addressed through service delivery

|  |
| --- |
| *(For e.g., “The customer’s current product landscape consists of energy monitoring solutions for the different industry segments. However, the next level of exponential growth in the market is expected to come from use of IoT and predictive analytics solutions with the expected CAGR to be 32% over the next five years. The enterprise client intended to gain an advantage in the fragmented market by being the first major industry player to develop and release the product in a short span of 4 months.”)* |

1. Please highlight the business objectives from enterprise (HQ or Customer) perspective that were addressed through service delivery

|  |
| --- |
| *(For e.g., “The business objective of the project is to develop a new predictive analytics solution to assist the existing remote monitoring solution offered by the enterprise. The solution will expand the enterprise’s existing portfolio and open up new revenue channels. The complete product development is expected to be done in span of 4 months.”)* |

1. Please provide details of the solution for service delivery

|  |
| --- |
| *(For e.g., “The solution was built on top of Microsoft Azure’s platform. It involved integration of the existing remote monitoring product stack with the azure platform and creating new UI to incorporate the additional analysis on asset health. The project was delivered with an onsite-offshore model. The Analytics COE was leveraged to accelerate the development process. The team followed an agile delivery model for delivery to meet the stringent product development deadlines.”)* |

1. Please specify details of any new-age\* technologies leveraged for enhanced service delivery

|  |
| --- |
| *(For e.g., “The testing process was expedited by the use of ML-based testing framework.”)* |

*\*Digital technologies such as Artificial Intelligence, Blockchain, Big Data Analytics, etc.*

**Project Scale**

1. What is the average cost of the project / revenue from the project annually over its entire duration of service delivery?

Select the Range

* 0.1-0.25 Million USD
* 0.25-0.5 Million USD
* 0.5- 1 Million USD
* 1-2.5 Million USD
* 2.5- 5 Million USD
* 5 -10 Million USD
* 10+ Million USD

1. What are the additional investments / revenues expected in the project over the next 3 years?

Select the Range

* 0.5- 1 Million USD
* 1-2.5 Million USD
* 2.5- 5 Million USD
* 5 -10 Million USD
* 10 - 15 Million USD
* 15 - 20 Million USD
* 20 – 25 Million USD
* 25+ Million USD

1. Please provide details of the team and efforts involved in service delivery

|  |  |
| --- | --- |
| **Total overall efforts in the project delivery (Person Months)** |  |
| **Total overall headcount for the project delivery** |  |
| **Total organization (GCC/ESP) efforts in the project delivery** |  |
| **Total organization (GCC/ESP) headcount for the project delivery** |  |
| **Key leadership roles from the organization for the project delivery (GCC/ESP)** |  |
| **% of Product Development Efforts from the organization (GCC/ESP)** |  |
| **% of Project Management Efforts from the organization (GCC/ESP)** |  |
| **% of System Integration Efforts from the organization (GCC/ESP)** |  |

1. Please specify all the locations from where the service is delivered

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| --- |
|  |

**Business Benefits**

1. What are the top 3 business benefits delivered to the enterprise (HQ or Customer)?

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| --- |
| *(For e.g., “The project was delivered in a duration of 4 months an improvement of about 18% over the enterprise’s estimates. The efforts required for project delivery were also reduced by 14% leading to additional cost savings to the enterprise. Overall, the time to market was reduced by 6 weeks allowing the enterprise to add $1 million dollars’ worth of additional revenues from the new product in Q2 of 2019.”)* |

**Current status of the project**

1. What is the current status of the project?

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| --- |
|  |

1. What is your organization’s (GCC/ESP) current involvement in the project? *(List all activities involved - Product support, enhancement, etc.)*

|  |
| --- |
|  |

1. What is the future scope planned for the project? What role will your organization (GCC/ESP) play in it? *(Specify increase in scope, potential increase in headcount, additional efforts, etc. till end of Dec 2023)*

|  |
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**Project Delivery Differentiation**

