



CorporateLiveWire

# **INNOVATION & EXCELLENCE**

AWARDS 2017

# CorporateLiveWire

INNOVATION & EXCELLENCE AWARDS 2017

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## BILAL AL ATTAR

Executive Manager of  
TIMELINE for Production & Events  
- Saudi Arabia

Winner of  
**BEST MEDIA PRODUCTION COMPANY**



# Introduction

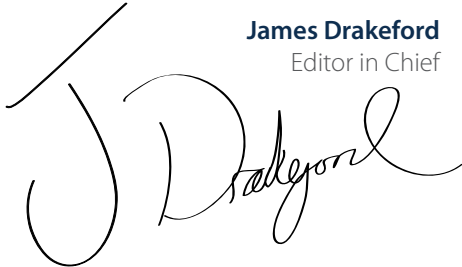
At the turn of the millennium dial-up was king, text messages were limited to 459 characters, and teenagers all around the world – Facebook mogul Mark Zuckerberg, included – had to rely on Encarta Encyclopaedia or trips to the library to help with their school work in a pre-Wikipedia age. Now the internet is accessible on the go via our phones, tablets and even our watches; text messages are being marginalised by messaging apps such as WhatsApp and Facebook Messenger; and Encarta has been discontinued for more than seven years.

With the breakneck speed in which innovative thinking and technological developments continue to evolve from year-to-year it is often easy to forget the extent to which our lives have been transformed. However, this awards programme was created to ensure we do not forget by recognising and celebrating all forms of innovation and excellence to emerge over the last 12 months – be it a development of a pre-existing device, or an entirely new and unique concept entering the marketplace for the first time.

For the consumer, innovation is largely about convenience and cost. For instance, take a look at Airbnb and Uber, who between them can be accredited with pioneering the shared economy. Over the years, Airbnb has shaken up the hotel and hospitality industry through its range of accommodation options at competitive prices, with flexible check-in / check-out times, that are often in the exact location required due to the capability to offer residential properties. Likewise, Uber has transformed the traditional black cab / taxi industry with cheaper prices and a quicker service in which drivers are frequently available instantly in many city hotspots. As the shared economy continues to grow it is now even possible to get that crick in your neck fixed, the creases in your shirt ironed and your takeaway delivered to your door through the wide variety of popular apps available.



Technology, however, is just one aspect of innovation and excellence highlighted within this awards publication. To us, innovation and excellence is the enhancement or creation of a service or product which can either save time, money and/or improve results. We are pleased to see fresh food extend its shelf life through better packaging, new beauty and cosmetic products entering the market, and even a shift in the way funeral homes are engaging with customers through digitisation and customer-focused platforms. Innovation is all around us in every aspect of life and our judging panel has taken great care and consideration in monitoring its continued development carefully in preparation for this awards programme. Long may it continue.

  
**James Drakeford**  
Editor in Chief

# A Word from Our Sponsor: InBIA - A global network of entrepreneurial ecosystem builders

The International Business Innovation Association (InBIA) is a global non profit member network that serves a diverse group of 2,200+ entrepreneurship centers. These centers include incubators, accelerators coworking spaces and other entrepreneurial support organizations and are located across 62 countries. InBIA helps guide, mentor and develop sustainable entrepreneurial programs in every industry and

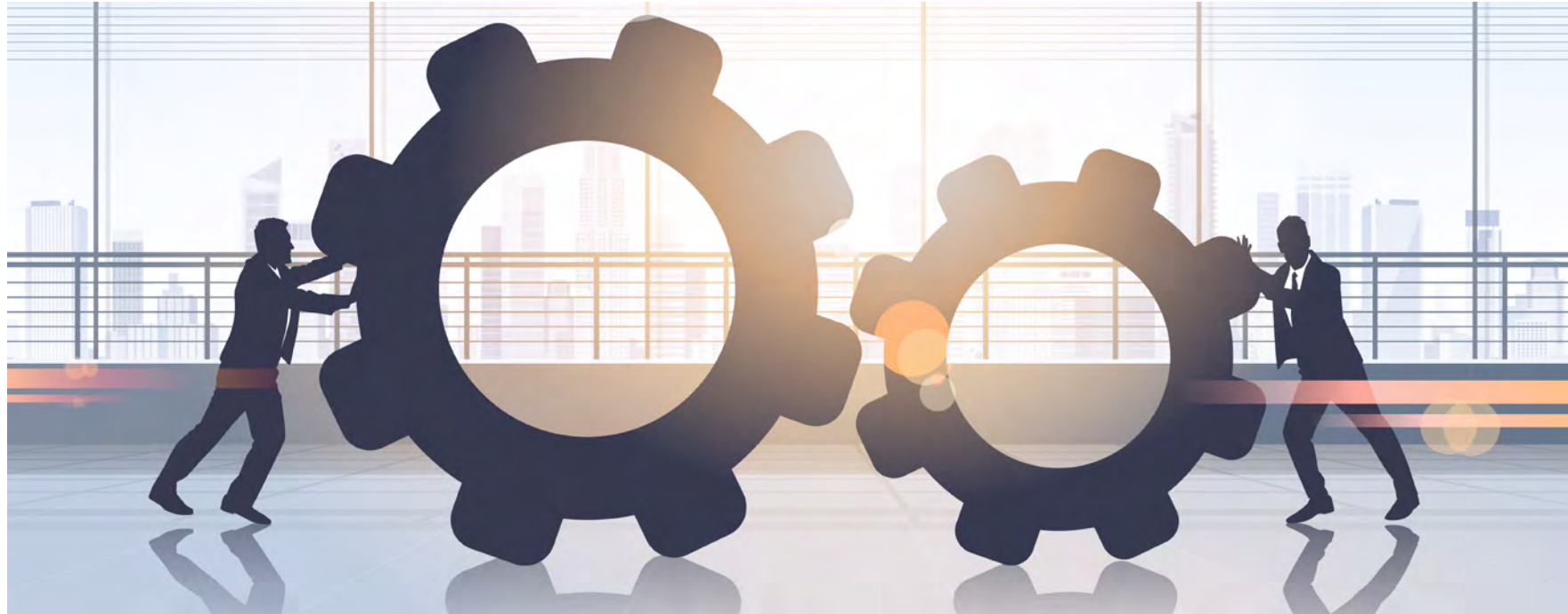
demographic around the globe. InBIA's goal is to enrich the entire ecosystem by providing industry resources, education, events and global programming to help their members better serve the needs of their unique communities and regions.

**To learn more about InBIA and its global network, visit [www.inbia.org](http://www.inbia.org)**





# INNOVATION TRENDS FOR 2017



At the start of 2016, the then presidential candidate Donald Trump threatened that, if he were ever to take the Oval Office, he would “come down so hard on [Apple CEO Tim Cook] that his head would be spinning all the way back to Silicon Valley”. Such constructive dialogue with innovators remains the tone of Trump’s forthcoming presidency and offers much speculation as to what direction experimental companies are looking as we edge into 2017. The last 12 months saw continuous development among the tech giants, massive breakthroughs across all sectors and start-ups surfacing like plucky little gnomes across the world map. Now, faced with the political uncertainties 2016 afforded us, the geography of our dominant innovators looks set to change radically. Anti-immigration rhetoric and the Brexit vote means the effervescent tech hotbeds of yesteryear could be all but

drained away into new, emerging markets – just one CCS Insight report revealed the Indian smartphone market is set to grow 26% this year, setting the nation among the top 10 global smartphone makers for the first time ever, while Europe’s hipster capitals – the Stockholms, the Berlins, the Amsterdams – will undoubtedly gain from any mass exodus from their northerly island neighbour. And with China’s dedicated strategy to support domestic innovators standing in stark contrast to Trump’s relative lack of plan for research and development or support for start-ups, the atlases of experimentation could look very different this time next year. Corporate LiveWire takes a look at five sectors – technology, marketing, business, finance, and labour and employment – to see what trends are setting the year’s agenda.



## 1. Tech – A Silicon Universe

Despite throwing his hands up to decry the accusation that he’s trying to kill off UPS, Jeff Bezos, CEO of Amazon, began leasing airplanes and buying up truck trailers last year in a bid to create his own shipping infrastructure: intended to “supplement” the existing postal services, not kick them out. Mark Zuckerberg, too, sidestepped out of the Silicon Valley soup to open his hospital-cum-private-school in the disadvantaged East Palo Alto region back in August, while Google released grand plans to improve life for urbanites by reinventing public parking and transportation schemes. And that’s to say nothing of Hyperloop – Elon Musk’s levitating, tubular, pod transport system that travels at the speed of sound and has already aroused interest from the shores of Las Vegas, Abu Dhabi and Melbourne. No longer restricted to the realm of consumer-facing platforms and gadgets, the young and trendy techies of the Valley are emerging from their glass boxes out into the Real World, unashamedly shaking up entirely new civic sectors. 2017 looks set to be an exciting year as the fruits of these labours come to a head, and we begin to see even the most unexpected corners of our daily lives branded with Google logos and Amazon packaging. And with Elon Musk and SpaceX’s plan to colonise Mars, the Valley’s tentacles are indeed stretching far, far beyond the valley.

## 2. Marketing – The Attention Economy

Attention has always been the currency of advertising. Every day we are bombarded with images and simulations; seemingly unlimited amounts of ‘content’ screaming ‘ME ME ME!’ from billboards and pop-up ads, trying to out-wow each other with more colour, more intrusion, more noise, more glitter and sparkles and false promises. It doesn’t really matter what that content is – it could be cat videos, Kim Kardashian, or clever think-pieces on the migrant crisis – but with the average attention span reported to be a miserable 8.25 seconds, and roughly 5,000 marketing messages vying for each person’s 8.25 seconds every day, it’s not enough anymore to simply turn up and show your pretty little face. We’re getting more savvy: incognito browsing, pop-up blockers and a culturally-accepted disdain for online advertising encourage us to filter out the white noise, and what’s left after the purge will be those brands who are listening to customers’ needs, adapting their message to devices, situations and moods with tactics such as tailored touchpoints, dynamic storytelling, and experiential and participation marketing. Brands such as Intel, who partnered with Vice magazine way back in 2010 to produce The Creator’s Project, have forged ahead in producing content of real value to its consumers. It’s time- and energy-intensive to produce such offerings compared to your standard banner ad, but companies who invest in the attention economy are sure to be the ones on top this year.





# INNOVATION TRENDS FOR 2017

## 3. Business – Bottom-up experimentation

Companies are slowly recognising that innovation doesn't always come from carefully incubated Research & Development departments – it can be squeezed out of every pore, from employees on the front line identifying a new technique for dealing with tricky customers to administrative staff finding a different way to manage the office supplies. Switched-on employees put in more hours and exercise more of their creative juices at work every day, while engagement, experimentation and risk-taking can manifest themselves in new products, services and business models – it's a win-win situation for CEOs, but one difficult to achieve. Bottom-up innovation doesn't just 'happen', it needs to be prodded along by management providing the necessary resources – time, money and permission – that will enable employees' ideas to flourish. Google, for example, pioneered 'Innovation Time Off', whereby its software engineers are allowed to spend 20% of their time on pet projects; software company Red Gate introduced 'Down Tools Week', where all employees pause their regular jobs to work on something new; and Innocent, the company behind fruit smoothies and veg pots, host monthly open forums where key financial information is shared with all employees to encourage them to get involved. The principle of 'Expansive Roles', where employees' job descriptions are left deliberately vague, help staff to formulate their own original ideas. Often such projects are precisely the catalyst required to push companies forward, but other times they simply work steadily to create the kind of open work culture that values employees' input.



## 4. Finance – Always connected

The 'Internet of Things' wouldn't have looked out of place in any of the other sectors on this list – it's bubbling away at the helm of the zeitgeist, soon to smash into everything we hold dear, and that includes our finances. Wallets, checkouts and queues could soon be a distant memory as we become increasingly dependent on technology for our day-to-day activities: last March saw American bank Capital One partner with Amazon to allow customers to pay credit card bills through their Alexa home robot; quite literally banking through thin air. Meanwhile, Visa are working on a 4G and GPS connected car, integrated with Visa technology, which will enable drivers to pay for fuel or parking without so much as a second glance. Ericsson predict that as many as 28 billion connected devices could be on the market by 2021, while a survey of bankers conducted by Tata Consultancy Services reported that average company spending on the IoT would grow from \$117.4million in 2015 to \$153.5million in 2018. This could come in the form of wearables – usually smart watches or bands, which 59% of global banking brains expect to become a common payment device within the next two years – or the kinds of home technologies we see above, sales of which grew an eye-watering 343% between 2013 and 2015 and are continuing to soar. Machine-to-machine connectivity enables endless opportunities for sensors to feed information to banks, allowing them to track and analyse the behaviours of their customers and offer the personalised, contextualised service we increasingly demand.



## 5. Labour & Employment – The on-demand workforce

The world's rapid shift towards the 'gig economy' has long provided fodder for business publications, with well-publicised lawsuits such as that of the Uber drivers demands for full-time workers' rights – but the reality is much more far-reaching than angry taxi drivers. Forbes reports that 55 million Americans, 35% of the nation's workforce, were freelancing last year, while Adobe revealed that 56% of workers believe we will all have multiple jobs in future. Freedom, flexibility, balance and the ability to be our own boss is as tempting as ever, so more of us are hunting out one-time, short-term projects that allow us to set our own hours and use our own tools. As the 'side-hustle' mentality gains prominence, the effect on job titles, responsibilities and teamwork looks set to be a major headache for HR staff – but flip the coin and access to the best brains from anywhere in the world provides endless opportunity. The ripples will be felt too in I.T departments, faced with the need to strengthen infrastructure, VPNs, cloud technology and security systems, as well as financial services, who face a mass of 'risky' workers seeking credit without the payslips and contracts that make up the traditional credit safety net. It could be a lucrative business opportunity – particularly for insurance – but there are many hoops to jump before society becomes entirely comfortable with a flood of on-demand workers. There's leverage to be gained for both job seekers and employers if they are able to keep up with the changing tides.



# R&D SNAPSHOT – INNOVATION



**\$680 billion**

Amount worldwide R&D spending among the world's 1000 largest corporate R&D spenders increased to in 2016.

**4.2%**

R&D intensity spiked to an all-time high of 4.2%, last seen in 2005.

**25%**

Companies allocating 25% or more of their R&D budgets to software offerings report faster growing revenues

**8%**

Germany is currently the leading market in Europe by R&D spend with an investment of 8%

**0.04%**

0.04% - growth in global R&D spending



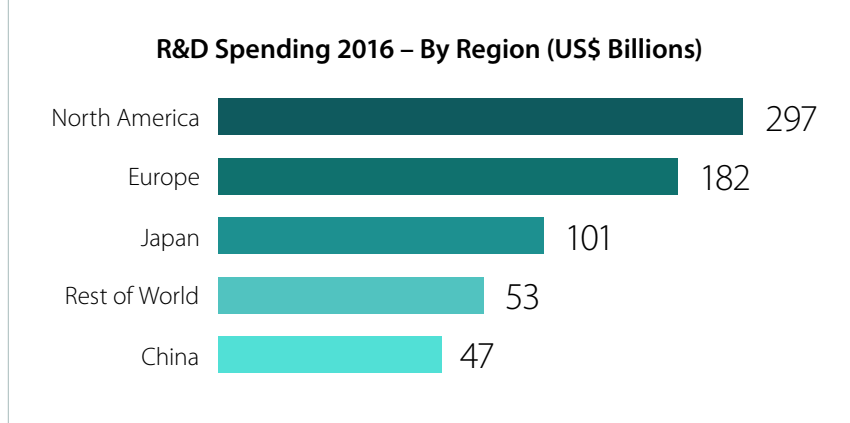
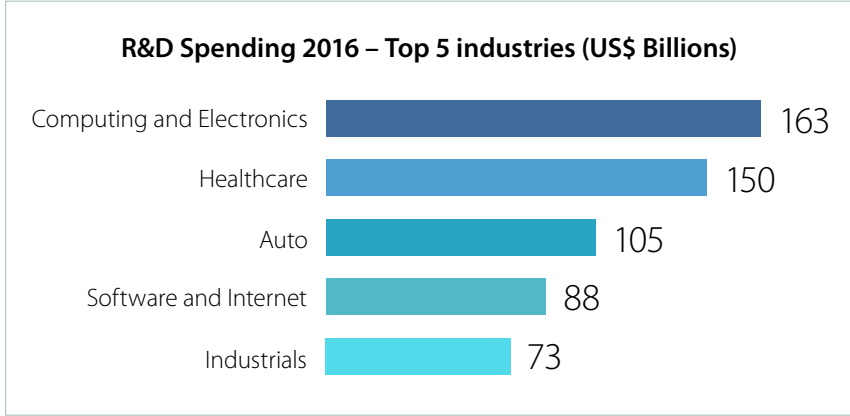
Healthcare the industry that by 2018 will pass Computing and Electronics to become the largest industry by R&D spending

**8th**

UK ranks 8th globally for corporate R&D spending



Apple, Alphabet (Google) and 3M – three most globally innovative companies



Sources: Strategy&, PWC, Global Innovation 1000

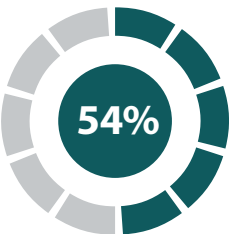
2016 – Top R&D Spenders20

2016 Rank		2015 Rank	Company	Geography	Industry	R&DSpend (\$Bn)*
1	▶	1	Volkswagen	Germany	Automotive	13.2
2	▶	2	Samsung	South Korea	Computing and electronics	12.7
3	▶	7	Amazon	United States	Software and Internet	12.5
4	▶	6	Alphabet	United States	Software and internet	12.3
5	▶	3	Intel Co	United States	Computing and electronics	12.1
6	▲	4	Microsoft	United States	Software and internet	12
7	▲	5	Roche	Switzerland	Healthcare	10
8	▼	9	Novartis	Switzerland	Healthcare	9.5

Five drivers of change in R&D spending allocation:



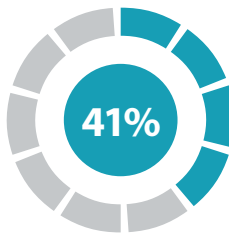
Need to stay competitive



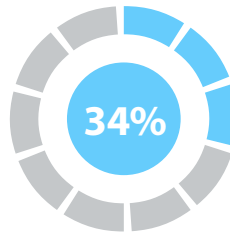
Need to increase revenue



Need to keep up with customer expectations



Need for higher margins



Desire to access untapped markets



# HOW WE CHOOSE OUR WINNERS



## Innovation

This is by far the most important category when awarding a company for *Innovation & Excellence*. With such a broad range of businesses being recognised, we look at each case individually and assess how the team have harnessed more effective processes, products, or ideas in order to: transform their industry for the better, increase profits, and/or offer a more successful service. From inventing new products, to adapting a business model to suit a changing market, innovation is present in many forms and should lead the way in how a company thinks and evolves.

## Products & Services

When it comes to the products and services offered by a business, we look first at whether a company is providing the best in its particular sector or industry in terms of quality, efficiency and delivery. This category is essential in determining if a business is achieving the ‘excellence’ aspect of the award title. We are then concerned with how a company’s products and services are unique from competitors, in what ways they could be considered innovative, and most importantly, how clearly and effectively this information is conveyed to customers on the website.

## Industry Recognition

Our judges value a company’s reputation within its particular industry. We therefore look for any evidence that the business has received professional acknowledgment – be it from national award schemes, relevant industry publications, accredited boards, and even client testimonials. Whilst we expect the business to have the necessary qualifications to carry out its services, we do keep an eye out for any extra recommendations or accredited certificates and/or training which separates the business from the crowd. Our judges also take notice of specific individuals within a company who may occupy impressive credentials and recognitions.

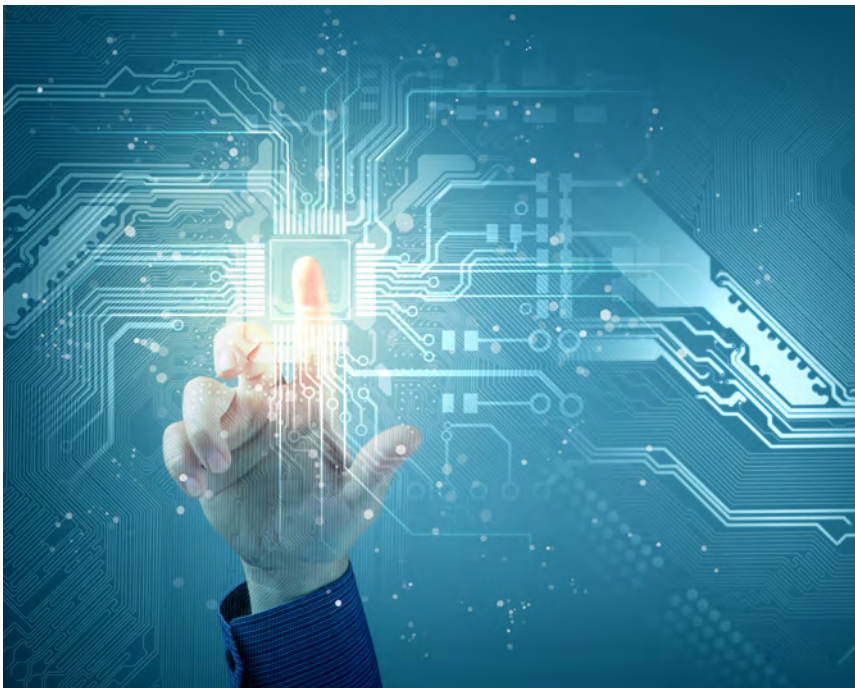


## Use of Technology

The rise of technology is affecting businesses in new and profound ways, with modern devices increasingly assuming the roles once carried out by manpower; workplace processes being made quicker and easier; and methods changing in how businesses connect and interact with customers. The judging panel at Corporate LiveWire is interested in how a company uses technology advancements and innovations for positive gain, be it to maximise productivity, improve communications, keep up with trends or distinguish oneself from competitors.

