

## IAMCP Partner Awards 2015 Rules & Regulations

### COMMON TERMS USED IN THESE RULES:

These are the official rules that govern how the IAMCP Partner Awards 2015 program will operate ("Contest").

In these rules, "we," "our," and "us" refer to IAMCP International, the sponsor of this Competition. "You" and "Company" refers to an eligible Contest entrant.

### CONTEST DESCRIPTION:

The International Association of Microsoft Channel Partners (IAMCP) is the leading global organisation for business networking in the Microsoft partner eco-system with 100+ chapters in over 40 countries around the world. IAMCP members represent the trusted, independent voice of the Microsoft partner community. You can find out more at [www.iamcp.org](http://www.iamcp.org).

This year IAMCP is launching a brand new Awards programme for its members. IAMCP wants to recognise its members for the outstanding, innovative and creative products and services that they provide. Members who choose to participate in the process have an opportunity to be recognised and have their profile elevated both at local and corporate level inside of Microsoft. In addition winners will benefit from increased recognition through press and social media. Winners attending WPC 2015 will receive their awards at a special ceremony to be held during the Monday or Tuesday of WPC which is taking place in Orlando, Florida.

### WHAT ARE THE START AND END DATES?

The IAMCP Partner Awards 2015 nomination process will start on April 6<sup>th</sup> 2015, and close on May 7<sup>th</sup> 2015 ("Entry Period").

## CAN I ENTER?

You are eligible to enter this Contest if you meet the following requirements at time of entry:

- **You are** a current IAMCP fully paid member and your company is actively enrolled in the Microsoft Partner Network (MPN), or as it was previously known, the Microsoft Partner Program (MSPP) with a valid ID.
- **You are NOT** involved in any part of the administration and execution of this Contest.

The participating regions are :-

- USA
- Canada
- EMEA
- LATAM

This Contest is void outside the geographic area described above and wherever else prohibited by law.

## WHAT CONSTITUTES AN ELIGIBLE ENTRY?

To be eligible for judging an entry must meet the following content / technical requirements:

- Submit entries using the IAMCP Partner Awards 2015 Submission tool.
- Submit entries in the English language

Answers provided in the IAMCP Partner Awards Submission form remain confidential and are not made public without the nominee's consent.

In addition:

- your entry must not otherwise violate the rights of any other person or company by using their trademarks, music, logos, names or images without their express written consent.

Entries may **NOT** contain, as determined by us, in our sole and absolute discretion, any content that:

- is sexually explicit, unnecessarily violent or derogatory of any ethnic, racial, gender, religious, professional or age group; profane or pornographic;
- promotes alcohol, illegal drugs, tobacco, firearms/weapons (or the use of any of the foregoing) or a particular political agenda;
- is obscene or offensive;
- defames, misrepresents or contains disparaging remarks about other people or companies;
- communicates messages or images inconsistent with the positive images and/or good will to which we wish to associate; and/or violates any law;

We reserve the right to reject any entry, in our sole and absolute discretion, that we determine does not meet the above criteria.

#### **HOW WILL MY ENTRY BE POTENTIALLY USED?**

Other than what is set forth below, we are not claiming any ownership rights to your entry. However, by submitting your entry, you:

- are granting us an irrevocable, royalty-free, worldwide right and license to: (i) use, review, assess, test and otherwise analyze your entry and all its content in connection with this Contest; and (ii) feature your entry and all content in connection with the marketing, sale, or promotion of this Contest (including but not limited to internal and external sales meetings, conference presentations, tradeshows, and screen shots of the Contest entry in press releases) in all media (now known or later developed)
- agree to sign any necessary documentation that may be required for us and our designees to make use of the rights you granted above;
- understand that we cannot control the incoming information you will disclose to our representatives in the course of entering, or what our representatives will remember about your entry. You also understand that we will not restrict work assignments of representatives who have had access to your entry. By entering this Contest, you agree that use of information in our representatives' unaided memories in the development or deployment of our products or services does not create liability for us under this agreement or copyright or trade secret law;
- understand that you will not receive any compensation or credit for use of your entry, other than what is described in these Official Rules

Please note that following the end of this Contest the details of your entry may be posted on a website for viewing by visitors to that website. We are not responsible for any unauthorized use of your entry by visitors to this website. While we reserve these rights, we are not obligated to use your entry for any purpose, even if it has been selected as a winning entry.