1. What were the unique differentiators in service delivery? How did they enhance the delivery process? *(Quantitative details preferable)*

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| --- |
|  |

1. Please share details of the IPs or accelerators leveraged to support service delivery (*Describe how the IP or accelerator added value to the service delivery and the business impact delivered to both enterprise and organization*)

|  |
| --- |
|  |

1. Please provide details of any patents filed by the organization (authored or co-authored by GCC/ESP) that were leveraged as part of the service delivery *(Specify the patent no., its description, the challenge it addressed, its role in addressing the challenge and the impact it delivered for both enterprise and organization)*

|  |
| --- |
|  |

1. Please specify details of any partnerships\* that were leveraged in for service delivery *(Specify organization name, scope of collaboration and the benefits delivered for both enterprise and organization)*

|  |
| --- |
|  |

*\*Partnerships with Universities, Start-Ups, technology companies, others*

1. What were the top challenges\* encountered during service delivery? What were the innovative solutions proposed to address them and their overall impact? *(Specify details on the challenge, the proposed solution and the overall impact generated for both enterprise and organization)*

|  |
| --- |
|  |

*\*Solution complexity, integration, etc.*

1. What were the top risks\* associated with the service delivery? What were the initiatives undertaken for their mitigation and their overall impact? *(**Specify details of the risks, initiatives undertaken for their mitigation and their overall impact to the enterprise and organization)*

|  |
| --- |
|  |

*\** *Data security, business continuity, etc.*

# ER&D Organization of the Year - Service Provider

The award recognizes Engineering Service Providers (ESPs) for delivering notable business impact to their enterprise customers through a differentiated service delivery paradigm.

**Strategic Impact to Enterprise Customer**

1. Has the organization undertaken turn-key end-to-end full product development projects for the enterprise customer?

|  |  |  |  |
| --- | --- | --- | --- |
| **Yes** |  | **No** |  |

1. Please specify the number turn-key full product development projects you had undertaken and the total number of enterprise customers for whom you have delivered turn key projects

|  |  |
| --- | --- |
|  | **Number** |
| **Total number of full products developed on turn-key basis in last 3 years** |  |
| **Total number of unique enterprise customers for whom you have developed full products on turn-key basis in last 3 years** |  |

1. List the top 3 products which have been developed by your organization end-to-end on turnkey basis and its impact on the enterprise customer

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Product Name** | **Product Description**  *(Please include details on problem statement, industry context, business objective, the solution in max 100 words)* | **Please list all the activities undertaken as part of product development** | **Business impact for the enterprise customer** *(Revenues, profits, reduced time to market, any other)* | **Business impact for the organization**  *(Please include details on revenue addition, commercial models, potential future revenue, any other benefits, etc.)* |
|  |  |  | *Please mention revenues, profits in absolute terms as well as a % of total customer revenues* |  |
|  |  |  |  |  |
|  |  |  |  |  |

1. What are top 3 engineering transformation initiatives\* that you have driven for the enterprise customer?

|  |  |  |
| --- | --- | --- |
| **Transformation Initiative** | **Brief description of the initiative** | **Impact to the Enterprise Customer**  *(Quantitative details preferable)* |
|  |  |  |
|  |  |  |
|  |  |  |

\**For e.g., Improving R&D productivity, improving time to market, cost savings through alternative delivery or commercial models, quality improvement, etc.*

**Innovation**

1. Has the organization developed any Product IPs (coupled with hardware)?

|  |  |  |  |
| --- | --- | --- | --- |
| **Yes** |  | **No** |  |

1. List the top 5 Product IPs (coupled with hardware) which have been developed by your organization and its impact to your organization and enterprise customers

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Product IP Name** | **Product IP Description**  *(Please include details on problem statement, industry context, business objective, the solution in max 100 words)* | **Total number unique enterprise customers where it has been implemented**  *(Please provide industry-wise split)* | **Please mention the commercial model for the IPs** | **Business impact for the enterprise customer** *(Revenues, profits, time to market, customer experience, any other)* | **Business Impact for the organization**  *(Please include details on revenue addition in last year, potential revenues in next 3 years, any other benefits, etc.)* |
|  |  |  |  | *Please mention revenues, profits contribution in absolute terms as well as a % of total customer revenues* |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
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|  |  |  |  |  |  |