## Sustainable Development

Sustainability is the key to the future of our planet, and the Corporate LiveWire judging panel are always on the lookout for businesses that place their environmental impact at the forefront of operation, and perhaps utilise some of the latest environmentally friendly innovations. However, sustainability is not just ‘being green’. We look for the deeper implementation of long-term sustainability plans to ensure that as the business grows and develops, it does so in an economical and healthy manner.



## Ethical Practice

At the most basic level, it is the expectation of the Corporate LiveWire judging panel that a business runs ethically and makes a conscious effort to treat employees and other companies with the utmost respect. Establishing a positive working environment where all employees are treated fairly is the key to a creating a successful long-term business, developing a respected reputation within the industry, and gaining loyal customers. Ethics may require the rejection of a route that would lead to the biggest short-term profit; however, in the long run it is the most necessary attribute a business must exhibit in order to be successful and valued.



# HOW WE CHOOSE OUR WINNERS

## Service Excellence

What can often distinguish a business from others providing a similar service is the way in which customers are dealt with. The Corporate LiveWire judging panel pay significant interest to the overall performance of a company in terms of satisfying its clientele. We look into what methods a business has implemented in order to achieve the highest level of customer service, in what ways the team go above and beyond a customer's most basic expectations, and how this has positively impacted the overall productivity and reception of a company. We also take notice of whether a business monitors customer service quality with the view to make improvements.

## Marketing & Branding

Given this category is crucial to the success of a business, we look carefully at the ways in which each company goes about marketing and branding itself. We look for evidence of an effective marketing strategy that is ready to evolve with a changing market or sector; we consider how succinctly a brand ethos or mission is conveyed to customers on a company website; and we look for originality within the brand in comparison to competitors. Our judges believe that a company is more than a logo and a tagline, so we assess how a company has conveyed its deeper philosophy to its clientele, and how well-known the business and its service is to others in the industry.



## Employee Satisfaction

This category goes hand in hand with ethical practice. A business that places ethics and fairness at the forefront of its operation will not only acquire a loyal customer pool, but also guarantee a positive internal working environment where employees are happy, more efficient, more passionate, and committed to the company. We look for companies who regularly issue employee satisfaction surveys addressing topics such as workload, perceptions of management, and resources – thus showing a consistent interest in improving the working environment and employee concerns.



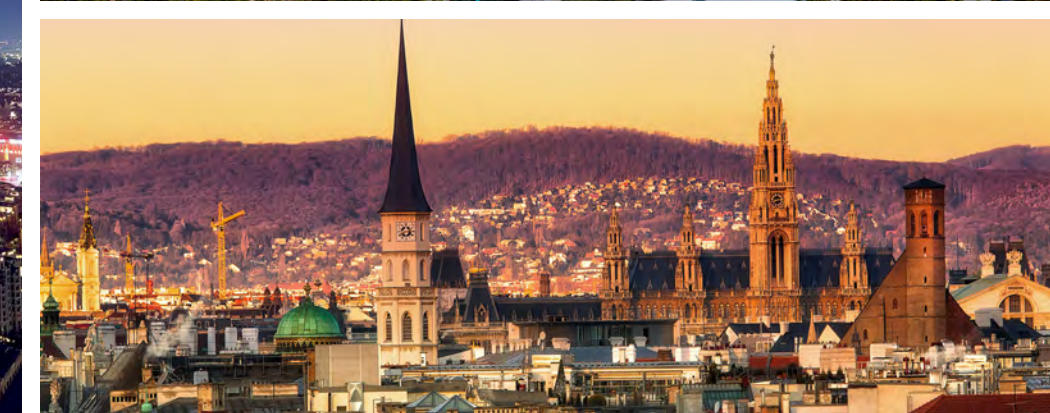
# Excellence







GLOBAL





# GLOBAL

**Best Media Production Company**

TIMELINE for Production & Events

**Excellence in Business Communication Services**

ISIS Papyrus Software

**Excellence in Life Sciences Consultancy**

Makro Technologies

**Excellence in Sustainable Forestry**

Resolute Forest Products

**Global Private Equity & Real Estate Administrator of the Year**

Augentius

**Innovation in Chemical Manufacturing**

CrodaInternational

**Innovation in Clinical Research**

Execu Pharm

**Innovation in Internation Cargo Transportation Solutions**

Air Logistics Group

**Innovation in Urban Planning**

Space Syntax Limited

**Most Innovative VDR Provider**

Merrill Corporation





# BEST MEDIA PRODUCTION COMPANY

## TIMELINE for Production & Events

SAUDI ARABIA



**Bilal Al Attar**

Executive Manager

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*Whilst it is common that clients will want to be given the production values that they have seen in multi-million dollar Hollywood films; their available budgets are, inevitably, much smaller.*



**TIMELINE for Production and Events is an audio-media specialist firm established in 2010. We speak to Bilal Al Attar about how the firm's dedication to their work has ultimately led to their success.**

TIMELINE for Production and Events is a Riyadh-based company that was started by a group of people with great knowledge in these areas, and with a total experience exceeding 150 years. We create audio-visual media for permanent and temporary exhibitions for a range of clients including, museums corporate visitor's centres, product launches, conventions, awards ceremonies and meetings. In addition to this we also create corporate documentaries, commercials, and infographic animations for our commercial client base.

Whilst our firm is a relatively young company, our regular contact with international production companies, many of whom now rely on us to deliver into their workflow, has helped us to raise the standard in the industry, both in terms of creativity and technology. Our philosophy is quite simple, to lead the local field in our application of 'best practice' as defined by the global industry. In short, we strive to be the best and most reliable production resource in the region. To ensure this we always endeavour to provide our clients with a service tailored to their needs which also reacts to industry changes.

The media industry in Saudi Arabia is growing exponentially as smartphones, tablets and the internet demand the delivery audio-visual content. In this technological driven world, video has become a language that delivers messages quickly and succinctly. This proliferation means that audio-visual media, especially with the freedom that global social networking now allows, is a powerful tool in the influence and perception of national and world events. We understand that strict legislation, with clear guidelines, are important for our national, regional and cultural security.

As such TIMELINE takes a responsible role in the delivery of media, and provides many foreign production companies, which have the opportunity to work in the region, with local production management services, helping them to deliver their programmes within the region's cultural and legal framework, without inadvertently transgressing local laws or cultural norms. This helps us to ensure our clients receive the best possible service.

Another key factor in this is ensuring that we manage our clients' expectations. Whilst it is common that clients will want to be given the production values that they have seen in multi-million dollar Hollywood films; their available budgets are, inevitably, much smaller. In order to be truly successful, a production





# BEST MEDIA PRODUCTION COMPANY

## TIMELINE for Production & Events

SAUDI ARABIA

company should work with its clients through a process of scripting and storyboarding, to ensure that they deliver affordable production values that meet their clients' initial determined objectives.



The video and events industries have not changed in terms of the basic rules that make for good productions and presentations, however the technology that we use to produce our content evolves almost daily. Therefore, we work hard to keep up to date with the latest developments. In a decade, standard definition video has moved to High Definition, and on to 4K resolution. At TIMELINE, we now regularly shoot at 6K, and 8K.

We also have a network of international partners that we can call on in the event of ever being challenged with something beyond our understanding. So far; we have never had to do that, but we're looking forward to, and prepared for the challenge if and when it might arise.

At TIMELINE, we believe that the first measure of success is to run a business that is profitable and stable. As such; we measure our success by our ability to deliver world-class production values to our clients, whilst remaining a profitable and functioning business.

As any person in business management will know, this is not as easy as it might sound. One needs to have the skill to evaluate fluctuating demand; and not to commit the business to increased overheads, in response to a sudden surge in workload. Stability is the key and that takes experience.

However; there are other indicators by which we gauge our success. One that we pride ourselves in is the number of local and international clients that return to TIMELINE over and over again.

This repeat customer, is mainly due to our high standard of client care, which we ensure by always hiring employees who are dedicated to quality and service. When hiring staff, we look for employees that are career, rather than job, minded, as they tend to be more dedicated and looking for a long-term role. These people must be prepared to work long hours, with great passion, for the reward of creating programmes or events that, at the outset, were often little more than vague ideas.

In addition to implementing a careful recruitment policy; we are also selective about the clients we take on. We look for clients that understand that our business is process-based, and that one can only get back what one puts in. We work with our clients to deliver the best value for money, at the leading edge of technology and creativity.

While 2016 was the year that live video made its mainstream debut on social media networks, 2017 will be the year that it truly blossoms. The raw, interactive medium is attractive for brands, publishers and consumers as it allows for an unfiltered and real

## TIMELINE for Production & Events

SAUDI ARABIA



experience. Looking to the future, our industry is faced with many issues in the coming years as audio-visual media applications become more ubiquitous. The industry is, probably, one of the fastest evolving industries in the world. Doubtlessly new technologies, such as VR and AI, will start to become affordable and acceptable mainstream ways of communicating.

This exponential growth presents huge potential commercial opportunities, it does bring the challenge of client expectations into focus. For instance, although we can now shoot and edit a video on our smartphones, we can also shoot it on a Red Rocket at 6K and edit it on a professional editing system, with a famous actor narrating the piece, and an original

composed and performed music score. The two will, obviously, be miles apart in quality, but our challenge will be to convince clients that the latter option is the better one, if it is better suited to meeting their requirements.

With specific regards to our company, the future looks bright as we have a number of upcoming projects which will provide us with many exciting new opportunities.



## EXCELLENCE IN BUSINESS COMMUNICATION SERVICES

### ISIS Papyrus Software

GLOBAL



#### Annemarie Pucher

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*Corporate LiveWire further applauded the Papyrus OMNI Channel, which was recognised on a national scale when it was a finalist in the ACORD Insurance Innovation Challenge; the Corporate LiveWire team particularly liked its real-time interactive two-way communication system*



ISIS Papyrus Software enables business applications for digital transformation, operational enhancement and customer engagement in an omnichannel world. From insurance and banking, to utilities and telecom, reaching as far as government and service providers, Papyrus technology is supporting service-oriented organisations worldwide in improving customer operations. Their work thereby enables business and technical teams to more effectively integrate, interact and innovate for real-world results.

Papyrus solutions have key capabilities in customer communication management and business document output, adaptive case management and intelligent capture. They are created and utilised by business teams and knowledge workers responsible for improving business process and communication across departments, systems, functions and geographies.

Papyrus is a new breed of software that has evolved into a flexible business application platform natively designed to empower business users securely across the enterprise on desktop, browser and mobile devices, linking to social platforms and running in the Cloud. The unique power, flexibility and business model of Papyrus combine to allow enterprise teams to choose where to improve, whom to empower and how to scale, providing ownership and internal

knowledge and tools to create and enhance business applications with reduced dependence on IT.

ISIS Papyrus Software impressed the team at Corporate LiveWire with its holistic services in business communications. As we enter an increasingly digital age, it is all the more important that businesses are able to interact with their customers and clients on every platform. Corporate LiveWire commended the strong performance of the Papyrus platform in how it enables a business to be digitised through its online channels; compatible with both desktop systems and mobile, the online channel is managed by the customer's expert business team and fully integrates with backend data and systems already in place.

Corporate LiveWire further applauded the Papyrus OMNI Channel, which was recognised on a national scale when it was a finalist in the ACORD Insurance Innovation Challenge; the Corporate LiveWire team particularly liked its real-time interactive two-way communication system, as well as its ability to span across outbound and inbound communication channels to provide each user with an end-to-end service.

## EXCELLENCE IN LIFE SCIENCE TECHNOLOGY

### DDi

GLOBAL



#### Mahesh Malneedi

President & Co-Founder

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*DDi is constantly upgrading out of conventional processes by developing innovative solutions that facilitate real-time decision making, risk based monitoring, oversight/governance, central statistical monitoring, and key analytics.*



Makro Group, the parent company of DDi, has over two decades of experience in running a life sciences consultancy. Although DDi began seven years ago, it carries with it the legacy and maturity of this experience. DDi has its headquarters in New Jersey but has since spread its operations to USA, UK, Germany, Singapore and India. As such it is well positioned to meet the demands of an expanding product portfolio and the needs of worldwide clients, as well as understanding the demands of an increasingly competitive market. DDi has created a portfolio of products in the fields of clinical development and regulatory/compliance. By focusing on "smart" features, DDi is able to offer cost-effective and robust IT products to global companies.

Innovation is the key to any industry, particularly where the patient is at the centre of the work. DDi is constantly upgrading out of conventional processes by developing innovative solutions that facilitate real-time decision making, risk based monitoring, oversight/governance, central statistical monitoring, and key analytics.

Our panel of expert judges were impressed with DDi's sole focus on development, with a series of strategies aiming to expand the current products into other territories and applying their analytics

solution effectively also on the commercial side. They demonstrate excellence by thinking innovatively and utilising functional domain well, as well as significantly lowering data costs per patient.

DDi's technology deals with massive data collected from multiple systems, posing the great challenge of maintaining data integrity and correctness. With a series of policies, processes, standards and tools in place, DDi are able to successfully manage their critical data. A move towards standardising the data and incorporating checks and balances sees that incorrect data is prevented from entering their system and so DDi are able to offer insightful reports in a meaningful way, with correct metadata and mapping that ensures the data flow from source to destination is seamless and presented with utmost accuracy. Indeed, companies need the best IT systems and tools to manage their research and development, and DDi focuses on this highly specialised area, offering e-clinical products and solutions that enable clinical research and trial designs to work with high computing power and analysis.



# EXCELLENCE IN SUSTAINABLE FORESTRY

## Resolute Forest Products



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info@resolutefp.com



*Maintaining a competitive edge as a global leader in the forest products industry requires tremendous dedication, a strong work ethic and a solid team effort based on a common culture and four core values: work safely, be accountable, ensure sustainability and succeed together.*



Resolute Forest Products is committed to integrating profitability with sustainability. This is reflected in the company's vision and values, and in the way it conducts business every day. Maintaining a competitive edge as a global leader in the forest products industry requires tremendous dedication, a strong work ethic and a solid team effort based on a common culture and four core values: work safely, be accountable, ensure sustainability and succeed together. These values influence everything Resolute does and help ensure the company's continued growth and success.

The company owns or operates over 40 pulp, paper, tissue and wood products facilities in the United States, Canada and South Korea, as well as power generation assets in Canada and the United States. Resolute is a global leader in the forest products industry with a diverse range of products, including market pulp, wood products, tissue, newsprint and specialty papers. In fact, it is the biggest volume producer of wood products east of the Rockies, the third largest in North America for market pulp, the number one producer of newsprint in the world and the largest in North America for uncoated mechanical papers.

The Montreal-based company works hard to balance the three pillars of sustainability – environmental,

social and economic – to become not only a more efficient company, but a better employer, a stronger partner for customers, and more deeply engaged in its many operating communities. Engaging and building productive working relationships with stakeholders is also at the core of Resolute's commitment to being a responsible and responsive company.

Over the past several years, Resolute has attracted a great deal of North American and global recognition and awards linked to overall sustainability leadership and accomplishments. Highlights include: 100% sustainable and responsible forest management certification; 100% chain of custody certification; world-class safety performance [2015 OSHA rate of 0.66]; ongoing reductions in environmental incidents [a reduction of 55% in 2015 compared to the 2014 baseline]; an impressive 71% reduction of greenhouse gas (GHG) emissions since year 2000; and a continued expansion of consultative and commercial partnerships with Canada's First Nations peoples.

Resolute Forest Products is proud of the many achievements over the years and attributes its continued success to the hard work of its 8,000 employees and their commitment to building the Resolute of the future.

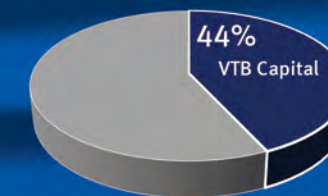
GLOBAL



## #1 INVESTMENT BANK IN RUSSIA



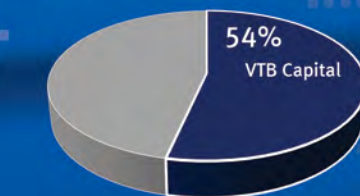
### #1 in M&A: Russia, CIS, CEE, India



### #1 IN ECM: RUSSIA, CIS



### #1 IN DCM: RUSSIA, CIS, CEE



www.vtbcapital.com

\* Market share as per Thomson Reuters deal making in Russia 2016 FY results

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## THE AMERICAS





# THE AMERICAS

## ANTIGUA AND BARBUDA

**Banking CEO of the Year**  
Sasha Stuart-Young

## ARGENTINA

**Excellence in Tax Consultancy**  
EY

## CANADA

**Best in Commercial Insurance Law Services**  
Mary Jane Stitt Professional Corporation

**Best in Construction Safety Management**  
Quality Concrete Inc.

**Best in Medical Software Development**  
CardioCommSolutions,Inc.

**Boutique Law Firm of the Year**  
Resolve Legal Group

**Excellence in Sustainable Forestry - Global**  
Resolute Forest Products

**Innovation in Carbon Capturing Services**  
CO2 Solutions Inc.

**Innovation in Digital Asset Management**  
Media Valet

**Innovation in Urban Architecture**  
Lanterra Developments LTD

**Most Innovative Architectural Firm**  
Kearns Mancini Architects Inc.

## CANADA

**Most Innovative Software Development Firm**  
Konverge

**Personal Injury Law Firm of the Year**  
Klein Lawyers LLP

**Retail ERP Platform of the Year**  
CellSell®

**Scientific Cosmetic Manufacturer of the Year**  
Lucas Meyer Cosmetics

**Security Solutions & Training Firm of the Year**  
Paragon Protection LTD

**Sustained Excellence in Emergency Management**  
SB Crisis Consulting

## LATIN AMERICA

**Most Outstanding Development Bank**  
CAF Development Bank

## UNITED STATES

**Best in Film Consultancy**  
Film Bridge International

**Best Multimedia Publishing Company**  
Bytes of Learning Incorporated

**Best Telecom Procurement Process – Telibid™**  
Teligistics

**Excellence in Dispute Resolution**  
Business Litigation Associates

## UNITED STATES

**Excellence in Life Sciences Consultancy**  
Makro Technologies

**Excellence in Professional Education**  
Gearty & Mc Intyre

**Excellence in Risk Management**  
STAR Finance Group

**Most Innovative Life Coaching Products & Services**  
Order Out of Chaos

**Sustained Excellence in Mergers & Acquisitions**  
Cornerstone Business Services Inc.

## ARIZONA

**Excellence in Corporate Interior Design Services**  
Krause Interior Architecture Inc.

**Excellence in Tax Law Services**  
Woolston & Tarter

**Innovation in Oral Healthcare**  
Rowpar Pharmaceuticals

**Innovation Luxury Travel Solutions**  
Ice Enterprise

**Law Firm Marketer of the Year**  
The Rainmaker Institute

**Most Outstanding in Education**  
HeliosEducationFoundation

**Private Water Utility of the Year**  
GWR Global Water Resources Corp

## ARKANSAS

**Innovation in Healthcare Software Solutions**  
SOAPware

## CALIFORNIA

**Best in IP Asset Advice Services**  
Cerian Technology Ventures , LLC

**Boutique Marketing Firm of the Year**  
Bop Design

**Ergonomics Consultant of the Year**  
Charissa Shaw

**Excellence in Cross Border Financial Services**  
Screen Capital International

**Excellence in Customer Engagement Solutions**  
Avaya Ecs Ltd.

**Excellence in Herbal Medicinal Products Supplying**  
Shen Clinic

**Excellence in Personal Financial Guidance**  
CDR CPA, Inc

**Graphic Designer of the Year**  
Ron Kipnis

**Innovation in Biomedical Sciences**  
Ardea Biosciences

**Innovation in Electronics Manufacturing Materials**  
SBA Materials Inc.

**Innovation in Fresh Food Services**  
Mann Packing



# THE AMERICAS

## CALIFORNIA

**Innovation in International Transfer Pricing Law**  
DLAPiper

**Innovation in Medical Engineering**  
Fallbrook Engineering Inc

**Innovation in Renewable Energy Generation**  
SOLARRESERVE

**Innovation in SAAS Solutions**  
SmartUtilitySystems

**Innovation in Virtual Tour Services**  
Cyber View 360

**Luxury Food Retailer of the Year**  
Tea Room

**Marketing CEO of the Year**  
Lindsey Carnett

**Vineyard of the Year**  
Honig Vineyard & Winery

## COLORADO

**Best in Signage Services**  
The VISUAL Edge Signs & Design, Inc.

**Contemporary Art Gallery of the Year**  
Walker Fine Art

**Excellence in Specialist Prototype Manufacturing**  
JPM Prototype

**Innovation in Thermodynamic Profiling Solutions**  
Radiometrics Corp

## COLORADO

**Innovation in Waterline Treatment Solutions**  
Sterisil, Inc

## CONNECTICUT

**Best in Resume Writing Services**  
Professional Resume Plus

**Innovation in Asset Management**  
Fifth Street Management LLC

**Innovation in Retail Experiences**  
Reality Interactive LLC

## FLORIDA

**Best in Healthcare Technology Solutions**  
Citra Health Solutions

**Best in Luxury Hotels**  
Ritz-Carlton-Sarasota

**Excellence in Corporate Event Planning Services**  
Vibe Agency

**High Performance Adhesive Manufacturer of the Year**  
Hernon Manufacturing

**Innovation in Assessment Technology**  
Assessment Technologies Group

**Medical Center of the Year**  
Borinquen Health Care Center Inc

**Real Estate Broker of the Year**  
Michael Saunders





# THE AMERICAS

## GEORGIA

### Best in Compost Selling Services

Longwood Plantation-Organic

### Best in IT Consultancy Services

Virtue Group

### Excellence in Business Support & Economic Development

Burson Center

### Private Equity Investment Firm of the Year

EDGPartners

## IDAHO

### Brand Marketing Firm of the Year

Oliver Russell & Associates LLC

## ILLINOIS

### Business Law Firm of the Year

Handler Thayer LLP

### Excellence in Specilaist Cooking Equipment

Engelbrecht Grills & Cookers

### Excellence in Video Production

Grindstone Productions Inc

### Innovation in Content Delivery Platforms

Didgebridge LLC

### Innovation in Hearing Aid Solutions

Beltone Hearing Aid Center

### Innovation in Skin Care Products

Jindilli Inc

## ILLINOIS

### Innovation in Specialist IT Solutions

ITsavvy

### Innovation in Sports Technology

JumpForwardLLC

### Innovation in Technology Management Services

CrossCom

### Sustainable Design Architectural Firm of the Year

MYEFSKI ARCHITECTS, INC.