If you do not want to grant us these rights to your entry, please do not enter this Contest.

## HOW DO I ENTER?

In order to participate in this Contest, you must go to the IAMCP International web site at [x](#) and complete and submit the online nomination form, as instructed.

You may not submit more than one award entry in any individual category, but you may submit a single for more than one award.

Entrants may only apply for Awards in the region in which they are a member.

Entrants may apply in more than one region provided they have a fully paid up membership in that region.

“Region” is defined as an officially recognised region of the Association and represented on the IAMCP International Board.

We are not responsible for entries that we do not receive for any reason, or for entries that we receive but are not decipherable for any reason.

We will automatically disqualify:

- Any incomplete or illegible entry; and
- Any entries that we receive from you that are in excess of the entry limit described above.

## FINALIST AND WINNER DETERMINATION AND AWARDS

On or around the close of the Entry Period, a panel of judges will review all eligible entries received and select up to three runner-up finalists and one winner for each of the Contest Awards described below based upon the judging criteria described below. Finalists and winners will be contacted in June 2015 to the e-mail address, the phone number, or mailing address (if any) provided at time of entry and must agree at that time to participate in the Awards Program. We will make three (3) attempts to contact each finalist and winner to confirm their participation. If we are unable to make contact in three (3) attempts, we will notify the next runner-up finalist and give that company the opportunity to verify their participation. PLEASE NOTE that agreeing to participate as a finalist or winner does not mean that you are required to attend the Worldwide Partner Conference in person.

Finalists, winners and their guests who choose to attend the Worldwide Partner Conference in person are responsible for all registration, travel and personal expenses associated with attending the event.

## CONTEST AWARDS

The IAMCP Partner Awards 2015 are:

- **IAMCP Cloud Partner 2015 - [REGION]**  
This Award will be for the most innovative solution or service developed on Microsoft cloud technologies. It should demonstrate innovation, creative thinking and a real understanding of a customer issue that was solved through the delivery of this solution. Development methodology and attention to ROI, problem solving and demonstration of how this solution has and will increase cloud partner profitability will be important in the description of the solution.
- **IAMCP Apps Development Partner 2015 - [REGION]**  
This award will be for a development solution that may have been created to solve an on-premise, hybrid or cloud challenge that a customer(s) were facing. Development approach, details of how specific challenges were overcome and a focus on how the solution enabled productivity improvements and significant ROI for the customer will be important in the description of the solution.

- **IAMCP Innovation Partner 2015 - [REGION]**

This award will be for a product or service that has demonstrated exceptional innovation and creative thinking in its development and deployment. Entrants should focus on WHY this is so innovative as well as how the solution solved a big customer challenge, and should also describe any future development and roadmap for the solution going forwards.

- **IAMCP Sales Excellence Partner 2015 - [REGION]**

This award will be made to the member company that has been able to demonstrated exceptional growth in revenue and how partner profitability was achieved. The partner must show specific figures (which can be verified) and illustrate YOY growth. Entrants may call out specific individuals that have helped contribute to the success of the business and illustrate what the future growth of the company might look like. The approach to sales management and customer relationships will be a key element of interest in the submission of this award entry.

- **IAMCP P2P Partner 2015 - [REGION]**

This award will be given to the partner(s) that have demonstrated that through partnering they were able to solve a specific customer problem, or were able to work together to deliver a customer solution in the face of competition. The approach to partnering and the process for partnering, as well as the successful delivery to the customer will be important elements in the award submission. Submissions should be limited to a minimum of two partners and maximum four partners. Partner names and details must be given clearly in the submission. The Partner entering the award will be the single lead partner for the award submission.