1. Has the organization filed any Patents as author or co-author?

|  |  |  |  |
| --- | --- | --- | --- |
| **Yes** |  | **No** |  |

1. Please provide details of the Patents filed by the organization

|  |  |  |
| --- | --- | --- |
|  | **Total patents contributed by the organization (authored and co-authored) since inception**. | **Total patents contributed by the organization (authored and co-authored) since Jan 2018.** |
| **Patents filed in India** |  |  |
| **Patents filed across all countries globally** |  |  |

1. What was the business impact delivered by the top 3 Patents that have been filed by the organization?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No.** | **Patent ID, Patent Title and Name of authors & co-authors** | **Description of the Patent**  *(Please include details on the business objective and the solution in max 100 words)* | **Please provide details on the business objective / industry** | **Business impact of the Patent to the enterprise customers**  *(Revenues, profits, time to market, customer experience, any other* |
|  |  |  | *(Quantitative details preferable)* |  |
|  |  |  |  |  |
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**Service Excellence**

1. What are the top 3 initiatives\* that your organization has undertaken to drive excellence in service delivery to enterprise customers?

|  |  |  |
| --- | --- | --- |
| **Name of the initiative** | **Description of the initiative** | **Impact of the initiative to the enterprise customers**  *(Quantitative details preferable)* |
|  |  |  |
|  |  |  |
|  |  |  |

*\*For e.g., Team & governance structures, delivery methodologies, service agility, service quality, team productivity, etc.*

1. What are the top 3 accelerators created by your organization that have delivered an exponential impact on the service delivery for the enterprise customer?

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Name of Accelerator** | **Brief description**  *(Please provide details on the problem statement and how the solution addresses it)* | **List of applicable industry verticals** | **Number of unique enterprise customers where it has been implemented**  *(Please provide an industry-wise split)* | **Business impact for the enterprise customers** *(Revenues, profits, time to market, etc.)* | **Business Impact for the organization**  *(Effort Savings, Time to delivery, Delivery quality, etc.)* |
|  |  |  |  | *(Quantitative details preferable)* | *(Quantitative details preferable)* |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

**Technology Excellence**

1. Has the organization setup any COEs in focusing on new-age technologies?

|  |  |  |  |
| --- | --- | --- | --- |
| **Yes** |  | **No** |  |

1. Please provide details on the COEs setup by the organization focusing on new-age technologies

|  |  |  |
| --- | --- | --- |
|  | **COEs setup for individual enterprise customers** | **Common COEs / Competency Groups** |
| **Total number of new-age technology COEs** |  |  |
| **Total headcount for new-age technology COEs** |  |  |

1. Please provide details on top 5 new-age technology COEs setup by the organization

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **COE Name** | **Type of the COE**  *(Customer Specific or Common COE / Competency Group)* | **Details of the enterprise customer(s) and the industry served by the COE** | **COE Objective**  *(Please include details on the technologies and the focus area for the COE)* | **Headcount** | **Business Impact Delivered by COE**  *(No. of IPs / patents developed, No. of solutions developed, Customer business impact of the solutions, etc.)* |
|  |  |  |  |  |  | *(Quantitative details preferable)* |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |

*Please include details on COEs focusing on either digital technologies (Artificial Intelligence, Blockchain, Big Data Analytics, Cloud Computing, Cyber Security, Internet of Things, Virtual Reality & 3D Printing, etc.) or vertical specific new-age technologies (5G for Telecom, CASE for Auto, etc.)*