## INDIANA

### Excellence in Industrial Automation Services

Gasper Engineering

## KANSAS

### Oncology-Focused Pharmaceutical Company of the Year

It-Stewardship LLC

## MAINE

### Residential Telecommunications Provider of the Year

Axiom Technologies LLC

## MARYLAND

### Best in Children's Community Services

Casey Cares

### Best in Financial Executive Recruitment

Diggs Executive Search

## MASSACHUSETTS

### Business Hotel Group of the Year

Grissini

### Innovation in Braille Technology Research

National Braille Press Inc

### Innovation in Corporate Data Solutions

Dynamic Intranet

### Innovation in Data Provision

Avention, Inc.

### Innovation In Securities Litigation Recoveries

DIVIDEX

## MICHIGAN

### Excellence in Immigration Law

Fakhoury Global Immigration, United States

### Excellence in Legal Malpractice Law

Gerald H Acker Law Offices

### Excellence in Real Estate Law

Brown Powers, PLLC

### Excellence in Strategic Technology Solutions

SJA Solutions

### Innovation in Custom Manufacturing

New Unison Corp

### Innovation in Energy Efficient Construction

Cech Corp

## MINNESOTA

### Best in Refugee Housing Services

Shelter For Life International Inc

### Excellence in Deafblind Policy Solutions

Minnesota Deaf, Deaf Blind and Hard of Hearing Minnesotans Commission

### Excellence in Leadership Development Consultancy Services

Brunzell Consulting

### Innovation in Autism Therapy Services

Minnesota Autism Center

### Innovation in Strategic Business Development Services

Studio503

## MISSISSIPPI

### Innovation in Cross-Media Advertising

Omega Group

## MISSOURI

### Thermoplastic Manufacturer of the Year

Zone Reed Industries

## NEVADA

### Innovation in Wireless Communication Technology

Scheelite Technologies

## NEW HAMPSHIRE

### Funeral Home of the Year

Phaneuf Funeral Homes and Crematorium





# THE AMERICAS

## NEW JERSEY

**Excellence in Energy Bill Payment Services**

Energy Solve

**Excellence in Investment Management Executive Recruitment**

MJE ADVISORS

**Innovation in Specialist Professional Training**

TITAN Business Development Group, LLC

**Innovation in Wastewater Treatment Solutions**

OrganicaWater

**Portfolio Management Firm of the Year**

Cur Alea Associates LLC

## NEW MEXICO

**Best in Vehicle Detailing Services**

Extreme Mobile Detail

**Innovation in Specialist Communication Services**

Sacred Wind Communications, Inc.

## NEW YORK

**Best in Audio Retrieval Services**

Trusted Data Solutions, LLC

**Best in Business Plumbing Services**

Blue Water Plumbing

**Best in Engineering Promotion Services**

American Society Of Mechanical Engineers

**Boutique Executive Search Firm of the Year**

Careers On The Move

## NEW YORK

**Excellence in Care Management**

Seniorlife

**Excellence in Cross-Border Transaction Law**

Jun Wang

**Excellence in Event Staffing Solutions**

All Aces Promotional Staffing, Inc.

**Excellence in Insurance Services**

USI Insurance Services

**Excellence in Investment Recruitment**

Ridgetop Research LLC

**Excellence in Process Improvement Consultancy**

Pitagorsky Consulting

**Excellence in Sales & Marketing Consultancy Services**

Frumerman & Nemeth Inc.

**Excellence in Silverware Manufacturing**

D W Haber & Son

**Innovation in Communication Strategy**

Communication Strategy Group

**Innovation in Event Experiences**

David Beahm Designs

**Innovation in Insurance Distribution**

BOLT Solutions, Inc.

**Innovation in Private Equity Investment**

Delos Capital

**Recording Studio of the Year**

John Kilgore Sound & Recording



# THE AMERICAS

## NEW YORK

**Software Quality Assurance Firm of the Year**  
QA Mentor, Inc.

## NORTH CAROLINA

**Trade Show Display Creator of the Year**  
Apple Rock Advertising & Promotion

## OHIO

**Childrens Publishing Company of the Year**  
Twin Sisters Productions LLC

**Excellence in Basement Finishing Services**  
Buckeye Basements, Inc

**Excellence in Event Entertainment**  
PCI Entertainment, Inc.

**Most Innovative Packaging Design Company**  
Innovative Labeling Solutions

## OKLAHOMA

**Excellence in Liberal Arts Education**  
Oklahoma Baptist University

## OREGON

**Innovation in Digital Marketing Services**  
Anvil Media

**Innovation in Fostering Solutions**  
Bridge Meadows

## PENNSYLVANIA

**Best in Budget Hotels**  
Hampton Inn-Warren

**Best in Low Income Community Support Services**  
Consumer Credit Counseling Services

**Excellence in Corporate Event Marketing**  
Corporate Dimensions LTD

**Excellence in Educational Fund Provision**  
Grable Foundation

**Excellence in Regulatory Compliance Legal Services**  
Cipperman Compliance Services

**Innovation in Release of Information Services**  
MRO Corp

## RHODE ISLAND

**Excellence in Family Illness Support Services**  
Ronald Mc Donald House

## SOUTH CAROLINA

**Excellence in International Logisitics**  
Wm T Burnett

**Innovation in Spirit Distilling**  
Terressentia Corp

## TENNESSEE

**Best in Architecture Design Services**  
Archimania

## TENNESSEE

**Excellence in Construction Management**  
DF Chase

**Excellence in Real Estate Brokerage**  
Amanda Bell At Home Realty

## TEXAS

**Best Female-Led IT Company**  
NAJMTEK

**Best in Real Estate Investment Services**  
Pat Davis Properties

**Excellence in Adult Education Services**  
Comal Independent Sch District

**Excellence in Architectural Design**  
CKG Architecture Inc

**Excellence in Business Communication Services**  
ISIS Papyrus Software

**Excellence In Cast Stone Manufacturing**  
Stone Origins Inc

**Excellence in Computer Hardware Manufacturing**  
Virtex Assembly

**Excellence in Financial Management**  
Smart Group Houston

**Innovation in IT Marketing Consultancy**  
TriDigital

## UTAH

**Furniture Retailer of the Year**  
Alice Lane Home Collection

**Nutritional Product Manufacturer of the Year**  
Zija International

## VIRGINIA

**Best in Event Entertainment**  
Mark Sonder Productions Inc

**Best in International Poverty Relief Services**  
World Hope International Inc

**Best in Revenue Growth Acceleration**  
Blue Ridge Partners

**Business Standards Authority of the Year**  
BSI Group Americal nc

**HVAC Contracting Company of the Year**  
Comfort Systems Of Virginia, Inc.

**Innovation in Specialist IT Services**  
TRI-COR Industries, Inc. (TCI)

**Most Innovative Media/PR Start Up**  
DC Media Connection LLC

## WASHINGTON

**Excellence in Automotive Training**  
Rlo Training

**Innovation in Bicycle Storage Solutions**  
Bikelid LLC



# THE AMERICAS

## WASHINGTON

### **Innovation in Specialist Digital Imaging**

Core Medical Imaging

### **Innovation in Web Design Services**

Wilford Design

## WASHINGTON DC

### **Best in IP Strategizing Services**

Fiala & Weaver PLLC

### **CEO of the Year**

Brian F. Keane - SmartPower

### **Excellence in Providing Sustainable Housing Opportunities**

Housing Counseling Services Inc

### **Excellence in Real Estate Services**

Aroli Group LLC

### **Innovation in Enterprise Architecture**

U.S. Department of Energy

### **Innovation in Female Healthcare Campaigns**

White Ribbon Alliance for Safe Motherhood

### **Most Innovative Travel Payment Platform**

UATP

### **Strategic Communications Firm of the Year**

Penn Good & Associates

## WISCONSIN

### **Excellence in Thermal Engineering**

Phoenix Nuclear Labs LLC





# BEST IN MEDICAL SOFTWARE DEVELOPMENT

## CardioComm Solutions

CANADA



**Etienne Grima, M.Sc., C.H.E.**

Chief Executive Officer  
 www.cardiocommsolutions.com  
 +1 416 977 9425 ext 227  
 egrima@cardiocommsolutions.com

CardioComm Solutions is a Toronto-based company which specialises in developing, selling and marketing medical software and devices. CardioComm Solutions is uniquely positioned in this industry, as it is FDA cleared, ISO certified and Health Canada/CE approved; in addition to this, CardioComm Solutions owns all its own source code used to create its software unlike its competitors, who typically acquire source code licenses.

CardioComm Solutions’ specialises in engineering the software for computer based ECGs – these recordings of the heart are amongst one of the most common diagnostic tests performed, thereby it is essential that the technology and software used to assess this is efficient and cutting-edge.

CardioComm Solutions’ work has enabled the use of new medical devices and communication portals; these innovative designs utilise internet and cellular based technologies for the recording, transmission and viewing of ECGs.

The Company’s excellent, pioneering work in this field is lead by their CEO, Etienne Grima. With over 22 years of experience in basic and clinical research administration, business development and strengthening corporate performance, Etienne is able to use this prior knowledge when overseeing operational and financial performance, and shrewdly pinpoint the next move.

The team at Corporate LiveWire admired the recent developments CardioComm Solutions has made in releasing commercial technologies; indeed, as of 2013 CardioComm Solutions is one of a very few companies that services both medical and commercial markets internationally. The judges recognised CardioComm Solutions foray into wearable technology, evidenced through the planned introduction of their Heartcheck™ EKG wristband for Apple and Android smartphones. Importantly Corporate LiveWire appreciated how CardioComm Solutions efforts will help consumers benefit from access to credible Medical-Wellness products at a lower cost when compared to other, similar products from competitors at from Samsung, Apple and Fitbit. Corporate LiveWire further admired their continued expansion into M-Health markets with their new ECG monitoring license and co-marketing agreement that was finalised in June 2016.

CorporateLiveWire also recognises CardioComm Solutions’ innovative engineering efforts to ensure all different HeartCheck™ devices will seamlessly connect with CardioComm Solutions’ SMART Monitoring ECG reading service allowing users access to their ECG recordings as well as physician access to perform ECG reviews at the request of the user, allowing healthcare professionals to access and manage patient information whenever necessary, in a safe and reliable environment.



# RETAIL ERP PLATFORM OF THE YEAR

## CellSell®

CANADA



**Ron Moss**

Chief Executive Officer  
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 ron.moss@cellsell.com

*CellSell® impressed our panel of expert judges for a number of reasons, including its patented technology that allows wireless retailers to increase their checkout capacity at the register and its highly configurable system architecture, which ensures the transparent flow of accurate and auditable corporate finance information directly from the point-of-sale sales floor.*



“CellSell® is a Thin Client Retail ERP Platform, designed specifically to meet the dynamic needs of retailers of cellular phones, wireless devices, and telecommunications products and services of all types and sizes. CellSell® supports all aspects of store operations and features integrated Patented Technology that eliminates the rekeying of cellular telephone service subscriber data with wireless carrier websites at the point-of-sale checkout and cost-effectively bridges the gap between disparate carrier, dealer, agent retailer systems and subscriber activation processes to increase POS checkout capacity, make existing employees more effective, improve the customer’s in-store experience to build retailer competitive advantage, better bottom line performance and rapid ROI.

CellSell® provides strong financial controls by combining the real-time point-of-sale data from the sales floor, with an unalterable General Ledger audit trial to deliver timely Profit and Loss Financial Statements that accurately detail the revenues, costs and expenses incurred. CellSell® integrates, consolidates and coordinates all the resources, information, and activities needed to perform wireless industry specific operations such as electronic reconciliations and calculations of commissions, and hardware subsidies. CellSell® offers integrated CRM and SMS as well as built-in OLAP Business Intelligence

reporting and remote Android®, iOS® and Windows® tablet-based mobile computing.

Originally introduced in Canada in 1991 as an on-premises ERP business application, the latest generation of CellSell® Systems are available via Private Cloud and Software as a Service (SaaS) Based Cloud licensing and delivery models and CellSell® is notably the most time-tested and proven, wireless retail industry ERP platform on the market.”

For any wireless retailer looking to improve operations or looking for a better complete application to manage their business, CellSell® is the obvious choice. It impressed our panel of expert judges for a number of reasons, including its patented technology that allows wireless retailers to increase their checkout capacity at the register and its highly configurable system architecture, which ensures the transparent flow of accurate and auditable corporate finance information directly from the point-of-sale sales floor, immediately providing management with critical insight as to the viability of their revenue models. It is invaluable in business, and the general ledger and financials are so well integrated with the accounts receivable and inventory features that companies can track their overall profitability and performance right down to the sales associate and sub-agent level in real time.



SCIENTIFIC COSMETIC MANUFACTURER

Lucas Meyer Cosmetics

CANADA



**Isabelle Lacasse**  
Global Marketing Director  
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info@lucasmeyercosmetics.com



*Lucas Meyer Cosmetics design and market award winning active ingredients, functional ingredients, Australian botanicals and delivery systems.*

Lucas Meyer Cosmetics is a market leader in the field of innovative ingredients for the cosmetic and personal care industry; designing and marketing award-winning active ingredients, functional ingredients, Australian botanicals and delivery systems. The Lucas Meyer Cosmetics team is comprised of scientists, sales and marketing professionals located in Canada, France, Australia, Singapore, China and the US.

Lucas Meyer Cosmetics active ingredients are designed to maintain the body’s natural reactions, strengthen its defences against environmental aggressions, delay the signs of ageing, and address other contemporary cosmetic challenges. They offer a sophisticated line of natural products, from marine and botanical sources, containing biomimetic peptides and biotech active ingredients.

The company believes functional ingredients should deliver much more than texture, skin feel or product performance—in new-generation cosmetics, they are expected to be fully part of the active system of the formulae. Lucas Meyer Cosmetics focuses on the development of senso-active and biocompatible emulsifiers and gelifying agents.

Corporate LiveWire chose to honour Lucas Meyer Cosmetics with the award for ‘Scientific Cosmetic Manufacturer of the Year’ due to the company’s

range of versatile cosmetic offerings. This assortment is complemented with the company’s series of scientific, technical, marketing, formulation and regulatory support services to provide clients with a holistic approach to their cosmetic range. The panel of judges further appreciated Lucas Meyer Cosmetics evident commitment to their customers, which is also testament through the team’s core values; stressing energy, competence and professionalism, the team strive to unlock the full potential of each ingredient, and are able to assist the manufacturers with the different stages of their product development - from the design of new product concepts to the first production batches.

The company’s phospholipids-based delivery systems provide technical vectors to increase the efficacy and stability of active ingredients. Lucas Meyer Cosmetics offer the most effective and tolerated encapsulation solutions.

Southern Cross Botanicals has unlocked the vast potential of Australian mega-biodiversity in many different forms: unique super-fruit extracts, original complexes, plant oils brimming with antioxidants and essential fatty acids, rare and precious essential oils, and more. The company uses a wide variety of extraction processes to obtain the most potent elements of each plant and meet strict formulation specifications.



EXCELLENCE IN PROFESSIONAL EDUCATION

Gearty & McIntyre, LLP, CPA

USA



**Timothy F. Gearty, CPA, MBA, JD, CGMA**  
Partner  
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*Among the more noteworthy positions that Tim holds, he is the Editor-in-Chief for the world’s largest CPA training program, the Becker CPA Review Course.*

Tim Gearty is a partner in Gearty & McIntyre, LLP, CPA, which he founded in 1981. The firm has developed a reputation as a specialist in business advisory services, litigation support and forensic accounting. Tim is a nationally recognised expert and speaker on a variety of accounting, tax, audit and business topics. Many Fortune 500 companies as well as many national associations regularly feature Tim as their keynote speaker. Among the more noteworthy positions that Tim holds, he is the Editor-in-Chief for the world’s largest CPA training program, the Becker CPA Review Course.

In addition to his editorial leadership, Tim is also their National Lead Instructor, and his taped lectures have been shown in over 325 locations throughout the world. Tim has frequently been called upon over the past thirty five years to present accounting, tax, auditing and business topics to large groups, organisations, and corporations, accounting firms and in legal proceedings.

Tim is a member of the American Institute of Certified Public Accountants. He is also a member of the New Jersey Society of Public Accountants and has been a trustee of the organization. Tim is also a member of the New Jersey and American Bar Associations. Tim holds a Bachelor of Science in Accounting from Fairleigh Dickinson University,

and both a MBA in Finance and Law Degree (JD) from Seton Hall University. He has been recognized by the national publication, Accounting Today, as one of the “Top 100 Most Influential People in the Accounting Profession.”

Our team of judges have awarded Tim the Excellence in Professional Education award for 2017 for his influence in training tens of thousands of young accountants and coaching them through their notoriously difficult Certified Public Accountants exam. As one of the narrators of the CPA exam preparation class lectures, he is known for his thoroughness in explaining the plethora of accounting terms and concepts to students, bringing years of both real-world and classroom experience to his lectures. He helps accounting professionals stay ahead of new regulations, rules and best practices and has taught at a multitude of levels.





EXCELLENCE IN TAX LAW SERVICES

Woolston & Tarter, P.C.

PHOENIX, AZ, USA



Tim A. Tarter

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Tim A. Tarter is president of the U.S. law firm Woolston & Tarter, P.C. Mr. Tarter previously served as an IRS Senior Attorney and as a Special Assistant United States Attorney. Mr. Tarter’s national tax dispute resolution practice focuses on all aspects of IRS audit defence, IRS administrative settlement negotiations and U.S. Tax Court litigation, including criminal and international tax matters. Mr. Tarter resolves disputes in all three Federal tax forums: U.S. Tax Court, Federal District Courts, and the U.S. Court of Federal Claims. Most recently, he and Kacie Dillon of the firm lead their trial team in the Avrahami case, the first micro-captive (831(b)) insurance case litigated in U.S. Tax Court. Recently named by Captive Review magazine as an Enterprise Risk Captive Pioneer, Mr. Tarter and his firm are taking the lead role in defending captive insurance companies from IRS attack.

Woolston & Tarter focuses on satisfying the needs of its clients in the areas of U.S., international and state tax dispute resolution, audit planning, and litigation (including criminal tax defense). We have chosen to give Tim Tarter an award of excellence because of his significant experience both privately and in government, as well as his commitment to the field – he publishes regularly in leading tax publications and is a frequent speaker at tax conferences. He is exceptionally experienced with regard to complex tax issues, while his knowledge and contacts give

him an advantage, particularly in working with the IRS. He always balances enthusiastic advocacy for his clients with practical knowledge and fairness, that facilitates timely resolutions that are well-based and pay careful attention and respect for his clients’ time and resources.

