

ISC West 2024 SIA NPS Awards Frequently Asked Questions

Are we able to choose multiple categories in one entry or should we only choose one?

One category per entry—however, in theory, a company could opt to pay for the same product to be included in multiple relevant categories if they so desire.

How many products will be awarded? One per each category or how does it work?

We designate a category winner for each award category. The judges, at their discretion, may award honorable mentions for specific categories where the decision is closely contested. Also, at their discretion, there are instances where they may choose not to award a prize in a particular category at all if they believe the contestants in that category do not meet the required standards. Additionally, we present two top overall prizes: the Judges' Choice Award and the Best New Product Award. Also, the Merit Award which is chosen before judging based on a different criteria.

Are the new product presentation slots on Tuesday to the judging panel for all the entries or will there be a chosen short list who can present?

All entries – Yes, all contestants will be assigned a 15-minute time slot at some point during the day once the schedule is devised, typically the week before, to present to their panel of judges. Therefore, it's crucial that the company ensures the presenters are on-site by that Monday, as some presentations may begin as early as 8:00 AM on Tuesday, and the day is fully booked with little to no room for rescheduling and that being their lone opportunity to present.

What is the presentation time and who are the juries? I.e., how technical the presentation can be / can salespeople present or would jury prefer to have someone technical?

On Tuesday, presentations are scheduled from 8:00 AM to 6:00 PM, with each entry allocated a 15-minute TBD time slot. Each panel of Judges includes approx. 5 members from different organizations, mostly end-users, with diverse perspective. Winning presentation strategies vary; both sales and engineering representatives have been successful. If a salesperson feels they aren't providing technical answers during the Q&A within their 15 minutes, they are encouraged to invite judges to speak with their engineers in the booth. On Wednesday, before the show floor opens, judges have time for follow-ups at booths before final deliberations occur in the morning.