1. Please share details of the most impactful COE in new-age technologies set-up by the organization.
2. Please provide details on the COE Name, its type, its objective, and the technologies covered

|  |
| --- |
| *(For e.g., “The Industrial IoT CoE was setup for an oil and gas industry major. The centre has been conceived to expand the customer’s IoT capabilities in all the processes from upstream to downstream.”)* |

1. Please provide details on the industry context and the key challenges the COE is expected to address

|  |
| --- |
| *(For e.g., “The energy industry is facing challenges in form of volatile market demand and increasing cost of production from the non-traditional sources. This has made improving productivity and reducing unplanned downtime imperative to cost control. IoT solutions are expected to play a key role in helping the company achieve the productivity targets.”)* |

1. Please specify details of the key solution development initiatives undertaken by the COE and its business impact

|  |
| --- |
| *(For e.g., “The COE has developed a new solution for the production teams to track the health of the assets. The solution leverages Microsoft Azure IoT platform to create reports in PowerBI. The operations team receives near real-time inputs on the health of the asset and has helped to reduce the unplanned downtime by 15% in its pilot project. This has resulted into cost savings of over $1million in form of production losses. The customer is conducting a feasibility analysis to implement the solution at 4 more locations.”)* |

1. Please specify details of the team composition at the COE

|  |
| --- |
| *(For e.g., “The COE has a total headcount of over 50 people across 3 locations in India, US and UK. The team consists of one enterprise architect, 5 domain consultants and 5 technology consultants supported by developers and tech leads.”)* |

**Thought Leadership**

1. Has the ER&D Organization contributed to any research articles as author or co-author?

|  |  |  |  |
| --- | --- | --- | --- |
| **Yes** |  | **No** |  |

1. Please provide details of the ER&D Organization’s contribution to the research articles

|  |  |
| --- | --- |
| **Total research articles published by ER&D Organization in India** |  |
| **Total research articles published by ER&D Organization Globally** |  |

1. Please provide details on the top 3 research publications contributed by the ER&D Organization. *(Publication, Title, Abstract, Authors & Co-authors from Indian Entity, etc.)*

|  |  |  |  |
| --- | --- | --- | --- |
| **Sr. No.** | **Title of the publication & Author / Co-author Names** | **Details of the Journal** | **Brief summary of the article** *(Less than 75 words)* |
|  |  |  | *(Quantitative details preferable)* |
|  |  |  |  |
|  |  |  |  |

**Ecosystem Partnership**

1. Please provide details of the organization’s top 3 engagements with start-ups

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **Start-up Name** | **Details on the engagement\***  *(Please include scope of the engagement as well)* | **Business Impact delivered to the enterprise customer**  *(Provide details on how the organization leveraged Start-up’s capabilities to deliver value to the customer)* | **Business Impact to the organization**  *(Revenues, new customer addition, new solution development, etc.)* | **Future scope for the engagement** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

*\*Networking for idea generation / evangelization / branding, Co-innovation, Technology licensing, Joint GTM, Others (describe)*

1. Please provide details of initiatives\* undertaken by the organization to enhance development of the startup ecosystem in India *(Please provide details of the initiative, Number of startups engaged under the initiative, Key outcomes from the initiative, Business impact delivered to the organization, Business impact for enterprise customers, etc.)*

|  |
| --- |
|  |

*\** *Venture funds, accelerators, incubators, etc.*

1. Please provide details of up to 3 top collaborations\* with the academia *(Please mention Organization Name, Geographical scope, Business Impact delivered to the customers, Business impact delivered to the organization, etc.)*

|  |
| --- |
|  |

*\** *Sponsored technology infrastructure, consult on course content, mentorship, sponsored research, etc.*

1. Please provide details of up to 3 top collaborations\* with the ER&D ecosystem in India for innovation and research. (*Ecosystem comprising of developer ecosystem and technology solution companies*)

|  |
| --- |
|  |

*\** *Networking for branding, hackathons, Co-innovation, Technology licensing, Joint GTM, Others (describe)*

**Talent Excellence**

1. What has been the ER&D headcount of the company over the last 3 years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | **As of Dec 2020** | **As of Dec 2019** | **As of Dec 2018** |
| **Headcount** |  |  |  |