During the past thirty years, the firm’s attorneys have been involved in hundreds of administrative tax controversies involving U.S., foreign and state taxing agencies. In addition, its attorneys have participated in hundreds of tax cases in various federal and state courts. These cases have involved domestic and international tax issues, including matters involving intellectual property, foreign and domestic tax credits, income tax treaties, intercompany pricing (section 482), and many other areas. The firm has also been involved in countless settlement negotiations with taxing agencies. Because of the depth of its experience and expertise in tax matters, it is often retained directly by other law and accounting firms as legal consultants and to direct overall case strategy.

**WOOLSTON & TARTER, P.C.**  
TAX ATTORNEYS

PRIVATE WATER UTILITY OF THE YEAR

Global Water Resources

ARIZONA, USA



Ron Fleming

President & Chief Executive Officer  
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*The team particularly admired the company’s smart investment into technological systems including the FATHOM platform years ago, all of which allows for very efficient operations and maintaining high customer service levels, while protecting and conserving resources.*



Founded in 2003, Global Water Resources is a comprehensive water resource management company based in Phoenix, Arizona. The company owns and operates nine utility companies, providing integrated water, wastewater and recycled water service. Its large service areas are primarily located in growth corridors around metropolitan Phoenix. As part of its innovative business and utility model that focuses on maximising the use of recycled water and leveraging advanced technologies so as to preserve the world’s most precious resource, Global Water Resources recycles nearly one billion gallons of water annually and has one of the lowest water demand per capita rates of all major utilities in the Southwest U.S.

In May 2016, Global Water Resources began trading on the Nasdaq Global Market under the symbol “GWRS”. In June 2016, the company refinanced its debt by issuing \$115 million of senior secured notes at a rate that is projected to save the company nearly \$2 million per year in interest expense. The notes will have five years of no principal payments, which is expected to improve free cash flow by an additional \$2 million per year for the next five years. These achievements were the last steps in a multi-year strategic plan to optimise the company’s finances, capital structure and ability to accelerate growth.

Global Water Resources impressed the team at

Corporate LiveWire in its endeavours to make every drop go further in the Desert Southwest, an area where sunshine is abundant but water is a precious resource. The team particularly admired the company’s smart investment into technological systems including the FATHOM platform years ago, all of which allows for very efficient operations and maintaining high customer service levels, while protecting and conserving resources. The Phoenix-based company was further commended for its commitment to rates and regulations that also advance the cause of water conservation and consolidation, issues that remain critical to the highly fragmented water industry.

Ron L. Fleming is President and CEO of Global Water Resources, with 14+ years of related management and utility experience, including project management on numerous large-scale heavy civil infrastructure projects throughout Arizona. He previously held the roles of Project Manager, Vice President and General Manager, and Chief Operations Officer at Global Water before becoming President and CEO. Ron also serves on the Board of Directors for the Water Utilities Association of Arizona, Maricopa Economic Development Alliance, and Pinal Partnership where he is the founder and Co-Chair of the Water Resources Committee. He holds a Bachelor’s Degree in Construction Management from the School of Engineering at Northern Arizona University.



INNOVATION IN FRESH FOOD SERVICES

Mann Packing, Co., Inc.

CALIFORNIA, USA

**Jacob Shafer**  
Marketing & Communications Specialist  
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jacob.shafer@mannpacking.com

Founded in 1939, Mann Packing is a certified women owned, industry leading, third-generation supplier of premium fresh vegetables. Mann’s is one of the largest suppliers of western vegetables, Broccolini® and sugar snap peas in North America. Leading the way in product innovation, environmental sustainability and green supply chain management practices, Mann Packing is consistently vigilant in food safety, employee wellness and quality assurance, making them one of the most trusted brands in the industry.

Mann Packing recognises their biggest asset is the longstanding and trusted relationships they have with their exceptional grower partners. The level of trust and collaboration has enabled Mann’s to continually meet demand and offer the freshest, most wholesome products in the marketplace today. Mann Packing also respects and carefully stewards the land in the areas that they live and work in, as well as support local schools and donate generously to a number of charitable organisations in their community and throughout their industry. Having now accumulated a number of prestigious industry awards is testament to the many people – past and present – who have worked so hard to make Mann’s the company it is today. Mann’s always strive to conduct themselves with the integrity and honesty that Mann Packing was founded on 77 years ago.

At Mann Packing, their goal is to protect and conserve natural resources and continually practice a solid position of environmental sustainability. The California-based company is as proud of its environmental record and programs as it is of its quality fresh vegetable products. Their sustainability practices are designed to maximise crop yields and limit waste, while improving overall product quality.

At their facilities, wash water is reclaimed into industrial waste systems for use on golf courses and city landscaping, and 90% of the facilities’ waste water is recycled. The electrical usage at their Salinas plant is the same as it was in 2001 despite a 50% increase in capacity. In 2012 Mann’s also conducted research into what consumers wanted in fresh item packaging and found that 92% of the consumers surveyed said they did not use the black tray (lids) for serving, per the package design. So Mann Packing redesigned their vegetable platter/tray and removed the black plastic “lid” of the package. Ultimately, sustainability and protecting the precious environment and valuable resources will continue to be top of mind to Mann’s throughout all of their operations.

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*The California-based company is as proud of its environmental record and programs as it is of its quality fresh vegetable products. Their sustainability practices are designed to maximise crop yields and limit waste, while improving overall product quality.*



INNOVATION IN RENEWABLE ENERGY GENERATION

SolarReserve

CALIFORNIA, USA



**Kevin Smith**  
Chief Executive Officer  
www.solarreserve.com  
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communications@solarreserve.com

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*Under Kevin’s leadership, the company deploys the full spectrum of development, engineering, finance, project management, operation and maintenance, and product development expertise.*

SolarReserve is a leading global infrastructure developer of utility-scale solar power projects, with more than \$1.8 billion worth of projects in operation worldwide and a global development pipeline of over 13 gigawatts across the world’s most attractive, high growth renewable energy markets.

Since the company’s formation in early 2008 it has commercialised the industry’s most advanced solar thermal technology with integrated large-scale energy storage that cost-effectively solves the intermittency issues experienced with other renewable energy solutions, allowing solar to operate as baseload generation, and deliver power into peak demand periods.

This U.S. developed solar technology delivers dispatchable electricity on-demand, operating just like a conventional power generation asset. The proprietary storage technology provides thousands of megawatt-hours of storage capability in a single facility, at a fraction of the cost of battery storage. SolarReserve’s full ownership of the technology, paired with its holding of 108 patents, enables the company to supply its equipment globally.

SolarReserve commercialised its solar thermal energy storage technology through the development of the company’s flagship project, the Crescent Dunes Solar

Energy Plant located in Nevada. Corporate LiveWire were particularly impressed by the groundbreaking scale and proficiency of project Crescent Dunes – a \$1 billion utility-scale solar power plant with fully integrated energy storage, enabling day and night operation – the first of its kind to exist. In November 2015, Crescent Dunes passed the necessary tests to reach commercial operation and now delivers 110 megawatts of electricity plus 1,100 megawatt hours of energy storage, under a 25-year power purchase agreement with NV Energy, Nevada’s largest utility company. The energy storage capability at Crescent Dunes is equal to all the world’s utility scale batteries in operation today, combined. Corporate LiveWire were also impressed that this proven technology is being used as a blueprint for the company’s projects in advanced development in Africa, Latin America, the Middle East, Australia and China.

SolarReserve is headquartered in Santa Monica, California, and boasts an experienced management team with a proven track record of success in the energy infrastructure sector, with over 27 GW and \$48 billion of transaction experience in 25 countries. It is led by Kevin Smith – one of its founding executives – who is the ultimate driving force behind SolarReserve’s continued growth and global expansion.





# LUXURY FOOD RETAILER OF THE YEAR

## The Tea Room Chocolate & Tea Company

CALIFORNIA, USA



### Heinz Rimann

Founder  
www.tearoomchocolates.com  
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heinz@rimann.com

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*The team are particularly thankful for Heinz Rimann’s benevolent generosity in sending a sample of their delectable treats; in addition to their wide array of Chocolate Bar Fusions, The Tea Room also offers French macaroons, truffles, teas and rich drinking chocolate.*



The Tea Room Chocolate & Tea Company invites all to take an international journey of culture and taste by infusing the finest organic chocolates with organic teas, coffee and spices hand selected from all over the world. Their organic chocolate fusions, alongside other specialty offerings are reflections of culture; the ultimate result of the past travels and culinary influences of its creator, Heinz Rimann. Heinz applies his childhood influences into all of his creations: a modern day Willy Wonka, he uses memories from a Swiss village, his mother’s home cooking, and decades of travelling and exploring the world’s culinary complexions to each chocolate delight The Tea Room offers. Heinz leads a team of dedicated artisans who delicately apply the precise techniques needed to create their confectionary, and they each ardently seek innovative ways to balance the nuanced flavours of chocolate, tea and spices amongst other ingredients.

The company uses only natural flavours to provide each offering’s distinctly different yet abundantly rich and varied aura of taste. Each unique ingredient has sprouted naturally from the earth’s soil, and has been cultivated in order to provide a manifold of emerging flavour possibilities.

Internationally renowned, The Tea Room has received awards and honours for its creations in such culinary hotspots as Tokyo, London, New York, San Francisco, Brussels and beyond. The Tea Room believes that there is a world of flavour out there, and it is their mission to bring you this world in the form of delectable, sense-stimulating creations of unparalleled quality and enjoyment.

The California-based chocolatiers impressed the team at Corporate LiveWire with their innovative flavours and taste combinations. The team are particularly thankful for Heinz Rimann’s benevolent generosity in sending a sample of their delectable treats; in addition to their wide array of Chocolate Bar Fusions, The Tea Room also offers French macaroons, truffles, teas and rich drinking chocolate.

The panel of judges admired the marketing efforts that The Tea Room has gone to, to make their chocolates stand out on the shelves; in addition to their unique flavours, the chocolate has a distinct and brightly coloured, vintage looking packaging. The Orange Almond Vanilla flavour stood out to the judges; a delicate combination of sun-ripened orange with roasted almond, carried with an undercurrent of vanilla bean streams in a taste of pure chocolate decadence.

# BEST IN SIGNAGE SERVICES

## The VISUAL Edge Signs & Design, Inc.

COLORADO, USA

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+1 303 407 0390  
tim@thevisualedgesigns.com

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*The friendly and knowledgeable team provide a professional yet creative atmosphere and work hard to provide the best products at a competitive price.*



The Visual Edge Signs & Design, Inc. is located in Centennial, Colorado, servicing local, national and international clients. Its mission is to provide excellence in customer service along with the best in quality and creative content at the best possible value. The staff, led by Tim and Dee Eunice, have a combined 25 years of experience in the sign, graphics and large format printing industries. Tim, a former executive of a Fortune 100 company in the Denver area, provides the team with exceptional expertise and business acumen.

The company is an HP Ecosolutions Trained Printing Company and is a member of the International Sign Association. They specialise in providing quality signs using the most innovative and up to date programs and processes in the industry, in order to make a business identity memorable and effective. The company also offers a wide array of services including but not limited to: Banners, Trade Show Displays, Retractable Banner Displays, Car Wraps, Truck Wraps, Bus Wraps, Truck Graphics, Wall Murals, Point of Purchase Displays and Canvas Prints. They are conveniently located south of Arapahoe Road near the Centennial Airport.

The Visual Edge Signs & Designs studio boasts an environmentally friendly HP Latex 61” printer which allows them to print on a vast range of materials, whilst reducing their carbon footprint. They also have color management software enabling them to print the right colors for clients every time no matter what the application. The studio also features a climate controlled garage, and enough staff to service nearly any install at any time.

The friendly and knowledgeable team provide a professional yet creative atmosphere and work hard to provide the best products at a competitive price. They will help brainstorm ideas for a client and arrive at a solution that everyone is happy with. They also boast relationships with the best local vendors and have the know-how and creativity to produce outstanding results, down to the smallest detail. This combination, coupled with a passion like no other, sets the company apart in the signage industry.



INNOVATION IN WATERLINE TREATMENT SOLUTION

Sterisil Inc

COLORADO, USA



**Brad Downs**  
President & Chief Executive Officer  
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customerservice@sterisil.com

For almost two decades, Sterisil has developed and perfected the only complete line of patented, all-in-one, dental waterline treatment products in the world. Sterisil's residual silver disinfectant technology represents the only dental waterline products registered by the U.S. Environmental Protection Agency to include a shock standard and to disinfect and maintain dental output water equal to or below 10 CFU/ml bacteria. This is 50 times below the 500 CFU/ml standard established by the Centers for Disease Control and the American Dental Association.

Sterisil is the only dental waterline company to provide a complete line of products to meet every configuration within a dental office, from independent bottles to direct municipal water feed. Sterisil products are non-toxic, non-corrosive, and meet all ADA and EPA requirements for Best Management Practices with Amalgam Separators. Sterisil's line of products have the capability of servicing a practice with 1 to 100+ chairs with less than 10 minutes a year of maintenance. With this technology, dental unit manufactures finally have the proven technology available to produce a dental unit that complies with ADA, CDC and EPA guidelines for effluent dental water purity.

The Colorado-based company impressed the team at Corporate LiveWire for its excellence in providing dental waterline treatment solutions. The panel of

judges admired the company's diligence in developing upon previous technique of water purifying in order to ensure the water used in their dental procedures is safe. Sterisil's Citrisil all-in-one tablet continuously disinfects and maintains dental water lines resulting in a safe and pH balanced treatment. Sterisil has gone one step further in making this product more convenient for users with their innovative Sterisil Straw V2. The Straw V2 eliminates the need for emptying bottles, purging and drying lines every night, and provides waterline treatment for an entire year.

The team at Corporate LiveWire were particularly impressed with Sterisil's Cartridge water treatment, which provides on-demand purified and disinfected water. Working similarly to the Straw V2, the Cartridge is highly efficient and only needs to be changed annually, (depending on frequency of use) in a simple procedure which only takes a minute. The panel of judges appreciated the efficiency of the Cartridge, along with all of Sterisil's products, in how it sends a shock treatment to get initial bacterial levels under control: this feature is unique only to Sterisil. After a study was published this year which showed millions of Americans are drinking unsafe tap water, Corporate LiveWire applauds Sterisil in readdressing the balance by making the water used in dental procedures safe, both for people in the States and across the globe.



BEST IN HEALTHCARE TECHNOLOGY SOLUTIONS

Citra Health Solutions

FLORIDA, USA

**Howard Buff**  
Founder & Chief Executive Officer  
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Citra Health Solutions is a health solutions firm providing a one-contract, connected solution for clinical, financial and administrative requirements. Solving for the needs of providers, health systems, payers and employers in the transition to value-based care, Citra empowers clients with proven technology, population health, analytics, care management, and administrative services to strategically expand market opportunity, diversify revenue streams, and reduce the cost of care.

Citra provides three core products – EZ-CAP, EZ-CARE and EZ-INSIGHT – to deliver unique and comprehensive, technology-powered, people-driven solutions using an Ecosystem approach with solutions that aggregate clinical, financial, and patient data from multiple sources to create a holistic perspective of a provider's panel and individual patient touch points within the healthcare system.

EZ-CAP is the industry's leading platform for managing daily operations. It is capable of streaming invaluable information and critical processes into one comprehensive and effective system allowing your organisation to control the transaction flow directly rather than via a clearing house.

EZ-CARE is a comprehensive, easy-to-use case management system developed by nurses, doctors, case managers and healthcare administrators who know the dynamic needs of the health care industry. This enables medical practitioners to offer patient centric individualised care plans, assessments and surveys which, in turn, helps to increase the quality of care, reduce costs, manage risks and improve the overall experience.

EZ-INSIGHT provides health plan providers, hospital administrators, IPAs, MSOs and ACOs with full spectrum predictive modelling capability in order to utilise data for identifying and mitigating risks.

Serving over 22 million members across a national service and technology foundation, Citra has improved numerous organisation's core competencies while diminishing spending and improving clinical and financial outcomes. As a leading healthcare services and technology firm, Citra solves for the needs of providers, hospital systems and payers in the transition to value-based care. In this new era of payment and delivery, Citra empowers clients with proven technology, population health, analytics and care management services to strategically expand market opportunity, diversify revenue streams and reduce the cost of care.





## EXCELLENCE IN CORPORATE EVENT PLANNING SERVICES

## The V!BE Agency

FLORIDA, USA

**Valerie Bihet**

Founder

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+1 305 695 7718

contact@thevibeagency.com

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*Over the years, The V!BE Agency has been responsible for executing groundbreaking events and public relations initiatives in North America, Mexico, South Africa and the Caribbean.*

The V!BE Agency is an international event planning and destination management firm with offices in Miami and New York. From managing multi-day events for 600 attendees to planning a VIP dinner party for six, The V!BE Agency is your communication partner. From the initial point of contact, The V!BE Agency will ensure they understand your vision, then tailor-make an extraordinary event exactly how you envisioned.

Over the years, The V!BE Agency has been responsible for executing groundbreaking events and public relations initiatives in North America, Mexico, South Africa and the Caribbean. Valerie and her team have created memorable occasions for clients such as Audi, Dior, L'Oreal, Giorgio Armani, Ubisoft, BMI Records and President Jimmy Carter.

The Corporate LiveWire judges panel were particularly impressed with the way The V!BE Agency follows the industry trends and developments in order to enhance the guest experience. This has been seen in 2016 through the incorporation of the latest technology such as video mapping to help visualise and share ideas during the planning process. The V!BE Agency also monitor the newest and best venues carefully such as the recently reopened Ritz Paris and luxury hotel and venue The Ned, London. It has also allowed The V!BE Agency to introduce quirky touches

such as edible balloons and other culinary creations from the most imaginative minds.

Valerie Bihet founded The V!BE Agency in 2004, after a successful career as a marketing and communication executive with Club Med, Disneyland Paris and Alliance Prestige Group. Since then, she has not looked back. Her invaluable marketing and communications experienced coupled with a phenomenal natural ability and passion for the industry quickly saw Valerie scooping awards such as being named “Event Planner of the Year” by BizBash Florida in 2007.

As V!BE Director, Valerie leads her diverse team through her guidance, artistic vision, commitment to excellence, and most importantly, her flair for understanding each of her clients’ needs. While utilising a strong list of reputable vendors, Valerie and her team produced over 60 successful events last year, and continue to meet and exceed clients’ expectations with multicultural panache, meticulous event planning strategies, together with cost-effective solutions.

## MEDICAL CENTRE OF THE YEAR

## Borinquen Health Care Center Inc

USA, FLORIDA

**Bob Linder**

Chief Executive Officer

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*Corporate LiveWire were impressed with Borinquen’s inclusive policies – regardless of race, gender, religion or financial barriers, all residents of Miami-Dade County are entitled to healthcare services.*

Borinquen Medical Centre is a non-profit Community Health Care Centre that has been serving the culturally diverse community of Miami-Dade County for 40 years. In 1972, Borinquen was founded as a grassroots effort from a group of community organisers in the Puerto Rican community with a small grant from the Public Health Service to establish a health clinic in Wynwood. Over the years, Borinquen has grown to become a comprehensive Primary Health Care, Dental and Behavioural Health Centre serving the diverse population of Miami-Dade County.

Today Borinquen has six locations across Miami-Dade County that offer a variety of medical services to the uninsured, underserved and culturally diverse population that makes up this unique region. Borinquen offers a Sliding Fee Discount Program for the uninsured and accepts most Insurance Plans including Medicaid and Medicare.

The centre provides a comprehensive range of health and social services, including internal medicine, HIV, paediatrics, adolescent care, obstetrics and gynaecology (including deliveries), family planning, healthy start, nutrition advice, dental health, behavioural health, psychiatry, substance abuse, case management, prevention education, podiatry, optometry, speech language and communication disorders treatments (performed by Apex,

SpeechCare Systems), laboratory, x-ray, pharmacy, Medicaid eligibility, and health connect in schools.

Corporate LiveWire were impressed with Borinquen’s inclusive policies – regardless of race, gender, religion or financial barriers, all residents of Miami-Dade County are entitled to healthcare services. No patient will be turned away because of the inability to pay. Among the area’s most serious problems are high unemployment, inadequate housing, inadequate transportation, high levels of crime, language barriers and the health related problems most often associated with poverty. Borinquen Health Care Center Inc., provides primary healthcare services to the underserved, and under-insured population of Miami-Dade County. Their target population consists primarily of Hispanics, Haitians, and African-Americans, who have long been and are under-represented. Their HIV testing, as well as screening for other STDs, is free and convenient.

Borinquen Health Care Center Inc also offers a diverse range of classes, including breastfeeding, childbirth, diabetes, first aid, CPR, interconceptional counselling, parenting, smoking cessation, psychosocial counselling, nutrition counselling and infant car seat check-ups, demonstrating expertise across a spectrum of health-related matters, all conducted by a friendly and exceptionally informed team of staff.