- **IAMCP Community Partner 2015 - [REGION]**

This award will be for the partner that has demonstrated exceptional commitment and service to their local community or charity. The entry should cover details of why the partner is eligible for consideration, what value they brought to the community and how that value was delivered and recognised. This award is primarily for partner companies who go above and beyond what might reasonably be expected of them in order to solve an issue for their local community or charity and how they worked with and in the community to deliver great service. Entrants might highlight how they have worked with or delivered a service to a community, association, or charity. Entrants can nominate their own company or be nominated by someone outside of their company.

One (1) winner and award will be named for each of the awards.

Up to three (3) runner-up finalists will be named for each of the awards.

Out of all of the regional award Winners, one will be selected for the overall category of

#### **IAMCP Worldwide Partner 2015**

#### **IAMCP Partner Award benefits:**

- Customized logos and web banners that help you showcase your company as an honored IAMCP member.
- Custom public relations templates to help promote your award-winning status.
- Recognition materials to signify your success.
- Congratulatory letters from key IAMCP leaders for winners and finalists.
- Photo opportunities (winners) with IAMCP Leadership team, sponsors and Microsoft executives at WPC.
- Winners are recognized at the Worldwide Partner Conference.
- Winners are also invited to an awards presentation during WPC.

## WHAT OTHER CONDITIONS AM I AGREEING TO BY ENTERING?

By entering the IAMCP Partner Awards 2015, you hereby acknowledge and agree:

- To abide by these Official Rules; **and**
- To release and hold harmless IAMCP, subsidiaries, affiliates, representatives, employees and agents from any and all liability or any injury, loss or damage of any kind arising from or in connection with this Contest, or any prize won; **and**
- That IAMCP's decisions will be final and binding on all matters related to this Contest; **and**
- That IAMCP may make use of your proper name and state/country of residence online and in print, or in any other media, in connection with this Contest, without payment or compensation to you, except where prohibited by law.
- Finalists should be prepared to provide additional materials required for editorial or promotional purposes and to help promote the IAMCP Partner Awards Program. Additional materials may include, but are not limited to, screen images, photographs of the development team, company logo (both on disk and a high-resolution printout), and video source.



## WHAT IF SOMETHING UNEXPECTED HAPPENS AND THE CONTEST CAN'T RUN AS PLANNED?

If someone cheats, or a virus, bug, catastrophic event, or any other unforeseen or unexpected event that cannot be reasonably anticipated or controlled, (also referred to as force majeure) affects the fairness and / or integrity of this Contest, we reserve the right to cancel, change or suspend this Contest. This right is reserved whether the event is due to human or technical error. If a solution cannot be found to restore the integrity of the Contest, we reserve the right to select winners from among all eligible entries received before we had to cancel, change or suspend the Contest.

If you attempt to compromise the integrity or the legitimate operation of this Contest by hacking or by cheating or committing fraud in ANY way, we may seek damages from you to the fullest extent permitted by law. Further, we may ban you from participating in any of our future Contest, and you may lose your membership status with the Association permanently, so please play fairly.

## HOW CAN I FIND OUT WHO WON?

We will post the names of contest winners on the official Association website at [www.iamcp.org](http://www.iamcp.org) . This list will remain posted for up to twelve (12) months after July 16, 2015.

## WHO IS ADMINISTERING THIS CONTEST?

IAMCP International  
One Microsoft Way, 25/1463  
Redmond, WA 98052  
USA

[www.iamcp.org](http://www.iamcp.org)

## CONTACT INFORMATION

### **IAMCP Awards Program Chair 2015**

Kelvin Kirby, IAMCP International Treasurer

E-mail : [kkirby@iamcp.org](mailto:kkirby@iamcp.org)

### **IAMCP Awards Program Co-Chair 2015**

Andrea Pescino, IAMCP EMEA Board Member

E-mail : [a.pescino@softjam.it](mailto:a.pescino@softjam.it)