1. What is the distribution of the ER&D Organization by Experience?

|  |  |
| --- | --- |
|  | **Headcount** |
| **0-1 Years** |  |
| **1-5 Years** |  |
| **5-10 Years** |  |
| **10-15 Years** |  |
| **15+ Years** |  |

1. What has been the headcount of the ER&D Organization for the top 5 Service Lines over the last 3 years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Headcount (#)** | | |
| **As of Dec 2020** | **As of Dec 2019** | **As of Dec 2018** |
| **Service Line 1** |  |  |  |
| **Service Line 2** |  |  |  |
| **Service Line 3** |  |  |  |
| **Service Line 4** |  |  |  |
| **Service Line 5** |  |  |  |

1. What has been the competency-wise headcount of the ER&D organization over the last 3 years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Headcount** | | |
| **As of Dec 2020** | **As of Dec 2019** | **As of Dec 2018** |
| **Product Engineering Software** |  |  |  |
| **Mechanical Engineers** |  |  |  |
| **Embedded Software Engineers** |  |  |  |
| **Hardware Engineers** |  |  |  |
| **Manufacturing Engineering** |  |  |  |

1. What has been the headcount of the ER&D organization across top 5 digital\* competency areas over the last 3 years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Headcount (#)** | | |
| **As of Dec 2020** | **As of Dec 2019** | **As of Dec 2018** |
| **Digital Focus Area #1** |  |  |  |
| **Digital Focus Area #2** |  |  |  |
| **Digital Focus Area #3** |  |  |  |
| **Digital Focus Area #4** |  |  |  |
| **Digital Focus Area #5** |  |  |  |

*\*Digital technologies such as Artificial Intelligence, Blockchain, Big Data Analytics, etc. or vertical specific technologies such as 5G for Telecom, CASE for Auto, etc.*

1. What has been the role-wise headcount of the ER&D organization over the last 3 years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Headcount (#)** | | |
| **As of Dec 2020** | **As of Dec 2019** | **As of Dec 2018** |
| **Program and Project Managers** |  |  |  |
| **Product Managers** |  |  |  |
| **Technical Fellows** |  |  |  |
| **System / Platform / Enterprise Architects** |  |  |  |

1. What are the new service lines incubated by the ER&D Organization in the last 3 years? (provide max 3 examples)

|  |  |  |  |
| --- | --- | --- | --- |
| **Service Line Name** | **Details of Service Line** | **Headcount as on Dec 2020** | **Business impact Created** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

1. What are the top approaches\* undertaken by the ER&D organization to achieve the headcount ramp-up? *(Specify the approach, and the overall headcount added by the approach across different workstreams and roles)*

|  |
| --- |
|  |

*\*Talent acquisition initiatives, Employer branding initiatives, any other approaches for ramp-up*

1. What are the initiatives that have been undertaken to drive technical excellence within the ER&D organization through upskilling and reskilling of talent for the digital age?

|  |
| --- |
| *(# and Highlight of Talent Skilling Programs)* |

# Woman Role Model in ER&D

The award recognizes women in positions of technical leadership who serve as a role-model not just for their organization but also for the entire ER&D ecosystem**.**

1. Please provide details of the woman technical leader being nominated

|  |  |
| --- | --- |
| **Name** |  |
| **Designation** |  |
| **Academic qualifications** |  |
| **Brief of roles and responsibilities in current organization** |  |
| **Technical team size reporting into the individual** |  |

1. Please provide details of the top 3 technical projects driven by the individual

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Name of the Project** | **Project Description** | **Team size for the project** | **Describe the Business Impact of the project**  *(in terms of revenue impact, new customer acquisition, royalty etc.)* | **How did the individual enable the project to meet its intended outcome?** |
|  |  |  |  |  |
| 2. |  |  |  |  |
| 3. |  |  |  |  |