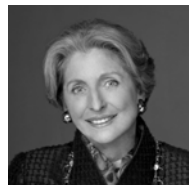




## REAL ESTATE BROKER

## Michael Saunders &amp; Company

FLORIDA, USA

**Michael Saunders**

Founder &amp; Chief Executive Officer

www.michaelsaunders.com

+1 941 953 7900



*CEO Michael Saunders saw a gap in the market in 1976, and decided to combine local real estate with exceptional customer service.*

**Michael Saunders  
& Company**  
LICENSED REAL ESTATE BROKER

Clients and customers of Michael Saunders & Company are afforded the most comprehensive range of real estate services in the Southwest Florida marketplace. These include mortgage, title and relocation services, a commercial real estate division and full service rental and property management capabilities. Its in-house marketing and technology divisions have received numerous local, national and international awards for its property marketing and website, which was voted #1 Real Estate website by industry expert, RealTrends.

Now celebrating its 40<sup>th</sup> year, Michael Saunders & Company has grown from a single office into a network of 24 full-service real estate offices—with more than 650 agents and nearly 200 staff members spanning the Gulf Coast region from Bradenton to Boca Grande.

Powerful international brokerage affiliations—including *Christie's International Real Estate*, *Leading Real Estate Companies of the World*, *Luxury Portfolio International* and *Mayfair International Realty* extend the company's message to qualified buyers globally, ensuring the broadest possible exposure for their sellers' properties.

Michael Saunders & Company stood out to the Corporate LiveWire team for its holistic approach to real estate; to the company, a house is more than just a home, it is a way of life. The Florida-based company

provides its clients with an all-encompassing guide to the diverse range of lifestyle options on offer in Southwest Florida. From long walks on sandy beaches to city living, Michael Saunders & Company has all possible options catered for, and can happily show clients properties which suit the needs of each individual.

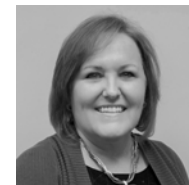
Corporate LiveWire also admired how the company has abided by its solid core values, which have informed each business decision for 40 years. CEO Michael Saunders saw a gap in the market in 1976, and decided to combine local real estate with exceptional customer service. The panel was particularly impressed with the strong client relationships the company has fostered, and this level of attentive service is something Michael Saunders & Company still champions – as seen in their array of testimonials which express satisfaction from a number of clients.

With sales that topped more than \$2.7 billion in 2015, Michael Saunders & Company is the largest-selling brokerage in all price ranges throughout Southwest Florida; and is ranked 47<sup>th</sup> largest in dollar volume according to the latest *RealTrends 500 Survey* of the 500 largest brokerages in the U.S. Locally focused and independently owned and operated, it is also listed among the 35 Most Influential Realtors in luxury real estate.

## EXCELLENCE IN BUSINESS SUPPORT &amp; ECONOMIC DEVELOPMENT

## The Burson Center

GEORGIA, USA

**Donna Armstrong-Lackey, EDFP (L)**

Senior Vice President

**Lauren Holverson, MBA (R)**

Incubator Manager

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*The Corporate LiveWire team especially admired The Burson Center's new venture in the shape of The Tinker's Box, scheduled for opening in June 2017; available for use via membership only, the Tinker's Box will be open to inventors and businesses in the area which otherwise may not have access*



Having launched operations in July 2006, the Burson Center has launched several businesses and has seen them thrive into highly successful companies thanks to their incubation services. The Burson Center focuses on the development of information technology, advanced manufacturing, healthcare and business service companies.

With their prime location in Carrollton, Georgia, the Burson Center has access to two excellent schools: the University of West Georgia and West Georgia Technical College, to facilitate business growth.

The Burson Center's work is complemented by their regular talks and events which assist growth in a range of relevant business fields: staff are on hand every Thursday to assist with general computer issues, and creative discussions are available courtesy of Lauren Holverson about those looking to venture out into online retail. Since its inception, The Center has hosted more than 20,000 visitors for over 3,100 seminars, expos, and programs.

The success of the Burson Center is also due to Donna Armstrong-Lackey's own accomplishments as an entrepreneur; having increased occupancy by nearly 100% in her first year in the Center, Lackey has built strong relationships with the surrounding community, marketing the programme heavily

amongst those living in West Georgia.

The team at Corporate LiveWire commended the excellent work The Burson Center has done and the boost it has had on the local economy; of the 124 businesses they have incubated in the last ten years, more than 81% are still in operation today, having created 815 jobs and over \$71 million in capital investment. The Corporate LiveWire team further admired the work The Burson Center does with around 250 other businesses in the area for both fledgling start-ups and larger, well-established brands, proving the versatility in their services.

The Corporate LiveWire team especially admired The Burson Center's new venture in the shape of The Tinker's Box, scheduled for opening in June 2017; available for use via membership only, the Tinker's Box will be open to inventors and businesses in the area which otherwise may not have access, or be able to afford, cutting edge technology such as 3D printers. The panel of judges applauded Donna in recognising that the face of business in the 21st century is changing; as we enter the Fourth Industrial Revolution, it is all the more vital that technology businesses are given the facilities they need to thrive, and Corporate LiveWire commend The Burson Center for facilitating these changes.



INNOVATION IN TECHNOLOGY MANAGEMENT SERVICES

CrossCom

ILLINOIS, USA



**Greg Miller**  
President & Chief Executive Officer  
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CrossCom delivers comprehensive end-user services solutions for geographically dispersed enterprises in the retail, automotive, grocery, hospitality and restaurant sectors. From their corporate offices in Chicago, Illinois, the support desk in Tulsa, Oklahoma and the logistics team base in Memphis, Tennessee, CrossCom serve over 120 companies in over 100,000 locations. Their services have been specifically designed and optimised over 35 years to solve the problems unique to large scale environments, such as the varying infrastructures of both surroundings and technology despite the commonality of WAN networks, on-site servers, workstations and Point of Sale terminals. Throughout the process, Technology Rollouts, Staging & Configuration, Depot Repair, and Life Cycle Maintenance, CrossCom leverages an integrated program to increase technology asset life and reduce overall cost.

Greg Miller is the President and CEO of CrossCom, where he has gained an advantage in the competitive field of data installation and point-of-sale infrastructure for Fortune 100 global retailers. Through process efficiency, technology innovation and rigorous execution, he has successfully led CrossCom to become a market leader. He has over 30 years of entrepreneurship and executive management experience with national middle-market service companies,

demonstrating throughout his career the ability to develop exceptionally creative strategies and solutions necessary to achieve demanding goals. He is extraordinarily disciplined in driving necessary change throughout the organisation, as well as having a keen understanding of the drivers of value in a business and the know-how to skillfully deploy them.

Greg earned a Ph.D. in Business Administration from Oklahoma State University. He is also an alumnus of the Harvard Business School's Advanced Management Program and holds an MBA from The Keller Graduate School of Management, with a focus on Telecommunications Management. Alongside his academic achievements, he is a third generation member of the United States Armed Forces and the American Legion. In his spare time, Greg is an avid runner, having completed over 40 marathons and ultra-marathons including the Boston Marathon, the Leadville 100 mile trail run, and twice receiving silver buckles by competing in the Mohican 100 mile trail USATF national championship race. In 2012, he was a top 10 finisher of the Midwest Grand Slam of Ultra-Running. The Midwest Grand Slam requires athletes to successfully complete four designated 100 mile races over three months during the same calendar year.

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*Their services have been specifically designed and optimised over 35 years to solve the problems unique to large scale environments, such as the varying infrastructures of both surroundings and technology despite the commonality of WAN networks, on-site servers, workstations and Point of Sale terminals.*



EXCELLENCE IN INDUSTRIAL AUTOMATION SERVICES

Gasper Engineering, Inc.

INDIANA, USA



**Steve Gasper**  
Founder & President  
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sgasper@gasperengineering.com

”  
*Keeping true to their promise “If You’re Not Happy, We’re Not Done” safety, customer satisfaction, quality design and quality fabrication has been at the forefront of their business*

Gasper Engineering, Inc. was established in 1999 by Steve Gasper. Since then it has steadily established great working relationships with an ever increasing customer base, growing to become a worldwide provider of Industrial Automated Services. The company also has close links and great working relationships with fellow systems integrators and machine builders.

Gasper Engineering, Inc. is capable of handling custom automation industrial needs. The team will design and build a complete automated assembly line or simply add a single sensor to an existing machine. Whether they are creating a multi-million dollar, fully automated assembly line with robots, test cells, servo's, etc., or simply modifying existing equipment, Gasper will likely be able to assist you in automating the manufacturing process or your product.

Gasper Engineering, Inc. strives each day to become more efficient in achieving the tasks at hand. The programmers have 15-20 years' experience individually, and are well skilled at most PLC's, including Allen-Bradley, Modicon, OMRON, Siemens, Mitsubishi, etc. The team are particularly well experienced at integrating Operator Interfaces.

Keeping true to their promise “If You’re Not Happy, We’re Not Done” safety, customer satisfaction, quality design and quality fabrication has been at the forefront of their business and continue to be top priorities for Gasper Engineering.

Although they feel that they have been blessed with the rare opportunity to be at the forefront of Industrial Automation and get the privilege of helping their customers bring new products to the market, they also realise that safety, in the industrial environment, is not to be taken lightly and is indeed their number one priority. They pride themselves on the fact that they have never had any serious injuries or claims since their inception in 1999.

Behind safety, is customer satisfaction. With each opportunity provided to them, to create a unique piece of equipment or automation, they make every effort possible to provide each customer with an ideal machine based on that particular individual customer's wants and needs. This approach to Industrial Automation Solutions has lead them to maintain the highest level of customer satisfaction and has lead to approximately 90% of their business each year being from return customers. They also accept approximately 10% new customer growth each year.





# RESIDENTIAL TELECOMMUNICATIONS PROVIDER

## Axiom Technologies LLC

MAINE, USA



**Susan Corbett**  
Chief Executive Officer  
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susan@connectwithaxiom.com



*Corporate LiveWire was impressed with Axiom’s differentiated service and how committed they appeared to be in fulfilling their goal of revolutionising the industry and therefore improving their customer’s quality of life*



Imagine not having an Internet connection at your home. In the United States there are 47 million homes that lack Broadband, worldwide that number soars to a whopping 4.2 billion.

Axiom believes that every connection counts and has a team of pioneers, technologists and teachers that are connecting remote rural citizens and isolated communities to the Internet, bridging what is increasingly becoming a digital divide that is exasperating economic and social disparities. Axiom believes that broadband access is vital to today’s digital age to create and sustain jobs, to ensure Homeland security, and provide equal opportunity, healthcare and education to all.

The company strives to create economic opportunities for everyone and to advance rural telecommunication models that are sustainable, scalable, and replicable. Axiom is working to deliver critical broadband services to these rural communities and connect them to each other and to the world. By connecting rural communities, Axiom provides far more than speedy broadband — it is a tool which can aid people’s livelihoods, education, and well-being. One of their differentiators in the market place is being known both nationally and internationally for its Digital Inclusion/ Digital Literacy program which has educated thousands of citizens and hundreds of businesses

on how to leverage the Internet and the online tools available to help people enrich their lives or business.

Axiom has a proven ability to shape rural deployment strategies, while driving innovative thinking. Over the past decade, they have designed and constructed more than 100 access points connecting more than 2,500sqmi in one of America’s most challenging terrains, rural Maine. Axiom is working to provide these proven rural deployment solutions across Maine, America, and around the world. They continue to innovate and use a combination of solutions including fiber, wireless, DSL, and TV white space.

Axiom distinguishes itself from other company’s in this field due to the way it constantly strives to be innovative in order to provide its partners and customers the very best service. Corporate LiveWire was impressed with Axiom’s differentiated service and how committed they appeared to be in fulfilling their goal of revolutionizing the industry and therefore improving their customer’s quality of life. The judges particularly admired Axiom’s ‘Axiom&Me’ service, which further demonstrates Axiom’s commitment to their customers. By providing a holistic approach to customers to access their bills, mail and technical support, Axiom is able to help all their clients no matter how remote, and can troubleshoot from a distance.

# INNOVATION IN BRAILLE TECHNOLOGY RESEARCH

## National Braille Press

BOSTON, MA, USA



**Brian A. Mac Donald**  
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*The panel of judges wanted to celebrate NBP’s multi award-winning achievements; in an increasingly digital world, it is vital that the blind and partially sighted are included.*



National Braille Press (NBP) is a non-profit braille publisher and producer of braille products for the blind and visually impaired. Located in Boston, NBP is one of the oldest operating braille printing and publishing houses in the USA, with customers worldwide. Founded in 1927, NBP supports a lifetime of opportunity for blind children through braille literacy, and provides access to information for the blind community to maintain independence throughout their lives.

NBP is the only organisation in the USA that specialises in producing original braille books written by blind authors expressly for blind people, including recent technology publications *Getting Started with Android, and iOS 10 Without the Eye*.

NBP works tirelessly to ensure that blind people have the same access to information as sighted people. For that reason, Brian Mac Donald founded the Center for Braille Innovation, to provide access to the digital world through affordable e-braille technologies: *“We want blind and low vision people to have the same access to the IoT, so that they can be fully integrated into today’s digital world, with affordable e-braille products that help them compete in school and the workplace.”*

The team at Corporate LiveWire admired the work

of the NBP President, Brian Mac Donald, and the rest of the company to make braille more innovative. The panel of judges were particularly impressed by the array of inventive products that have been developed at the Center for Braille Innovation, and applauded NBP’s notable list of partners and volunteers: organisations such as Google and IBM have contributed to these life-changing products. Corporate LiveWire applauded NBP’s revolutionary full-page tablet device that started development in 2011; they are working alongside top universities such as M.I.T., Carnegie Mellon and the University of Michigan to create a full-page tactile graphic.

The panel of judges wanted to celebrate NBP’s multi award-winning achievements; in an increasingly digital world, it is vital that the blind and partially sighted are included. With over 10 million people in the US reported as blind or partially sighted, NBP endeavours to empower those suffering with their sight to to actively engage in work, family, and community affairs.

In 2016 NBP launched the **b2g**® a portable, Android braille tablet for the blind. The **b2g**® costs thousands of dollars less than competitors, and it has more flexibility than traditional braille displays because of its open source design with a user interface that is intuitive and logical.



# EXCELLENCE IN IMMIGRATION LAW

## Fakhoury Global Immigration

MICHIGAN, USA



**Rami D. Fakhoury**

Director  
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For the past 20 years, Fakhoury Global Immigration (FGI) has specialised in U.S. and global business-based immigration. The firm’s client list consists of the world’s most innovative brands ranging from the automotive, IT, engineering, and health care industries.

FGI’s global staff is comprised of over 100 attorneys, paralegals and immigration consultants that are equipped with the resources and expertise to effectively deal with any immigration matter. To accommodate the firm’s growth and to service its clients across time zones, FGI has expanded from its Midwest headquarters to four additional global locations consisting of India, California, Colorado, and New York.

Since its inception in 1997, FGI has provided its clients with comprehensive global legal immigration services. The company boasts expedient service, leading technology and an extensive legal network in order to makes them the most efficient, productive and compliant firm in the field of immigration law.

Corporate LiveWire were impressed by the team at FGI in their endeavours to become their clients’ single solution for all global visa and immigration matters. The panel of judges applauded how FGI understood that the area of immigration and nationality law is a complex and ever-changing regulatory environment, and therefore has tailored their services to fit accordingly:

although they may specialise in representing industries including Healthcare and Information Technology, the changing face of immigration law has seen the company branch out and represent all industries, including arts and entertainment and the pharmaceutical industry.

The panel of judges further commended FGI’s new venture in the shape of an established global immigration division: Fakhoury Global Immigration Services. Corporate LiveWire appreciated how this branch provides information, guidance and assistance on immigration matters for the international movement and relocation of employees to and between countries worldwide. The panel of judges thought this service went above and beyond what was usually seen in law firms specialising in immigration law, with Fakhoury Global assisting in the preparation and filing of business visitor visas, temporary work and residence permits and entry visas for over 100 countries.

FGI distinguishes itself from traditional immigration law firms through the application of technology-driven solutions and Six Sigma processes. The firm and its attorneys have received multiple awards such as the AV ranking from Martindale-Hubbell, Super Lawyers 2016, Who’s Who Legal, and U.S. News 2016. All of these awards recognise outstanding legal thinking, high ethical standards, and excellent results.



# EXCELLENCE IN LEADERSHIP DEVELOPMENT CONSULTANCY SERVICES

## Brunzell Consulting

MINNESOTA, USA



**Barbara Brunzell**

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*The panel of judges wanted to particularly commend the hard work of company founder Barbara Brunzell, as it is her dedication in helping clients solve their business problems by developing high performance teams that has resulted in the Minnesota-based firm thriving.*



Founded in 2001 by Barbara J. Brunzell, Brunzell Consulting is a firm dedicated to helping clients solve their business problems by developing high performance teams and leaders.

Brunzell Consulting uses a personal and tailored process specific to each client’s goals and needs. Specifically, the consultancy firm helps clients become the leader who takes their business and teams to the next level of success, as well as create cohesive teams that bring out the best ideas in each other. Brunzell Consulting fundamentally builds a culture that motivates and coaches teams to a shared success.

To Brunzell Consulting, however, leadership development is not just about process; it is about working with someone who can bring forth the best of clients’ leaders and teams, allowing breakthroughs that would not otherwise be possible. It is about working with a trusted advisor who can provide clients with insights, skills, and results that become beneficial for a lifetime.

The firm builds the kind of cohesive team that allows great ideas to flourish. When everyone knows how to work together and support each other, it can only enhance the success of the company, and their expert consultants give teams the specific tools they need to become a more integrated unit.

The team at Corporate LiveWire were impressed with the array of facilities Brunzell Consulting offers in order to transform teams and rejuvenate businesses. The panel of judges wanted to particularly commend the hard work of company founder Barbara Brunzell, as it is her dedication in helping clients solve their business problems by developing high performance teams that has resulted in the Minnesota-based firm thriving. Her vast operational and coaching expertise is evident through her Group Facilitation Service, in which Barbara’s finely-tuned listening abilities, her talent for picking out vital nuggets of information, and her organisational skills, make her uniquely suited to help a client’s company, no matter the issue. Her abilities in this role are reflected in the stellar testimonials: with guests quoting that Barbara is ‘deeply-skilled’ and ‘a pleasure to work with.’

Brunzell Consulting works with leaders from Fortune 500 companies, start-up companies, nonprofit organizations, and government organisations, always focusing on leadership goals that can be measured and celebrated when achieved.



INNOVATION IN STRATEGIC BUSINESS DEVELOPMENT SERVICES

studio503

MINNESOTA, USA



**Michael Walters**  
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Founded in 2003, studio503 is unlike typical consulting, marketing, or rep firms as they combine all of these components to create a complete global business development organisation. Challenging conventional paradigms regarding excellence and innovation, studio503 set out to redefine business, strategy, and execution to ultimately foster business growth, reshape performance and set new standards.

Companies today are expected to not only provide a good product, but to manage all aspects of bringing it to market including supply chain, logistics, vendor managed inventory, merchandising analysis, and demand planning. This becomes even more complex when dealing internationally as standards and compliance expectation levels are often vastly different between continents and countries. This is where studio503 thrives, to consolidate these efforts to make these often difficult and over-complicated processes manageable.

studio503’s passion for developing lasting, profitable relationships begins with their devotion to doing what’s right, with the strategic foresight to understand the why behind the when and how. Their results and performance have established new vendor standards with many large multi-national retailers, including Wal-Mart, Office Depot, Staples, OfficeMax, Walgreens and Target stores.

The team at studio503 impressed Corporate LiveWire for their exhaustive list of strategic services on offer; in addition to their excellent strategic account management, which is open to both well-established companies and new product lines, the panel of judges admired their work in Strategic Consulting. studio503’s work in this field helps bridge the field for companies who have found what has worked for them previously is not satisfying today’s demands. The Minneapolis-based company’s wide variety of techniques often allows for them to help, regardless of the situation; from slight adjustments to a company’s products, mindsets or processes, to total and complete rebrands leading to re-engineering of market strategies, studio503 have successfully implemented these changes to company structures. Their proven excellence in this field is evident through their work with a range of companies; in some cases, studio503 have aided in building multi-million dollar accounts through service and brand positioning.

studio503’s partners range from small businesses with existing retail sales to large organisations striving to expand globally. Their core practice is built on integrating with their vendor partners on all levels, from executive strategy to supply chain management, with an ultimate mission to optimise and calibrate operations and ensure corporate strategic initiatives are implemented and achieved.



FUNERAL HOME OF THE YEAR

Phaneuf Funeral Homes & Crematorium

NEW HAMPSHIRE, USA



**Arthur O. (Buddy) Phaneuf**  
Director  
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A fourth-generation family business, in operation for more than 100 years, Phaneuf Funeral Homes and Crematorium is a leader in its industry, guaranteeing compassionate service that celebrates the life of a loved one. Phaneuf offers caring and personalised ceremonies in both burial and cremations as well as a range of pre-planning services.

