

2019

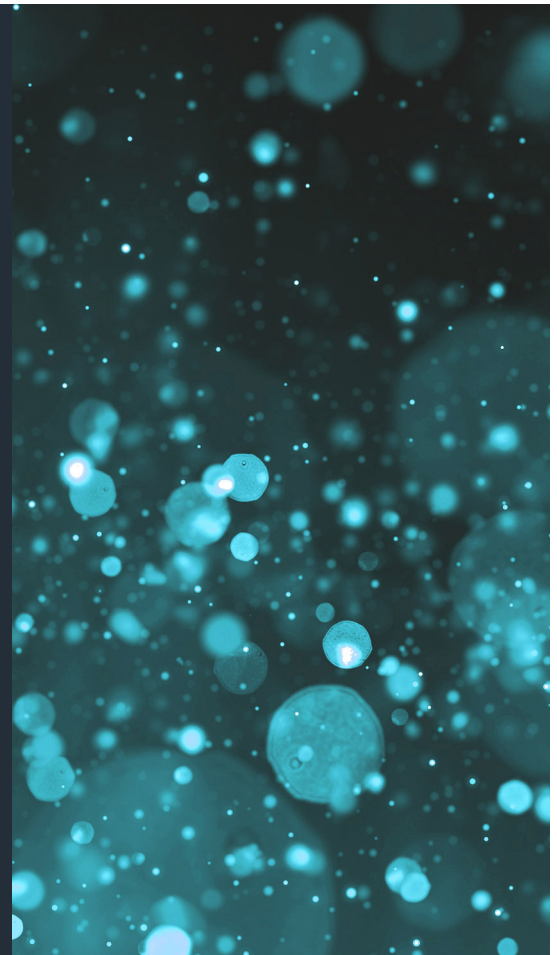
LPM

PRACTICE EXCELLENCE AWARDS

In association with



The Institute of
Legal Finance
& Management



ENTRY IS FREE TO THE LPM AWARDS



CATEGORY ONE PEOPLE AND ENGAGEMENT

Criteria: Given for a people-focused initiative, change, programme or similar that demonstrates excellence in human capital innovation or employee engagement.

TURN OVER FOR INFO



CATEGORY TWO SERVICE DELIVERY EFFICIENCY OR INNOVATION

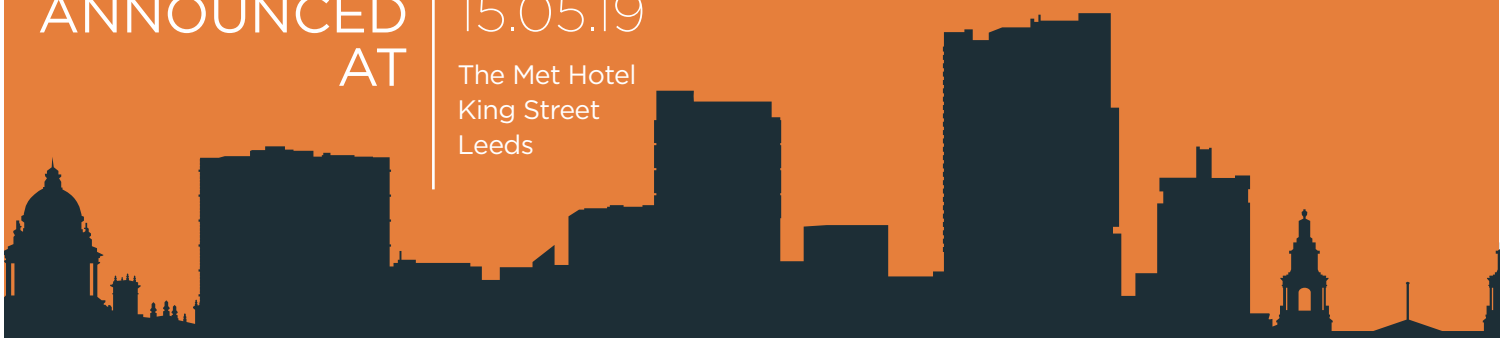
Criteria: Given for a programme/process/business change improving the firm's effectiveness and efficiency.

TURN OVER FOR INFO

**WINNERS
ANNOUNCED
AT**

LPM NORTH
15.05.19

The Met Hotel
King Street
Leeds





CATEGORY ONE

PEOPLE AND ENGAGEMENT

Given for a people-focused initiative, programme or similar that demonstrates excellence in human capital innovation or employee engagement.

Possible examples:

- (i) Employee reward system (eg a 'John Lewis' model scheme)
- (ii) A new training and personal development plan improving value and feedback
- (iii) An employee engagement, change management or social welfare programme (eg gym or running club, book club or open discussion groups) or business engagement planning
- (iv) A corporate social responsibility initiative/project



giving back to the community or society eg charity or improving access to legal services
(v) Investors in people or similar people management quality standard.

Profitability kicker – extra credit given if application can demonstrate increase in profitability or focus on profitability of the initiative



CATEGORY TWO

SERVICE DELIVERY EFFICIENCY OR INNOVATION

Given for a programme/process/business change improving effectiveness and efficiency.

Possible examples:

- (i) Client onboarding process (eg online quoting and client inception system)
- (ii) Restructuring of business support function
- (iii) Automated matter progression updates for clients
- (iv) Document production or analysis tool
- (v) Use of legal project management techniques for client case work or delegation
- (vi) Re-engineering service delivery to a more commoditised model.



Profitability kicker – extra credit given if application can demonstrate increase in profitability or focus on profitability from the initiative, such as:

- (i) Adopting a fixed-fee model (moving away from time-based billing)
- (ii) Implementation of a new financial reporting model or dashboard
- (iii) Use of financial data and analytics to report and change, for example a pricing model.

FORMAT FOR APPLICATIONS

This is an award focused on recognising an initiative and awarded to a team or firm represented by the key management leaders involved. **We will only consider applications that involve as primary or key recipients our core audience of practice directors/managers, or similar senior business services leaders.**

The application must be fewer than 1,000 words in length and consist of five sections:

(1) **Executive summary:** Outline the challenge/problem, solution and result briefly and succinctly

(2) **The challenge:** What commercial problem or business issue was the innovation designed to address?

(3) **Description of the programme/innovation/project:** A brief description of the initiative, including key dates and who was involved (eg leaders, champions, departments). Ensure (if relevant) to pay attention to originality: Is the project/initiative innovative or original? How?

(4) **Leadership:** What role did the individuals/teams submitted for the award play? For which aspects of the solution, approach or implementation were the submitted people responsible? How did they arrive at the specific

approach or solution that was adopted?

(5) **Impact:** What was the impact of the innovation for the client, firm or key stakeholders? How can its success be measured? Please include evidence.

You may include slides and/or graphs.

The application must show measured/measurable quantitative or qualitative results such as increase in profit or process efficiency, or positive employee questionnaire/client feedback.

Submit your entry via email or online:
www.lpmmag.co.uk/awards2019
awards@lpmmag.co.uk