



# Future of Pricing Annual Awards



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## Overview

Launched this year, *Pricing Magazine's* **Future of Pricing Awards** recognize the contributions of both contractor and agency professionals in two distinct categories: "Leaders in Pricing," for more experienced professionals; and "Up and Comer," for those relatively new to the pricing game. We'll feature winners from each category in the next issue of *Pricing Magazine*.

## Guidelines

"Leaders in Pricing" nominee contributions should include:

- Leadership in the design, development, or execution of an innovative program or solution that improves and furthers mission performance.
- Leadership in meeting the critical needs of their agency's mission.
- The development of a management policy, regulation, data system or other task that significantly enhances the economy, efficiency and effectiveness of an agency's acquisition system or the federal acquisition system.
- Has or can demonstrate their personal or team's growth over the last 24 months

"Up and Comer" nominee contributions should include:

- Played a large role in partnering, reducing risk, and collaborating during the pre-award process.
- Exceeded expectations and provided significant value to their company or agency in the pricing and procurement arena.
- Developed or executed innovations practices to achieve objectives to future their company's or agency's mission

All nominees (for both groups):

- Contributions must have been made within the past five years
- Must have a minimum of 5 years' experience in contracting, pricing, or finance related fields



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## Award Process/FAQ

### **How do I nominate someone?**

2021 nominations are open until August 13, 2021. You can enter a nomination [here](#). Please make sure to include your nominee's name, job title, and e-mail address, as well as your own name, job title, and email address. Failure to provide this information and reason for nomination might affect eligibility.

### **Can I nominate more than one person?**

You can nominate as many people as you'd like. However, please be specific as to why you are nominating each individual. Groups of people are not eligible to win.

### **Will the nominees be told who nominated them?**

No. The nominees will be told they were nominated and that they need to fill out a second form to complete the nomination. But we won't tell them who nominated them (you can feel free to tell them yourself if you'd like).

### **How many people will be featured in Pricing Magazine?**

There will be a total of 10 winners. Five winners are selected and featured from each category (Up and Comers and Leaders in Pricing).

### **What makes someone a good candidate?**

The Future of Pricing list-makers are the best and brightest in the industry. They are all unique, but they are all high achievers. They include both Contractors and Government Agency professionals. They are innovative, transparent leaders, and help set (and elevate) the standards for pricing and procurement in government contracting. They inspire us through everything they do.

### **Does being nominated multiple times help my nominee?**

### **Does it show that many people wanted them on the list?**

Yes, multiple nominations will help with the judges' consideration in narrowing down the final nominee count. However, ultimately, public voting from your peers will decide on the final winners. Final vote count will be private.

### **How are the Future of Pricing list-makers selected?**

From the nominations our team receives, our staff and partners create a short list of approximately 20 nominees (10 for each list) who have demonstrated the highest levels of achievement in GovCon pricing. We also look for well-rounded candidates. The panel goes through these nominations with a fine-toothed comb and reviews the merits of the candidates, weighing their achievements, and nomination count.



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The short list is sent out publicly to be voted on by the pricing community. All votes are scrubbed. Duplicate votes do not count. If our staff notice continued duplicate votes, that nominee is at risk of being disqualified.

**What makes a nominee stand out from the pack?**

Our judges look for nominees who have significantly achieved in their respective fields. (See Guidelines.) If you are nominating someone, try to be as specific as possible when you are filling out the nomination form. Measurable achievements should be included, but we know that many achievements aren't easily quantified or previously acknowledged, so give us as much detail as you can.

**When will I find out if I have been selected?**

Due to the high number of nominees, we are unable to contact all nominees to let them know the status of their nomination. Only those who are selected for this year's list will be contacted. The winners will be announced in the September issue of *Pricing Magazine*.

**What happens if I have been selected?**

Congratulations! You will be contacted by the editorial department of Pricing Magazine to arrange final details. If you plan on being away for any length of time, please notify the editorial department when you are contacted.

**Can I tell all my friends and family that I am nominated and/or have been selected?**

Yes, verbally only — we know that if you are selected you will be excited, and we don't expect you to keep your selection as a complete secret. However, we want the announcement of the list to be a surprise, so please refrain from advertising your selection on any form of media, including press releases, Facebook, Twitter, LinkedIn, etc. Failure to abide by this rule may result in your removal from the list.



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## Rules and Regulations:

Future of Pricing—brought to you by *Pricing Magazine*—is sponsored in Temecula, California by Executive Business Services, Inc., makers of ProPricer.

Nominations run from 5:00 am P.S.T. July 1st, 2021 through 11:59pm P.S.T. August 13th, 2021. The deadline for submission is 11:59pm P.S.T., August 13th, 2021.

All submissions will be evaluated by the Pricing Magazine staff and those who are selected will be notified via email within 5-7 business days of the deadline.

If selected as a top 5 finalist, nominees must complete their confirmation form, acknowledging they've made the list and will be featured in the magazine, **no later than 11:59pm P.S.T., August 20th, 2021.**

### **Eligibility of Nominees**

Government contracting pricing and procurement professionals who are excelling in their careers, and who are passionate about contributing to the future of pricing and procurement within the federal government are perfect candidates for Pricing Magazine's Future of Pricing. Nominees must be 18 years of age to be eligible for consideration.

Employees of EBS, Inc., its agents and representatives, its parents, affiliates, subsidiaries and dealers, as well as suppliers of materials or services related to this Contest, including the members of the contest judging organization as determined by the Contest Sponsor, are not eligible for nomination in the Contest.

### **To Enter:**

*NO PURCHASE NECESSARY.*

There is only one way to enter—Online. To enter online, visit [propricer.com/pricing-magazine](http://propricer.com/pricing-magazine) and complete **the nomination form**. Nominators may enter as many different nominees as they like. Individuals may nominate themselves.

*All nominees MUST complete the nomination confirmation form in order to be considered for the final list.*

Entries that are incomplete, irregular, have been submitted through illicit means, or do not conform or satisfy any conditions of these Official Regulations will be disqualified.



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## General

By entering a nomination or confirming the nomination, entrants accept and agree to abide by the Official Regulations and the decisions of the judging organization with respect to all aspects of the Contest, which are final, binding and conclusive on all matters relative to this Contest.

In the event it is determined that an entrant has entered in a fashion not sanctioned by these Official Regulations, the entrant will be disqualified, and all of the entries submitted by the entrant will be disqualified. Entries are subject to verification by the contest judging organization.

All entries become the permanent property of Executive Business Services (EBS), Inc. Entrants may be contacted occasionally by EBS, Inc. via e-mail, unless the entrant notifies EBS, Inc. otherwise, for the purpose of informing the entrant of further promotional opportunities. This Contest is subject to all applicable federal, provincial and municipal laws and is void where prohibited.

At any point in the Contest, an entrant may be disqualified at the discretion of the editorial team if the entrant is unable to meet the requirements for the Future of Pricing story and photography in a timely manner. This includes being unavailable or unreachable for interview or fact checking or failing to provide a photo or short biography. Entrants may also be disqualified if it is determined that the nomination form misrepresents the entrant's achievements in any way.

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