Phaneuf believes that celebrating someone’s life and passing should simultaneously honour the dead and commemorate the life they lived. This funeral home specialises in creating and arranging ceremonies that are as unique as the people they honour. Full military honours are available to deceased who served in the armed forces. Embellishing funeral or memorial services with video vignettes is just one example of the way the team at Phaneuf works to help families tell the story of their loved one. The team works to create a service that is truly unique – eager to hear their clients’ ideas, even if they do not immediately seem possible. Phaneuf will advise and endeavour to get as close as possible in order to provide something extra special for each client, resulting in personal and meaningful send-offs for a family’s loved one.

In addition to this, Phaneuf works with individuals to pre-plan their funeral services. People pre-plan for a number of reasons: to ensure their wishes are known; to spare their survivors the stress of making

arrangements after a loss; and, for peace of mind. The Phaneuf ethos believes the opportunity to arrange your own funeral is a beautiful and tender gift that a client can give their family after they have passed away.

The team at Corporate LiveWire were impressed at how expertly and sensitively Phaneuf handled their business, which is often very emotional. The panel of judges particularly admired the people-focused approach to their business, ensuring their customers are at the heart of each service. This is evident through their training process when hiring staff: the team’s key focus is on ensuring each individual is passionate, humble and authentic in their approach. Corporate LiveWire applauded their endeavours in remaining current and up-to-date to developing popular trends in funeral services, whilst at the same time, not losing their traditional touch – their website, blog and social media presence allows them to monitor these trends and help people get what they want from their loved one’s funeral.

*The team at Corporate LiveWire were impressed at how expertly and sensitively Phaneuf handled their business, which is often very emotional.*





# EXCELLENCE IN INVESTMENT MANAGEMENT EXECUTIVE RECRUITMENT

## MJE Advisors

NEW JERSEY, USA



**Barry Emen**

President

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*The team at Corporate LiveWire were impressed with MJE Advisors efficiency when it came to identifying the right candidates for high-powered management roles.*



MJE Advisors is a leading source of top talent for the asset management industry. Specialising in searches for Institutional Asset Managers, Mutual Funds and Hedge Funds, MJE uses their deep rooted relationships to execute successful placement for its client firms nationally. Their highly experienced team has an extensive understanding of senior level positions across the industry, including Finance, Accounting and Operations, Compliance, Tax, plus Sales, Distribution and Marketing. MJE's dedicated team approach provides a superior level of service to their clients and allows them to execute assignments with speed and precision.

Their core expertise is varied for a range of management positions, and can supervise and advise people on areas such as Fund Accounting, Institutional Sales to more general inquiries.

The New Jersey-based company is comprised of a sharp professional team with a combined 40 years of experience between them. MJE Advisors' success over the last 20 years has been attributed to this team's high quality work. Their skills provide their clients with a unique combination between specialisation and team integration; this pioneering approach has allowed the team to identify candidates in a more efficient manner, choosing applicants who possess the right experience, skills and insider knowledge to provide a positive and lasting impact on their client's business.

The team at Corporate LiveWire were impressed with MJE Advisors efficiency when it came to identifying the right candidates for high-powered management roles. The panel of judges particularly admired the company's four-pronged approach when searching for suitable candidates; MJE Advisors strong industry relationships with executive level professionals ensure the widest pool of applicants, whilst the company's constant 'Candidate In-Flows' means that this pool is constantly refreshed to ensure their clients have access to a variety of high quality professionals.

Corporate LiveWire further commended MJE Advisors thorough Evaluation process – their senior recruiters' previous experience in interviewing and partnering thousands of investment industry executives allows them to provide clients with a detailed description of an applicant's professional attributes when advising them on selecting the right talent for their industry.

Over the last few years, MJE Advisors have developed additional capabilities to expand their core executive search to better serve the needs of their clients. The future looks promising for MJE, as they maintain the high integrity and professionalism as they did when MJE first established their services. The company hope to further expand their global network of resources and relationships, and establish themselves firmly as market leaders.

# INNOVATION IN SPECIALIST COMMUNICATION SERVICES

## Sacred Wind Communications

NEW MEXICO, USA

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*The team Corporate LiveWire were particularly impressed with how their technological advancements do not encroach too heavily upon previously established Navajo customs, and instead reinforce the values which they hold important to them.*



Sacred Wind Communications, Inc. is a privately owned telecommunications company dedicated to provide basic and advanced services to underserved rural, mainly tribal, areas in the American Southwest.

The company began operations in late 2006 on Navajo Tribal lands in New Mexico where less than 30% of households had access to basic telephone service and where broadband service did not exist.

The company founder, John W. Badal, started the company from scratch by leasing facilities and contracting labour from other companies while his team built a new infrastructure and trained new hires. John had had a plethora of experience in this field, having previously retired from AT&T, and had served as the state President of Qwest Corporation in New Mexico.

Operating in areas equivalent to the size of small countries, Sacred Wind uses a mix of landline and wireless technologies and possesses one of the largest fixed wireless networks in the U.S. The company has recently embarked on a solar-powered broadband project to meet the needs of hundreds of Navajo households that lack electric power to the home. Sacred Wind began to expand its reach in 2012, building a fibre optic to fixed wireless broadband network for another tribe and training members of the

tribe to operate it. Since then, the company has won contracts to deliver broadband services to a number of schools and has built networks to reach other communities which are currently not being served.

Corporate LiveWire admired Sacred Wind's attempts to provide customers of Rural America with high-quality telecommunication services. The panel of judges admired how this is achieved using economically viable methods in order to provide these communities with more stability.

The team at Corporate LiveWire were particularly impressed with how their technological advancements do not encroach too heavily upon previously established Navajo customs, and instead reinforce the values which they hold important to them.

The panel of judges further commended Sacred Wind's ethos of a large company structure, echoing that of a Fortune 500 background and calibre, but paired with its small company size. Its small company status and outside-the-box orientation when it comes to selecting the appropriate technologies to serve their customers, can actually deliver more than other out-of-state counterparts.

Sacred Wind has expanded from six employees to 42, and has grown its revenues to above \$15,000,000.

BEST IN AUDIO RETRIEVAL SERVICES

Trusted Data Solutions (TDS)

NEW YORK, USA



**Chris Clark**  
President & Chief Executive Officer  
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Trusted Data Solutions (TDS) is the leading provider of backup tape restoration, email archive migration, and audio tape conversion services. The company hereby empowers effective data management in support of litigation, compliance, risk management, data migration, disaster recovery, and beyond.

The TDS team includes leading innovators with decades of experience across multiple facilities in the US, Europe and Asia and has applied their proprietary solutions to assist many Fortune 500 clients in North America, EMEA and APAC.

TDS’s audio services deliver restoration and conversion of voice recordings and associated metadata from voice logger and voicemail systems such as Nice, Eyretel, RACAL, Verint, Dictaphone and others. Their non-native reliable and auditable techniques can be applied at scale with great efficiencies, allowing companies to migrate vast quantities of voice data accurately and defensibly into .wav, .mp3 and other open, searchable formats for migration, compliance, and litigation needs. For one project alone, TDS restored and converted over 750 million calls from backup tapes in under six months.

“Best in Audio Retrieval Services” TDS impressed the panel of judges at Corporate LiveWire with their innovative solutions in audio retrieval. The New York based company was further commended by Corporate LiveWire for its holistic approach in supplying solutions; with over 20 years’ experience in this field, TDS approaches each client with consultative and advisory guidance to supply their customer with the appropriate solution. Customer focus is at the heart of work at TDS, and their team aims for a collaborative approach by listening to their customer’s needs and providing a cost-effective and efficient service to resolve the issue.

TDS’ ethics and integrity results in each of the company’s projects being completed to a high standard, and their previous customer’s testimonials are evidence of TDS’ pioneering work – with partners recognizing tremendous value.

Unparalleled experience, a commitment to excellence, project management and reporting capabilities have made TDS the trusted partner of corporations, consultancies, leading electronic discovery providers and law firms, around the world.



BEST IN BUSINESS PLUMBING SERVICES

Bluewater Plumbing & Heating Inc

NEW YORK, USA



**Roger A. Macaluso**  
Founder & Chief Executive Officer  
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Bluewater serves a wide range of clients from all walks of life, from single restaurateurs to some of the largest medical service providers in the world. Roger A. Macaluso, Founder and CEO, established the firm using the \$2,500 deposit from the firm’s first project and has built Bluewater into the strong competitor in the New York City market that it is today.

Mr. Macaluso has over 20 years in the plumbing and heating industry, and has worked exclusively in the greater New York City Area. Mr. Macaluso also serves as a consultant to engineers, builders, general contractors and developers.

Roger always had a sense he wanted to be a business owner, and is continuously energised by the company that thrives today. Roger attributes this growth to ‘good people, good process, and a great product.’

‘When we first start working with a new client, the first step is to truly understand the client as well as their needs and expectations. This allows us to manage their expectations through the course of the project and deliver what they want when they want it. Explaining to the client what we need from them in order to be successful allows us the opportunity to be more effective and ultimately makes their project more successful.’

Bluewater has expanded more than 150% in the past five years and projects it will grow another 150-200% in the next 5 years. Today, Bluewater partners with some of the largest construction companies in their market to provide one of mankind’s most basic needs.

Corporate LiveWire were impressed with Bluewater’s solid foundation of hard work, honesty and attentiveness of clients which underpins every project in which they undertake. The panel of judges particularly admired the efficiency in which Bluewater can promise clients; their team of experienced plumbers and engineers arrive to the issue promptly and can get the work done without causing too much disruption in the day-to-day running of your business. Their high levels of training are combined with advanced, cutting-edge technology in order to insure that every project is performed to industry standards.

The panel of judges further applauded the extensive list of contacts Bluewater has established since its inception; their list of suppliers from all across New York City ensure that Bluewater’s series of clientele are guaranteed the best value, and that it is expertly installed with the levels of craftsmanship each customer expects.





EXCELLENCE IN EVENT STAFFING SOLUTIONS

All Aces Promotional Staffing, Inc.

NEW YORK, USA



Lauren Raimondi

Chief Executive Officer

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*All Aces Promotional Staffing strives to understand the brand identity their clients want to convey for each marketing program and event. They carefully coordinate the team and logistics while maintaining positive relationships with clients and staff, keeping everything organised through technology.*



Launched in 2007, All Aces Promotional Staffing’s main goal was to assist top marketing and PR companies, brands, and event coordinators with high-quality event staffing and logistical solutions nationally. The company believes that a well-planned event can influence consumers long-term, and strive to provide the highest quality team to make their clients’ events spectacular.

The New York-based company aims to establish long- lasting relationships with their clients, valuing client satisfaction as paramount to their success. All Aces Promotional Staffing strives to understand the brand identity their clients want to convey for each program and event, carefully coordinating the team and logistics while maintaining positive relationships with clients and staff to create a vibrant, engaging experience for all involved. Their unique selling point is in their staff relationships, as each brand ambassador is hand-picked, briefed and trained to ensure each event is of the highest quality. Happy clients begin with happy staff.

It was the work of Lauren Raimondi which made All Aces Promotional Staffing stand out to the team at Corporate LiveWire; she equates the work she does to a game of poker, focused on reading and understanding each client. The panel of judges at Corporate LiveWire were particularly impressed with Lauren’s excellent style of leadership, as she combines both her skills at

professional problem solving and her experimental techniques to create the team and logistics that are just right for each client. The team further commended Lauren for celebrating each of her clients’ niche appeal – her passion and creativity, along with her network of top promotional talent, results in a mutual respect and builds strong client relationships. Lauren recently graduated from the Goldman Sachs 10,000 Small Businesses Program and is excited to use her knowledge to boost the successes of All Aces even further.

The company is always looking to improve processes and the client experience, particularly through technology. Their talent portal allows them to manage staff and programs in one place, creating an efficient, organised process from end to end. Everything is digital, allowing information to be seen in real-time across all internal staff and clients to be updated instantly.

All Aces Promotional Staffing currently provides event staffing support for marketing and PR firms, conference coordinators, food and beverage companies, festivals, and brands looking to connect their company with consumers across all industries throughout North America and Europe. The team at All Aces Promotional Staffing won Inavero’s Best of Staffing Award for the past consecutive six years, and Time Out New York named them the Top Temp Staffing Agency for Marketing and Events.

EXCELLENCE IN INSURANCE SERVICES

USI Insurance Services

NEW YORK, USA



Michael J. Sicard

President & Chief Executive Officer

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*The combination of the Omni Knowledge Engine™ and the Network of local and national resources, delivered to their clients through the Enterprise planning process gives USI fundamentally different solutions, the resources to deliver, and a process to bring superior results to their clients.*



USI Insurance Services began in 1994 with a single office of \$6.5 million of revenue and 40 associates. Today, the company has over \$1 billion of revenue with more than 4,400 associates in over 140 offices across the United States.

USI has served over 100,000 clients meeting their property & casualty, employee benefit, personal risk and retirement needs nationwide. Headquartered in Valhalla, New York, USI has more than 100 years of consulting and brokerage experience through its acquired agencies, with local offices dating back in their communities as far as the late 1800s.

The company combines industry leading national capabilities delivered through longstanding, passionate and committed local service teams. USI stands for Understand, Service and Innovate. USI works to Understand the specific needs of its clients, to provide an unparalleled local Service experience, and to Innovate with cutting edge solutions so its clients can continue to invest and grow.

What truly distinguishes USI as a premier middle market insurance brokerage and consulting firm is the USI ONE Advantage®, a game-changing value proposition that delivers to clients a robust set of risk management and benefit solutions with bottom line financial impact. USI ONE® represents Omni,

Network, Enterprise — the three key elements that set USI apart from the competition. Through USI ONE®, strategic, timely and effective risk management and benefit programs are developed in terms that are easy to understand and a measurable, positive economic impact is demonstrated.

USI is also proud of the deep roots it has in its communities. With agency offices dating back more than 100 years in their local neighborhoods, their teams have a passion for getting involved and helping others who are in need. To foster this spirit and enthusiasm, USI created a unique and thoughtful corporate social responsibility program that aligns with its core values and makes a positive difference in the neighborhoods where associates live and work.

The initiative is called “USI Gives Back,” an annual, nationwide campaign where everyone comes together as ONE to invest their time, talent and treasure in local community service throughout the year – with a particular emphasis during the month of August. USI Gives Back is about saying thank you to the communities that have been so instrumental in helping USI grow. Since its launch, more than 4,400 employees have come together to volunteer during USI Gives Back to assist hundreds of organizations and facilities helping more than 250,000 lives annually.

## INNOVATION IN COMMUNICATION STRATEGY

## Communication Strategy Group

NEW YORK, USA

**Arthur Germain (R)**

Principal &amp; Chief Brandteller

**Michael Simbrom (L)**

Creative Director

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contact-us@gocsg.com



*The team at Communication Strategy Group pleased the panel at Corporate LiveWire due to their series of services offered to ensure the story their client hopes to create is of the highest possible standard.*



Communication Strategy Group has been telling brand stories for its business-to-business (B2B) technology, manufacturing and professional services clients for over a decade. The agency's signature methodology, Brandtelling®, combines elements of branding, thought, leadership, public relations and content marketing to yield a storytelling framework for sharing brand stories that can be remembered, repeated and rewarded.

Communication Strategy Group realises the power stories can have over people; stories can make people sit up and listen, put them at ease or put them on high alert. The power of storytelling is what Communication Strategy Group can provide a fledgling company, making their consumers the 'heroes' of their own stories. The Communication Strategy Group team is comprised of journalists, designers and strategists, who are focused on crafting your brand's story to be both informative and entertaining. This blend helps build confidence and trust with consumer and commercial audiences.

The team at Communication Strategy Group pleased the panel at Corporate LiveWire due to their series of services offered to ensure the story their client hopes to create is of the highest possible standard. With four possible options available, Communication Strategy Group offers a holistic approach to brand marketing;

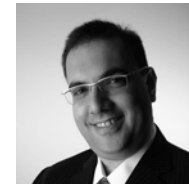
as well as their flagship 'Brandtelling' service, the company also offers public relations services, which can see the story that they have created then shared with powerful brand allies. In addition to this, Communication Strategy Group offers strong content marketing in order to keep their client's brand story fresh by offering it through a range of platforms, as well as presentation services which can aid clients in delivering easy to understand and repeat interviews and statements attributed to their brand. It is Communication Strategy Group's thorough approach to providing client's efficient publicity and marketing services that mark them as outstanding amongst other companies in their field.

Based to the east of New York City on Long Island, Communication Strategy Group was founded by Principal & Chief Brandteller Arthur Germain. A veteran business technology editor, public relations professional and marketing communications executive, Arthur had spent nearly two decades creating and sharing editorial stories and marketing copy when he and his team hit upon the idea of combining elements of both into brand storytelling that could deliver greater customer impact.

## INNOVATION IN INSURANCE DISTRIBUTION

## BOLT® Solutions, Inc.

NEW YORK, USA

**Eric Gewirtzman**

Chief Executive Officer

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www.boltinc.com



*Corporate LiveWire also commends BOLT® Solutions, Inc. experts that aim to tailor a platform experience to suit the needs of a client's customers.*



BOLT® Solutions, Inc., the leading provider of digital distribution solutions to the Property and Casualty (P&C) insurance industry, is helping insurers transform the way they sell and market products to consumers and business owners. Designed to support direct-to-consumer distribution, in addition to agents and underwriters, the innovative BOLT Platform™ easily appends to existing technology, putting customer data, the power of analytics, and a vast selection of products in one accessible location.

Empowered with a universal network of products, the BOLT Platform boosts carrier reach by enhancing product selection. Insurers' gain the ability to bundle their offerings with those from other carriers, positioning them to meet all of the customer's needs through their channel of choice without taking on additional risk. With the channels, tools, and products necessary to engage customers, insurers watch acquisition and retention rates rise and revenues soar.

The New York-based company impressed the team at Corporate LiveWire with their highly innovative BOLT Platform, which has enabled many P&C insurers to increase premiums, grow revenues, and enhance customer retention. The panel of judges particularly admired the platform's ability to connect with back office systems – it's a powerful digital distribution system that incorporates all of the key elements of

selling insurance successfully, and is designed to optimize the customer experience regardless of the channel they choose to engage with the carrier. This platform, therefore, makes purchasing insurance significantly easier for the consumer by combining the technology, markets, products, people, and processes required to meet all of the customer's insurance needs with one easy-to-use interface. A critical differentiator of the platform is it provides customers with an array of product choice through its vast market network. This positions insurers to meet more of the customer needs more of the time without taking on additional risk - enhancing customer acquisition and retention rates.

Corporate LiveWire also commends BOLT® Solutions, Inc. experts for introducing a platform that can easily connect to their clients' current systems, removing one of the greatest obstacles insurers have to contend with to offer their products through digital channels.

For nearly 16 years, BOLT has led the industry charge toward innovative and powerful answers to the contemporary challenges insurers face. The BOLT Platform is the only digital distribution solution offering both personal and commercial insurance product lines through a universal market network. As a result, customer ratings place BOLT in the top one percent of all U.S. businesses. BOLT is an Actua company (Nasdaq: ACTA).



SOFTWARE QUALITY ASSURANCE FIRM OF THE YEAR

QA Mentor, Inc.

NEW YORK, USA



**Ruslan Desyatnikov**  
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QA Mentor is an award-winning leading global QA services provider headquartered in New York with eight different offices around the world. Established in 2010 with an aim to help organisations from various sectors improve their QA functions, QA Mentor proudly boasts of having a unique combination of 150+ offshore and onshore resources who work around the clock supporting all time zones. The company supports 250+ clients from startups to Fortune 500 organisations within nine different industries.

QA Mentor has uniquely positioned itself in the market by providing customisable QA testing services by following a hybrid approach with flexible on-demand testing services and solutions at low prices. By leveraging its in-house automation solutions and tools, including a proprietary automation framework, QA Mentor is able to speed up execution time and save money for clients. This process also creates a tailor-made solution for each client based on their specific budget and technology needs. The proprietary automation framework methodology alone includes the choice of 50 different automation testing tools and solutions to ensure that the right one is selected for a client's specific needs. With the acquisition of a French test automation tool development company, QA Mentor now has their own test management platform as well, QACoverage.

Customers choose QA Mentor as the most economical and cost-effective QA testing services provider, with 30 different QA services, some of which are unique to the company. They cover all of the world's time zones, with QA experts who know and use over 50 different automation tools in offices across the globe. They have also built in contractual obligations for defect leakages and productivity targets, ensuring a seamless and effective customer experience. Our panel of judges was impressed with the company's varied amount of services and array of ways to engage their expert team and ensuring a model to meet every demand. Developed as a result of their extensive experience with diverse customers, all of their models take into consideration the complexity involved in producing a successful project that must meet both time and budget constraints. QA Mentor does this expertly, with superb customer service throughout every stage of the process. If any model doesn't fit your needs, they are willing to develop a tailor-made arrangement to suit your business, with complete confidence that you will be happy with the results.