1. Patents/IPs contributed by the individual
2. What is the number of IPs (IPs, patents) authored and co-authored by the individual

|  |  |  |
| --- | --- | --- |
| **Number of patents, IPs contributed by individual till date (cumulative)** | **Number of IPs filed in India** | **Number of IPs filed internationally** |
|  |  |  |

1. What was the business impact of the top 3 IPs contributed by individual?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **S.No.** | **Patent / IP No.** | **Country Filed In** | **Description** | **Describe the Business Impact Generated**  *(in terms of revenue impact, new customer acquisition, etc.)* |
| 1. |  |  |  |  |
| 2. |  |  |  |  |
| 3. |  |  |  |  |

1. Details of the technical contributions by the individual
2. What are the total number of Technical Publications\* contributed by individual? *(\*Refers to quality publication of peer reviewed and referred international/national journals from science, engineering and technologies that emphasizes new research, development and their application)*

|  |  |  |
| --- | --- | --- |
| **Number of research publications till date**  **(cumulative)** | **Number of research publications published in India** | **Number of research publications published internationally** |
|  |  |  |

1. Please provide an overview of top 3 recent research publications by individual

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Title** | **Summary** | **Date of Publishing** | **Published in**  **(India / internationally)** | **Forum where the paper was published** | **Impact Factor of the Journal** |
|  |  |  |  |  |  |
| 2. |  |  |  |  |  |
| 3. |  |  |  |  |  |

1. Please mention the top 3 external recognitions received by the individual for her technical contributions

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Title of award/recognition** | **Brief description of why the award was given** | **Year when it was conferred** | **Level of recognition (India / international)** | **Forum where the award was conferred** |
| 1. |  |  |  |  |
| 2. |  |  |  |  |
| 3. |  |  |  |  |

# Social Impact Solution of the Year

This is a special category award that recognizes products that have leveraged technology to address the critical challenges facing our society and build a sustainable world. The product need not necessarily have a free/no-charge business model, it can also be sold commercially.

**Product Overview**

1. Please provide details of the product across the following dimensions
2. Please provide details of the product name, its description and the target market for the product

|  |
| --- |
| *(For e.g., “An agricultural smart drone which allows users to optimize use of pesticides and water to improve productivity”)* |

1. Please provide details of the industry context for the product, including details of the industry pain areas/gain areas addressed by the product

|  |
| --- |
| *(For e.g., “According to UN, the world’s population will reach 9.7 billion by 2050, thus requiring global agricultural production to increase by 69% between 2010 and 2050. To meet this demand, farmers and agricultural businesses need to leverage technology to boost farm production”)* |

1. Please highlight the business objectives of the product

|  |
| --- |
| *(For e.g., “To create a drone which enables the agricultural user to identify and reach a spot which needs attention such as watering or spraying of pesticides, etc. and allow them to perform the task remotely.”)* |

1. Please provide details of the solution approach for the product

|  |
| --- |
| *(For e.g., “The solution uses existing commercial drone platforms and equips them with sensors for odour detection, and cameras for topographical mapping & measuring Normalized Difference Vegetation Index for determining plant health. They are also equipped with equipment to spray pesticides and fertilizers in optimum quantity.”)* |

1. What are the different social parameters that can be addressed by the product?

|  |
| --- |
| *(poverty alleviation, clean water and sanitation, affordable and clean energy, reduced inequality, etc.)* |

1. Please specify the role of new-age\* technologies leveraged for building this product

|  |
| --- |
| *(For e.g., “The solution leverages cloud based big data and visual analytics solutions to identify infected crops which need attention”)* |

*\*Digital technologies such as Artificial Intelligence, Blockchain, Big Data Analytics, etc. or vertical specific technologies such as 5G for Telecom, CASE for Auto, etc.*

1. Please upload an image of the product or schematic representation of the solution

|  |
| --- |
|  |

**Social Impact**

1. What are the top 3 expected social benefits of the product for the end user?

|  |
| --- |
| *(For e.g., “A farm worker can spray 0.65 acres of farmland with pesticides in a day. The drones can perform that task in 2 minutes, reducing farm effort and farm workers’ exposure to pesticides”)* |