CHILDREN'S PUBLISHING COMPANY OF THE YEAR

Twin Sisters Digital Media

OHIO, USA



**Karen Mitzo Hilderbrand  
Kim Mitzo Thompson**  
www.twinsisters.com

*The Corporate LiveWire panel consider Twin Sisters Digital Media to be a worthy winner of Children's Publishing Company of the Year because of an impressive roster of achievements and contributions to the publishing and media industries.*



Karen Mitzo Hilderbrand and Kim Mitzo Thompson have been children's authors and record producers for over 30 years. Known as the Twin Sisters, the duo have written thousands of products for children, including over 3,300 songs, 550 digital albums, 250 ebooks, 550 teacher resources, 15 apps, hundreds of books and much more. Thousands of their physical products can be found on Amazon and are distributed by various publishers worldwide. Besides being authors, the fraternal twins run two companies: Creative IP LLC and Twin Sisters IP, LLC. Both companies are dedicated to creating and licensing exceptional products worldwide. Twin Sisters' main focus is on digital distribution of all their music and book products.

Karen graduated from Purdue University with an Industrial Engineering degree and is an avid scuba diver who also enjoys singing, cooking, and volunteering. She is also the proud mother of Tyler Hilderbrand who is a fitness model, personal trainer and nutritionist. Kim graduated from The University of Akron with a Master's Degree in 'Integrating the Arts in the Elementary School Curriculum'. Her teaching degree has allowed her to create educational and inspirational products for children worldwide. Kim enjoys sports, especially basketball, writing books for children, cooking, and being a mother to her three children: Austin, Morgan and Bailey.

The Corporate LiveWire panel consider Twin Sisters Digital Media to be a worthy winner of Children's Publishing Company of the Year because of an impressive roster of achievements and contributions to the publishing and media industries. By utilising their award-winning intellectual property, product expertise and innovative packaging, the duo creates best-selling, value-added products for retailers and publishers. The company is dedicated to growing in new digital markets, with sales of over 50 million albums and the RIAA Certified Recipient of a Platinum Album for 'Nature Sounds', which today boasts sales of over 2 million. They also have 9 Gold Albums, certified by the RIAA, for their Phonics, Classical Music, 102 Children's Songs, Traditional Lullabies, Christmas Jazz, Christmas Memories, Acoustic Christmas and Christmas Through the Eyes of a Child titles, which signifies sales of over 500,000 per album. They have been a voting member of NARAS – Grammy Awards for 25 years, and the recipient of over 170 national awards for educational excellence, creativity, play value and classroom and family fun.

# INNOVATION IN FOSTERING SOLUTIONS

## Bridge Meadows



**Derenda Schubert, Ph.D**

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*The Corporate LiveWire judging panel was particularly impressed with the way in which Bridge Meadows looks beyond simply pairing children with families and instead focuses on building intergenerational communities to support the growth and development of all parties involved.*



Founded in 2005, and welcoming home their first residents in 2011, Bridge Meadows develops and sustains intentional, intergenerational neighbourhoods for former foster youth, adoptive families and low-income elders, building place, permanence and purpose one community at a time. Children move from the instability of foster care placements to permanent homes and families. Adoptive parents receive essential resources, guidance and social support. Low-income elders each contribute 100 hours per quarter in service to the community, and find renewed meaning and purpose in their daily lives.

Located in Portland, Oregon, Bridge Meadows is the only intentional, intergenerational housing community of its kind in the region, and the first one in the US in an urban setting. Working at the intersection of child welfare, affordable housing, health, and ageing – the Bridge Meadows community generates reciprocal social capital that improves quality of life for all three generations.

In September 2016, Bridge Meadows broke ground on a second Oregon site to replicate their first community. At the same time, building will start soon on New Meadows, an annex community that will provide trauma-informed housing and support services to foster youth, aged 18-24, who are

PORTLAND, OR, USA

transitioning out of foster care without a permanent family connection.

The Corporate LiveWire judging panel was particularly impressed with the way in which Bridge Meadows looks beyond simply pairing children with families and instead focuses on building intergenerational communities to support the growth and development of all parties involved. Our judge, Jake Powers commented: “The way Bridge Meadows operates completely revolutionises how children exit foster care. The success rates are significantly higher than those children exiting foster care under the traditional manner and I truly believe that before long this method will be the norm rather than the exception. As a lover of children, I think it is really important to recognise the efforts of Bridge Meadows for its innovative fostering solutions.”

Bridge Meadows now sits on the frontline of an emerging intergenerational movement recently recognised in 2014 with the Eisner Prize for Intergenerational Excellence; in 2015 with the Generations United Program of Distinction Award; and in 2016 with the Portland Monthly Magazine Extraordinary Executive Director Light-A-Fire Award and the Portland Business Journal’s Oregon’s Most Admired Nonprofits.

# EXCELLENCE IN CORPORATE EVENT MARKETING

## Corporate Dimensions

PENNSYLVANIA, USA



**Judy Geriot**

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*Every face to face encounter is a unique opportunity to change how people think and feel about your brand. Corporate Dimensions’ mission is to help clients take advantage of every personal encounter with an organisation’s employees, customers and investors to create lasting business relationships.*



Judy Geriot is a 25 year veteran of the meetings and events industry having worked in virtually every facet of the industry. Judy brought expertise in CAD design and Event Sketch to the Philadelphia Region. This capability gained her wide range recognition and she became known for her event design work. Judy was elected by her peers and served as President of the International Special Events Society for the Philadelphia Region in 1999.

She served as Executive Vice President for one of the premier event strategy and event management firms, soon becoming nationally recognised for her talents as an executive producer and strategic event marketer.

Judy noticed a gap in companies delivering services for meetings, events and trade shows, in that no single company provided comprehensive, face-to-face event marketing services for a range of services including video production, strategic planning, content development, mobile apps, graphics support or help with logistics.

Even today, there are few companies that offer one-stop shopping and –more importantly – that have the creativity and logistical expertise to flawlessly execute tradeshow, meetings and events. This was an important niche which evidently led to the

creation of Corporate Dimensions in the year 2000. With Corporate Dimensions, Judy knew that bringing all of those disciplines under one roof would provide clients with a distinct advantage.

Every face to face encounter is a unique opportunity to change how people think and feel about your brand. Corporate Dimensions’ mission is to help clients take advantage of every personal encounter with an organisation’s employees, customers and investors to create lasting business relationships.

Corporate Dimensions has had the privilege of producing a diverse array of events for clients, including user group conferences, product launches, sales meetings, road shows, partner and alliance conferences, client conferences and industry trade shows. Since 2000, Corporate Dimensions produced meetings and events in virtually every major city in North America as well as numerous countries around the globe, with audiences of every size and every budget.

Corporate Dimensions has the ability to meet challenges head-on with unsurpassed creativity and professionalism.



# EXCELLENCE IN REGULATORY COMPLIANCE LEGAL SERVICES

## Cipperman Compliance Services

PENNSYLVANIA, USA



### Todd Cipperman

Principal  
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*All of the professionals have worked for major asset management firms, law firms, regulatory agencies or other service providers to the asset management industry.*

Cipperman *Compliance* services LLC  
*Building a Culture of Compliance*

Cipperman Compliance Services (“CCS”) is an independent firm offering a third-party perspective on regulatory compliance. CCS grew out of Cipperman & Company, a law firm focused exclusively on the investment management industry and related regulatory issues. CCS and/or Cipperman & Company, an affiliated law firm, has been providing compliance services since 2004. The firm was founded by Todd Cipperman, who has 25 years’ experience in the investment management industry, including service as General Counsel of SEI Investments and extensive private practice experience with major law firms.

CCS provides managed compliance services to alternative investments, including hedge and private equity funds, as well as registered funds and money managers. CCS is the industry leader of compliance outsourcing. With 80-plus domestic and international relationships, services delivered include: acting as the firm’s Chief Compliance Officer (CCO), through to providing a team of resources that executes and delivers compliance support.

CCS develops, implements, and operates complete and customised compliance programs that include ongoing review, testing, management, training, and regulatory response. CCS leverages the experience of a multi-disciplinary team and takes full accountability for its advice and services.

At CCS, compliance is all they do. They have no distractions or other business to serve. The team works with a wide range of financial services organisations, enabling them to offer the best practice solutions to your regulatory challenges. CCS delivers high-touch engagement and regulatory analysis utilising proven processes and procedures, along with delivering a high degree of compliance independence and accountability.

CCS ensures that every client is in the know and in control of their compliance program. Transparency and a high-touch client service model are the key drivers of their successful working relationship with clients.

What impressed Corporate LiveWire is the extensive previous experience that the team at CCS brings to the table. All of the professionals have worked for major asset management firms, law firms, regulatory agencies or other service providers to the asset management industry. Everyone is an expert in the financial services industry as well as knowing the law inside out. They know how to answer and respond to complex and practical compliance questions, and can provide a real-world perspective on how ever-changing compliance regulations impact your firm and related entities. This provides clients, their boards, and investors with the confidence that a highly conscientious team will be at their fingertips.

# BEST FEMALE-LED IT COMPANY

## NAJMTEK

TEXAS, USA



### Sophie Ennadi

Chief Executive Officer  
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*Our judges were impressed with the combined experience of the management team, with 30 years of entrepreneurship, 12 years of product development, 13 years of team management and 11 years of engineering experience*



Established in 2014, NAJMTEK is the innovative IT firm behind the revolutionary UBOOK, a powerfully hardware and software tool that surpasses today’s devices to deliver a more advanced set of functionalities and experiences. Ubook is the first multi-touch, multi-language, multi-accessory and multi-function laptop. Ubook is all-in-one and fully customisable. It perfectly fits all your communication and device input needs, regardless of language, and supports the Internet of Things. Ubook is a powerful learning tool, useful for children with dyslexia as well as for children with other disabilities such as autism, deaf, visual impairment, and even for injured veterans who require extra assistance.

Sophie, who founded the firm and has been CEO since the beginning, has a quality engineering background with strong experience in both the car industry and education. She has managed project inter laboratories across Europe, and has worked with well-known brands to create and implement new test methods, which are still used today. When outlining how this experience helps her leading NAJMTEK to the success it enjoys today, Sophie stated that ‘being a woman in a man’s world is not easy! I’ve learned this since my first job. As a woman, I had to prove day after day, month after month that I deserved the right to be where I was, and simply to be recognised. I never gave up, never tried to act as



a man does. I always kept to the way I was and felt comfortable with, trusting my intuition, and trusting myself. And this is what helped me to be where I am today.’ She hopes to be an example for the next generation of girls.

Ultimately NAJMTEK changes the way users interact with their technology as they participate in and contribute to the world. Ubook offers a social benefit which Sophie is particularly proud of, such as helping millions of people to feel and learn better. She believes that NAJMTEK will truly change the world, one life at a time, and that the only limitation is the user’s imagination. Our judges were impressed with the combined experience of the management team, with 30 years of entrepreneurship, 12 years of product development, 13 years of team management and 11 years of engineering experience – such expertise, passion and dedication creates an I.T. company clients can truly rely on.

INNOVATION IN IT MARKETING CONSULTANCY

TriDigital, LLC.

TEXAS, USA

**Giovanni Sanguily**  
Chief Executive Officer / Creative Director  
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*Giovanni started in the I.T. Industry at Intelligent Enterprise as a sales appointment setter and moved his way up through sales to become the Director of Sales*



Giovanni is the CEO of TriDigital, LLC. Giovanni started in the I.T. Industry at Intelligent Enterprise as a sales appointment setter and moved his way up through sales to become the Director of Sales. He eventually moved into Global I.T. Consulting for MSPU/SPC International providing consulting to business leadership on improving their operations and service delivery with a direct focus on marketing and sales. Giovanni then moved on to lead a Strategic Alliances team at Intel Corporation before starting TriDigital Marketing in 2013. *Corporate LiveWire* spoke with Giovanni to discover how TriDigital Marketing consistently delivers excellent results for its clients.

**What are the main benefits for a company hiring an IT marketing consultancy?**

The main benefit is that you hire a team of creative professionals with years of experience and a proven process that drives results. It is much more cost effective and drives higher ROI than building it out internally. If you are not a marketing expert and don't understand how to build a well-diversified marketing portfolio you may approach marketing with a lot of upfront capital investment and realise a very high cost of lead acquisition and fail to realise ROI. When you hire a well-established IT marketing agency you can let them know what your budget is (or have them help you build a budget) then they can create

a marketing plan that is prioritised around your sales strengths so you can focus the marketing on what works for you best today. They will help you find the right success formula faster.

**What are the most common mistakes companies make?**

(i) Trying to hire one person that can do it all; (ii) marketing your services like a product; (iii) looking for overnight success solutions for marketing.

Most companies that don't understand marketing either have a one night stand with it. Meaning they try one thing like a large direct mail campaign invest a couple of thousands of dollars into it, realise no results then never try again. Others subscribe to a low-cost



TriDigital, LLC.

TEXAS, USA

SEO program or online marketing program that relies on constantly publishing syndicated content to climb to the top of the search engine results thinking that page rank will equal ROI. They need to realise that marketing is another department within their company it needs as much time, resources, attention, and patience to make it successful. Most companies invest years and millions of dollars in infrastructure and payroll to perfect their service delivery department. They need to be prepared to do the same in Marketing, Sales, and Operations. These are the four departments that make up any professional services company.

**How important is it to be able to stay on top of customer trends, market trends and the changing economic climate?**

This is extremely important. In order for you to be effective in marketing you need to realise that the marketing is not for you it is for your prospects. Most business owners internalise marketing. They look at it as "would I respond to this." This always leads to failure. No one knows more about their business than the person who owns it and works in it every day. If you fail to understand the current trends you lose sight into how your prospects are behaving which ultimately leads to producing marketing no one wants to engage or interact with.

**To what extent does the impact of disruptive technology factor into your current strategy?**

Technology will always play a major role in marketing. The more technology out in the consumer market the more it will influence the way they will interact with your marketing. For instance, smart phones have caused a big change in how people interact with marketing. 70% of all emails are being read on smart phones. This means you need to publish email marketing content in a mobile friendly manner. This means your email needs to be responsive so that the user can interact with your content easily. If your goal in the email is to get them to click-through and hit a landing page on your website where you want them to fill out a web form, then your landing page and website also must be mobile responsive. This is one example of many ways technology disrupts marketing.

**Given the fast-paced nature of change, how is TriDigital Marketing able to continuously innovate and adapt to the needs of the industry?**

One thing I think we do well is hire very smart, motivated, and talented young people. I like to hire creative professionals that are young because they have not been jaded by corporate America yet. They are bold, enthusiastic and energetic and gravitate



towards the newer trend and newer ways of doing things. We also have a company creative day once a quarter called "Canvas Day." We divide the company into teams of five and let them do research for the entire quarter on the newest most innovative ways to market. On Canvas Day they work on building a presentation based on their research that can improve and or implement new things TriDigital can do to stay cutting edge.



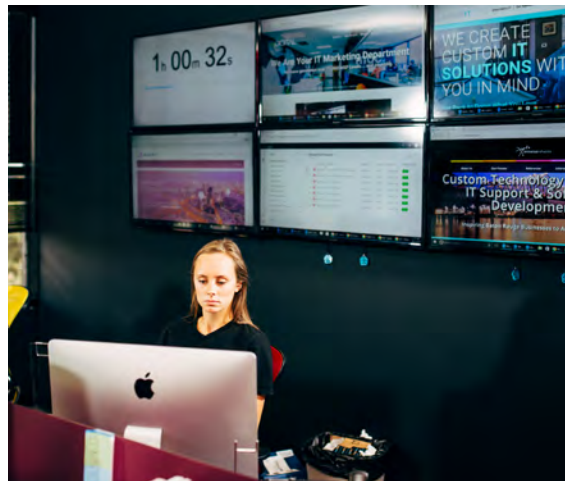
## INNOVATION IN IT MARKETING CONSULTANCY

## TriDigital, LLC.

TEXAS, USA

**Has the increased globalisation of the industry impacted the way in which TriDigital Marketing operates?**

It has, TriDigital now services clients across 15 countries. It has brought us a diversified group of young marketing professionals from all over the world that come into the office every day and share their ideas and experiences. It also allows us to push the boundaries of design and storytelling to create marketing that resonates with people and prospects from different countries. Every country has its own style and culture which keeps our work fresh and exciting.



**What impact has the high level of competition had on the talent pool? Have you had to implement new methods to attract and retain quality personnel?**

We are lucky that searching for talent has not been a problem. We get hundreds of applicants every month that want to work at TriDigital. We balance a degree of uncompromised quality in the industry which is frankly unmatched along with the same intensity in our fun and team building; from Canvas Day to camping trips, movie nights, and game nights. The team at TriDigital is family. We constantly build personal relationships which makes collaboration and team work that much better.

**What other important opportunities and challenges currently face the industry?**

There are plenty of opportunities all around. Our current challenge is scale. Right now, we can only have on-board three clients per month to maintain service quality. This has led to a six-month waiting list of clients who have already signed their contracts and are just waiting. I think TriDigital's best bet is to stay a boutique agency with unmatched creative quality and marketing effectiveness. We will aim to add on more specialised skill sets and increase the investment to become a client.



**Can you summarise what you consider to be the outstanding points of the services you offer?**

I believe that what makes TriDigital great is our ability to educate clients on what drives results. It is not their technology or their services, it is their human qualities. I.T. Services is still a people business. What makes each company special and different is their culture, their people, and their unique processes they've created to approach problem solving. Marketing people and culture means that the marketing will always be different and unique every single time. No two companies are alike and no two companies have the same strengths. Plus it's always exciting to share what you believe is special with other people and other businesses.





# HVAC CONTRACTING COMPANY OF THE YEAR

## Comfort Systems of Virginia, Inc.

VIRGINIA, USA



**Rhonda V. Bridgeman**  
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Founded in 2006 by Rhonda V. Bridgeman, Comfort Systems of Virginia, Inc. is a General Contractor specialising in HVAC, Plumbing and Sheet Metal services that began with the goal to provide high quality contracting services to customers in Virginia and North Carolina. Since its origination, Comfort Systems has made a commitment to constantly improve its capabilities by applying industry-leading skills to all projects, and in doing so, making themselves a benchmark for quality and professionalism in the industry.

The team comprises of a diverse mix of professionals, including a qualified team of technicians and installation mechanics who are educated and trained on the latest advancements in technology and industry standards. They are regularly provided with on-going training sessions conducted by industry professionals. This ensures they are always sensitive to the level and quality of workmanship that is required, and are continually ready to progress and develop.

Alongside a workforce of knowledgeable staff, it is the mission of Comfort Systems of Virginia, Inc. to provide new and existing customers with a superior service that delivers the highest level of quality. The Service Division is structured to meet the broadest possible range of client's Air Conditions, Ventilation, Heating, and Mechanical service needs in the

Virginia and North Carolina areas. They also provide services to customers ranging from small businesses to large commercial and industrial companies. The highly qualified service technicians are available 24/7 to handle all clients' repair, maintenance, and emergency service needs.

Through their leading industry experience and skill, Comfort Systems of Virginia, Inc. can design and implement a custom Preventative Maintenance Plan that will extend the life and efficiency of any HVAC system. Regular maintenance of mechanical systems will not only increase the life expectancy of the equipment, but also minimise unexpected downtime and costly repairs. In partner with this, the team is committed to continuously improving their services and capabilities by applying cutting edge technologies to all projects they undertake.

Corporate LiveWire was also impressed with the company's active involvement in their local community. Rhonda encourages all employees to participate in various fundraising events and volunteering efforts with a mission to make a difference to those in the community whilst raising awareness on several causes.

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*Through their leading industry experience and skill, Comfort Systems of Virginia, Inc. can design and implement a custom Preventative Maintenance Plan that will extend the life and efficiency of any HVAC system.*



# INNOVATION IN SPECIALIST IT SERVICES

## TRI-COR Industries, Inc.

VIRGINIA, USA



**Elizabeth El-Nattar**  
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”  
*Elizabeth is a transformational leader with a passion for inspiring continuous reinvention and improvement, energising high levels of performance and innovation, modelling behaviours for high ethical standards, and driving teams to achieve extraordinary outcomes.*



TCI (TRI-COR Industries, Inc.) is a global Information Technology firm with 33 years of prime contracting experience and an exceptional track record delivering Full Lifecycle Business and IT services in support of Defence, Civilian and private sector clients. TCI's core service offering includes Enterprise Applications Development & Sustainment, Enterprise Infrastructure Engineering & Sustainment, IT Service Management (ITSM), Enterprise Data Services, Cybersecurity Solutions and Professional Services.

TCI's CEO, Elizabeth El-Nattar joined TCI two years ago. Since then she has aggressively advocated technology innovation, balanced short-term and long-term strategic planning, continuous improvement, quality and risk management, and top-notch service delivery to ensure clients' mission success. Elizabeth is a transformational leader with a passion for inspiring continuous reinvention and improvement, energising high levels of performance and innovation, modelling behaviours for high ethical standards, and driving teams to achieve extraordinary outcomes. Since 2000, she has held a wide variety of executive leadership positions across the Telecommunications, Hosting, and IT consulting industries. Prior to her leadership career, she held multiple technical roles in systems, network and software engineering, and completed a BS in Information Systems, an MBA and a Doctorate ABD in Leadership Studies. Elizabeth spent the

last two years leading TCI's strategy and culture transformation to continuously drive the success of its clients, employees, and community. She also partners closely with her colleagues to formulate TCI's operations strategy and deliver results in all aspects of the business.