**Market Adoption**

1. When was the product launched in the market? (MM/YYYY)

|  |
| --- |
|  |

1. Specify details on the product’s market adoption

|  |  |
| --- | --- |
| **# of Countries where the Product is Sold (12 months from date of launch)** |  |
| **# of end users for the product (12 months from date of launch)** |  |

1. Is this a revenue generating product?

|  |  |  |  |
| --- | --- | --- | --- |
| **Yes** |  | **No** |  |

1. If answer is Yes to question above, what is the revenue model in place?

|  |  |
| --- | --- |
| **Type of revenue model** | **Mark Applicable** |
| **Licensing** |  |
| **Ad-based** |  |
| **Freemium** |  |
| **Subscription** |  |
| **Mark-up** |  |
| **Others (please specify)** |  |

1. If answer is Yes to question 5 above, please specify the revenues from the product in the first 12 months from the date of launch

|  |  |
| --- | --- |
| Select the Revenue Range: | 0.1-0.25 Million USD  0.25-0.5 Million USD  0.5- 1 Million USD  1-2.5 Million USD  2.5- 5 Million USD  5 -10 Million USD  10+ Million USD |

1. If answer is Yes to question 5 above, please specify the expected revenues from the product in the next 3 years as per the approved business plan

|  |  |
| --- | --- |
| Select the Revenue Range: | 0.5- 1 Million USD  1-2.5 Million USD  2.5- 5 Million USD  5 -10 Million USD  10 - 15 Million USD  15 - 20 Million USD  20 – 25 Million USD  25+ Million USD |

1. What is the market potential of the product over the next 5 years? What are the potential risks associated with growth?

|  |
| --- |
|  |

**Product Differentiation**

1. Please provide details of the competitive differentiation of the product. Also, specify the details of top 3 competitor products

|  |
| --- |
|  |

1. Please provide details of any IPs that were created as a part of building this product *(Patents, IPs filed globally and in India)*

|  |  |
| --- | --- |
| **Total IPs Filed Across All Countries** |  |
| **Total IPs Filed in India** |  |
| **Total IPs Contributed by the Indian Entity across all countries** |  |
| **Total IPs Contributed by the Indian Entity in India** |  |

1. What are some of the award recognitions received by this product?

|  |  |
| --- | --- |
| **No. of International Awards won by product** |  |
| **Names of the awards and the awarding authority** | *(Award Name – Awarding Authority)* |
| **No. of National Awards won by the product** |  |
| **Names of the awards and the awarding authority** | *(Award Name – Awarding Authority)* |

**Partnership Details**

1. What were some of the partnerships that were forged in creating this product?

*(Partnerships with Universities, Start-Ups, technology companies, others)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No.** | **Name of the organization** | **Type of partner**  *(start-up, technology provider, academia etc.)* | **Details of nature of collaboration**  *(niche capabilities, technology, IP, solution, research etc.)* | **Details of benefit generated from the partnership**  *(e.g., reduction in TTM / project cost / product cost, improvement in product quality etc.)* |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

**Project Team Details**

1. Please provide details of the team and efforts involved in the building the product

|  |  |
| --- | --- |
| **% of Product Development Ownership from the Indian Entity** | *(70-80%, 80-90% or 90-100%)* |
| **Product Development Efforts for the Indian Entity** | *(Total Person Months)* |
| **What was team composition for product ideation?** | *Indian Entity / Customer / Both* |
| **Indian Entity efforts in Product Management (% of Overall Product Management Efforts)** |  |
| **Indian Entity efforts in Project Management (% of Overall Project Management Efforts)** |  |
| **Indian Entity efforts in System Integration or Platform Integration (% of Overall System Integration Efforts)** |  |

**Future Product Development**

1. What is the future roadmap associated with the product?

|  |
| --- |
|  |