TCI has earned a reputation for cutting edge technical expertise, continuous process improvement and innovation, performance excellence, consistent cost & quality control and ethical business practices. Such success has come as a direct result of providing environments that foster creativity, leadership, innovation, collaboration, and company-wide drive for extraordinary performance. Some of TCI's recent accomplishments include securing work in five new federal agencies; expanding their service footprint into six new geographic locations; establishing a second innovation lab in Alexandria, VA; launching two new product platforms to target higher education institutions, federal agencies, non-profit and commercial organisations; and achieving CMMI Level 3 maturity company-wide in both Services and Development. Today TCI is providing services in many varied locations, including Arlington, Virginia; Alexandria Virginia; O'Fallon, Illinois; Fort Gordon, Georgia; Kansas City, Missouri; Oklahoma City, Oklahoma; Denver, Colorado; Dayton, Ohio; as well as the Republic of Iraq.



# INNOVATION IN SPECIALIST DIGITAL IMAGING

## Core Medical Imaging

WASHINGTON, USA



**Jon Jacobson**  
President & Chief Executive Officer  
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Core Medical Imaging is a team of experienced professionals driven by a shared vision for better health. Core Medical Imaging has been steadily making a difference in the Pacific Northwest by providing healthcare professionals with pioneering digital X-Ray technology, along with the knowledge and support to ensure their imaging is as reliable and cost effective as possible. The team is committed to ensuring that technical proficiency keeps pace with technical advancement. This is achieved by continuous training and education with a culture of customer-focused team members.

The Washington-based company impressed the panel of judges at Corporate LiveWire through how it has steadily revolutionised medical imaging in its 16 years of service. Core Medical Imaging has achieved this with its team of expert staff with an average of over 25 years experience in the medical imaging field; their expertise in the industry results in the company providing a fast and accurate resolution to any issue.

Core Medical Imaging’s innovation was further commended by Corporate LiveWire for its versatility available in its services; its comprehensive customer services and customised product solutions create a collaborative approach between the company and the client – with no division between sales and service teams, the team of professionals at Core Medical

Imaging believes in developing a close partnership with their customers to get the most from the project. This is complemented with the company’s vast experience working at both vintage and antiquated retro-fits, and modern facilities, allowing for the team at Core Medical Imaging to serve a range of clients of all specialties.

Jon Jacobson, President/CEO of Core Medical Imaging, Inc. started in the medical imaging equipment business in 1979 selling X-Ray accessories, and bringing in new film accounts throughout the Pacific Northwest. By 1981, Jon had quickly moved on to capital equipment sales working for various independent X-Ray Dealerships, and by 1995 Jon was VP of Sales with Coastal Medical Systems and was largely responsible for taking the company from sales of 7 million to 14 million within a three year period. In October of 2000, Core Medical Imaging Inc. was formed, predicated upon representing Canon Medical Systems products throughout the Pacific Northwest. He was awarded the dealership representing Shimadzu Medical Systems in 2003, recognising the synergy of combining Canon with Shimadzu would make for a powerful imaging entity.

Jon’s ability as a salesman was evident through his several individual sales awards won throughout his career.



# CEO OF THE YEAR

## SmartPower

WASHINGTON DC, USA



**Brian F. Keane**  
Chief Executive Officer  
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*Perhaps most significantly, in just three years – and with investments of less than \$3.5 million – the SmartPower Solarize campaigns have resulted in over \$100 million of installed residential solar energy. A major milestone for such an exciting company that is so clearly at the epicenter of this emerging marketplace.*



“Going green” can be complicated and confusing for businesses, governments, homeowners – and almost everyone. It can and should be easier to go green. And that’s where SmartPower comes in. SmartPower is the bridge that links residents, communities, governments and businesses directly to the clean energy and energy efficiency economy.

SmartPower works with governments, businesses, communities, residents, and others to help them make smart energy choices. In short, SmartPower makes it easy to go green. Indeed, they’ve been named the United States’ “Best Non-Profit Marketing Firm” for the past two years as a result of their high visibility, high impact campaigns that deliver measurable energy reductions, installed renewable energy and strong customer satisfaction.

Founded in 2002 by Brian F. Keane, SmartPower today works on behalf of utilities, businesses, foundations, state agencies and governments to turbo-charge energy efficiency and renewable energy efforts. SmartPower’s CEO, Brian F. Keane, is a former advisor to the late Senator Paul Tsongas (D-MA) and congressional aide to Representative Les Aspin (D-WI), and Joe Moakley (D- MA). Keane has an extensive and cutting edge background in management, political organising and communications. In fact, Keane literally “wrote the book” on clean energy and energy

efficiency marketing with the publication of his book, *Green Is Good: Save Money, Make Money, and Help Your Community Profit From Clean Energy.* (Lyons Press, 2012). He is a much sought-after interview and presenter on a host of issues, and is a regular panelist on “*White House Chronicle*”, a weekly public affairs television show that appears on over 200 PBS stations and Sirius/XM radio.

SmartPower has been recognized with numerous awards, including a 2010 and 2016 Clean Air Excellence Award from the US Environmental Protection Agency, the coveted Green Power Pilot Award presented by the EPA and the US Department of Energy; four Gold Awards from the Service Industry Advertising Awards (SIAA). And for the past 4 years SmartPower has been awarded the “Best in Business” for its Community Marketing efforts.

Perhaps most significantly, in just three years – and with investments of less than \$3.5 million – the SmartPower Solarize campaigns have resulted in over \$100 million of installed residential solar energy. This is a major milestone for such an exciting company that is so clearly at the epicenter of this emerging marketplace. And it is even more significant since it comes amidst recent high profile losses among some of the industry’s largest solar companies. For these reasons, among many others, we name SmartPower’s President, Brian F. Keane our CEO of the Year.

# INNOVATION IN ENTERPRISE ARCHITECTURE

## U.S. Department of Energy

WASHINGTON DC, USA



**Rick Lauderdale**  
Innovation Architect  
www.energy.gov  
+1 202 586 4542  
rick.lauderdale@hq.doe.gov

As the Innovation Architect for the U.S. Department of Energy, Mr. Rick Lauderdale is responsible for leading and defining the Enterprise Architecture (EA) strategic goals and objectives, by helping to develop, maintain, and govern the overall EA requirements across the organisation. Mr. Lauderdale's position is responsible for defining the EA methodologies, architecture review process, and for leading the change and integration of those processes with related business and Information Technology (IT) stakeholders.

Mr. Lauderdale's innovation vision has been instrumental in establishing the DOE IT Asset Cybersecurity initiative that is a proactive solution to assist and forecast possible software data breaches. Mr. Lauderdale's strategic vision and implementation has been recognised by IDC "IT Security: World-Class Enterprise Eases Cybersecurity Mandates" October 2014, IDC #251741 and IDC "Peerscape: Practice for IT Asset Management" July 2015, IDC #257845. IDC commented, "Validation of these practices has come in the form of multiple peer investigations by both government agencies and commercial enterprises, which have consistently stated that this strategic solution is at least one to two years ahead of investigating the organisations' own ITAM initiatives".

Mr. Lauderdale's efforts have been recognised by Federal News Radio, Fed Scoop; Architecture and Governance magazine, Forbes, MIT, Troux and BNDA. Mr. Lauderdale efforts were acknowledged in 2015 with the Troux Innovation Award for advancements in IT Asset Cybersecurity planning and execution. The expert panel of judges at Corporate Livewire have awarded Mr Lauderdale with the Innovation in Enterprise Architecture award because of his expertise in embedding innovation into the very thinking of the organisation, from executives to project leaders. He has been able to capture brand new ideas, and then leverage that input to develop innovative solutions and solve the most complex challenges. His work following a 2013 cyber breach provided business leaders with the data to make better risk-based cyber decisions, and was particularly notable in its transformation of a bad event into a positive one.

Mr. Lauderdale has presented the strategic innovation vision of tying IT Asset Management (software and hardware) with Cybersecurity data breeches to U.S. Federal government agencies, Fortune 500 companies and numerous foreign private and commercial companies. He is a retired U.S. Naval Officer (Aerospace Maintenance Duty Officer) and currently resides in Alexandria, VA.



# MOST INNOVATIVE TRAVEL PAYMENT PLATFORM

## UATP

WASHINGTON DC, USA



**Wendy L. Ward**  
VP, Marketing & Communications  
www.uatp.com  
+1 202 774 5017  
wward@uatp.com

*Our panel of expert judges was impressed with UATP's recent attempts to diversify their product offerings beyond its core corporate charge card business, with new merchants and partners, showing a willingness to keep up with current economic and client-driven demand.*

UATP is the airline owned global payment solution accepted by thousands of merchants for air, rail, and travel agency payments. UATP provides a true low-cost alternative to the expensive cost of accepting credit card payments while building and maintaining customers' loyalty to the airlines.

Our panel of expert judges was impressed with UATP's recent attempts to diversify their product offerings beyond its core corporate charge card business, with new merchants and partners, showing a willingness to keep up with current economic and client-driven demand. UATP create value for both customers and shareholders by enhancing subscriber loyalty, maintaining a strong global network and lowering the total costs associated with accepting travel payments. They have a strong international presence with new issuers and merchants added worldwide each year.

UATP offers easy-to-use data tools, DataStreamSM and DataMineSM, which provide comprehensive account details to Issuers and Corporate Subscribers for accurate travel management. DataStream is UATP's innovative, Web-based billing system. It effortlessly organises information on a single, centralised system. With the ability to support multiple currencies and languages, DataStream allows airline Issuers to provide incomparable customer service to clients worldwide.

DataMine is UATP's cutting edge transaction portal that provides comprehensive insight into Issuer and Corporate Subscriber accounts. Subscribers can access up to 13 months of Level III data, and then effortlessly generate reports customised to their specific need. DataMine gives users real-time access to credit limits, balances, and available funds for all UATP account types. UATP's data tools and solutions help make UATP the preferred form of payment for corporate travel throughout the world.

To add value to the Network, UATP partners with new processing platforms that diversify UATP's payment acceptance and channels for airfare payment. UATP's alternative forms of payment partners include Affirm, Alipay, d-Local, eNett International, GiroSolution, Givex, Limonetik, PayPal, Planet Payment, SafetyPay, SOFORT, SVS, UpLift and Wirecard. UATP will continue to enhance the Network to benefit further our airline Members. UATP has also partnered with WEX, a leading provider of corporate payment solutions, to provide the WEX Virtual Credit Card Solution (VCC) to the entire UATP Network. This relationship will allow UATP corporate account holders to pay for hotel and rental cars through the WEX VCC solution.







## EUROPE





# EUROPE

## ALBANIA

**Litigation Law Firm of the Year**  
El Haydinnilaw office

## AUSTRIA

**Excellence in Boutique IP Law Services**  
schmid-ip

**Excellence in Corporate Law**  
Höhne, Inder Maur & Partner Rechtsanwälte OG

**Innovation in Asset Management**  
Schweissgut GmbH

## BELGIUM

**Excellence in Banking Services**  
JohanThijs

**Excellence in Immigration Law**  
Altea

## BULGARIA

**International Law Firm of the Year**  
Djingov, Gouginski, Kyutchukov & Velichkov

## CROATIA

**Innovation in Real Estate Law**  
Divjak, Topić & Bahtijarević

## CYPRUS

**Excellence in Maritime Law**  
Christodoulos G Vassiliades & Co

**Tax Accountancy Firm of the Year**  
A.A. Xenophontos & Associates LTD

## CZECH REPUBLIC

**Excellence in Management Consultancy**  
Arthur D Little

**M & A Law Firm of the Year**  
Havel & Holasek

**TMT Law Firm of the Year**  
Nielsen

## ESTONIA

**Financial Growth Consultants of the Year**  
Deloitte Advisory AS

## FRANCE

**Best in Construction Material Manufacturing Services**  
Saint Gobain

**Best in TMT Law**  
Mediastic - Martineau Avocats

**Life Insurance Brokers of the Year**  
Santiane

**MedTech CEO of the Year**  
Eye Tech Care

## GERMANY

**Best in SME Private Equity Services**  
Auctus

**Excellence in IT Law Services**  
Leupold Legal

**Excellence in Patent Law**  
Dennemeyer & Associates S.A.

**Innovation in Biometrics Technology**  
Dermalog Identification Systems

## GREECE

**Financial Advisory Boutique of the Year**  
AEGIS s.κ. - Financial Advisory & Consulting Engineering

## HUNGARY

**Best in Audit Advice Services**  
RSM Hungary Tax and Financial Advisory Services Plc.

## IRELAND

**Excellence in Product Revenue Growth**  
Integrated Thinking

**IT Security Provider of the Year**  
Vigi Trust

## ITALY

**Best in Insurance Law Services**  
Annunziata & Conso

## ITALY

**Best in Private Investigation Services**  
Luciano Ponzi Investigation

## JERSEY

**Best in Offshore Fund Administration Services**  
R & H Fund Services

## LATVIA

**Excellence in Corporate Tax Litigation**  
Kronbergs Čukste Derling

## LIECHTENSTEIN

**Most Outstanding UCITS Alternative Investments Firm of the Year**  
Salus Alpha Direct

## LUXEMBOURG

**Excellence in Business Tax Law Services**  
Afschrift

## MALTA

**Fiduciary Services Firm of the Year**  
STM Malta Trust & Company Management Ltd

**Innovation in Corporate Management**  
Fenech & Fenech Advocates



# EUROPE

## NORWAY

**Excellence in Corporate M & A Consultancy**  
InfimaAS

**Excellence in Financial Advisory Services**  
Deloitte AS

## POLAND

**Innovation in Software Solutions**  
Intive

## PORTUGAL

**Best in Project Finance Legal Services**  
VdA Vieira de Almeida

**Corporate Law Firm of the Year**  
MC&A - Sociedade de Advogados

## RUSSIA

**Best in International Investment Banking**  
VTB Capital

## SERBIA

**Innovation in Corporate Law**  
Maric, Malisic & Dostanic

## SLOVAKIA

**Public Procurement Law Firm of the Year**  
Advokatska kancelaria CLS Cavojsky & Partners

## SWEDEN

**Innovation in Cloud-Based Aftermarket Service Solutions**  
Synchron

**Innovation in Investment Solutions**  
East Capital Explorer

**Innovation in Team Building Workshops**  
CCG Europe

**Most Innovative Print Management System - Cirrato One™**  
LRS, Inc.

**Pharmaceutical Sales Firm of the Year**  
MobergPharmaAB

## SWITZERLAND

**Best in Private Wealth Management Services**  
BCM & Partners

**Boutique Law Firm of the Year**  
Etude MM Fribourg

**Corporate Law Firm of the Year**  
Des Gouttes & Associés

**Corporate Services Provider of the Year**  
SFM Corporate Services

**Wealth Manager of the Year 2017**  
IndexInvestor Ltd

## THE NETHERLANDS

**Innovation in Property Law**  
RUSSELL ADVOCATEN



# EUROPE

## THE NETHERLANDS

**Innovation in Venture Capital Investments**  
StartGreen Capital

## TURKEY

**Architectural Design Firm of the Year**  
S+Architecture

**Most Innovative Credit Insurace CEO**  
Coface Sigorta A.S.

## UK

**Best Business Leaders in Residential Property Surveying**  
Precedent Surveyors

**Best Customer After-sales Service, Support & Value**  
Gold Solutions

**Best in Beauty Treatment Services**  
Beautiful Skin Expertsz

**Best in Boating Holiday Services**  
Richardsons Leisure Limited

**Best in Business Financing Services**  
Creative Capital

**Best in Business Transformation Services**  
Rialto Consultancy LTD

**Best in Canoe Building Services**  
Valkyrie Craft

**Best in Childcare Services**  
Charlie Caterpillar’s

## UK

**Best in Corporate Growth Advice Services**  
Indus View Advisors Private Ltd

**Best in Domestic Plumbing Services**  
Hanna Mechanical Services

**Best in Educational Architectural Services**  
Nick Baker Architects

**Best in Elite Recruitment Services**  
Dartmouth Partners

**Best in Handcrafted Product Importing Services**  
Zhambala Arts Ltd.

**Best in Indirect Real Estate Legal Services**  
Addleshaw Goddard

**Best in Interior Design Subcontracting Services**  
Julie Kent Interiors Ltd.

**Best in International Child Welfare Systems**  
Care for Children

**Best in Investment Fund Management**  
E.I. Sturdza Strategic Management Limited

**Best in Management Consultancy Services**  
Alexander Ash Consulting

**Best in Non-Profit International Relations**  
Swedish Chamber Of Commerce For The UK

**Best in Postcard Printing Services**  
Graham & Sons Ltd.

**Best in Property Consultancy Services**  
AA Projects Ltd

## UK

**Best in Recruitment Advertising Services**  
JVPGroup

**Best in Small Business Advisory Services**  
OrmsbyStreet

**Best in Special Education Legal Services**  
Douglas Silas Solicitors

**Best in Strategic Business Advice**  
Infinity Partnership Limited

**Best in Strategic Consultancy Services**  
Duntroon

**Best in Sustainable Advice Services**  
Bioregional Charcoal Co Ltd.

**Best in Waste Management Services**  
J&BRecycling

**Bid Management Services Firm of the Year**  
Think Tenders Ltd

**Boutique Accountancy Firm of the Year**  
Lamont Pridmore

**Boutique Law Firm of the Year**  
Bon Accord

**Boutique Management Consultancy Firm of the Year**  
Q4 consulting Limited

**Boutique PR Firm of the Year**  
FrankPR

**Building Contractors of the Year**  
K.J.A Building Contractors

## UK

**Business Accommodation Services Provider of the Year**  
Caithness Business Accommodation Services

**Business Continuity Management Firm of the Year**  
KeystoneResilienceLimited

**Business Continuity Team of the Year**  
Pricewaterhouse Coopers LLP

**Business Solicitors of the Year**  
Greenaway Scott

**Cloud Computer Consulting Firm of the Year**  
Britannic Technologies

**Communication Training Company of the Year**  
Partners With You Ltd

**Construction Project Managers of the Year**  
Project Services Ltd.

**Corporate Video Production Company of the Year**  
BoxsetMedia

**Crane Information Source of the Year**  
Vertikal Press Ltd.

**Creative Design Agency of the Year**  
Fifteen

**Criminal Law Firm of the Year**  
Lewis Hymanson Small LLP

**Cyber Security Specialists of the Year**  
CSRiskManagement

**Data Protection Consultancy Firm of the Year**  
Alison Matthews Consulting Ltd





# EUROPE

## UK

**Excellence in Architectural Design**  
MZOTarrLtd

**Excellence in Architectural Services**  
GOAStudio

**Excellence in Automotive Repair Services**  
A.G. Motors

**Excellence in Banking Consultancy Services**  
Seneca Banking Consultants

**Excellence in Bespoke Concierge Services**  
The Organisers Ltd

**Excellence in Brand Development**  
Brand New Dawn

**Excellence in Business Psychology Consultancy**  
Pearn Kandola LLP

**Excellence in Business Training Services**  
Smat Consultancy Services

**Excellence in Class Action Services**  
Goal Group

**Excellence in Commercial Finance**  
SelectBusinessFinance

**Excellence in Commercial Law**  
BoddyMatthews

**Excellence in Communications Entrepreneur**  
PAC Copywriting

**Excellence in Community Services**  
Waltham Forest Council

## UK

**Excellence in Construction Consultancy**  
Carnell Warren Associates

**Excellence in Corporate Finance Consultancy Services**  
KBS Corporate

**Excellence in Corporate Networking Services**  
Mayfair Quarters Limited

**Excellence in Counselling Services**  
L C & C T A

**Excellence in Education Management Services**  
Ss Realisations 2012

**Excellence in Electronics Support Services**  
Zen Production Equipment Ltd (ZPEL)

**Excellence in Energy Efficiency Solutions**  
Salix Finance Ltd

**Excellence in Fire Prevention**  
Anglian Intumescent Ltd

**Excellence in Food Industry Recruitment**  
Expion Search & Selection

**Excellence in HR Training Solutions**  
001 Inspiration Ltd

**Excellence in Internet Safety Services**  
Internet Watch Foundation

**Excellence in IP Strategy Services**  
CollerIP

**Excellence in Legal Support Services**  
Obelisk Support

# EUROPE

## UK

**Excellence in Logistics Recruitment Services**  
JLC Solutions

**Excellence in Logistics Training Services**  
Oakwood Staff Solutions

**Excellence in Loss Adjustment Services**  
TopMark Claims Management

**Excellence in Luxury Interior Design**  
Maurizio Pellizzoni Ltd

**Excellence in Media & Communication Services**  
Catalyst Communications International Ltd.

**Excellence in Nursing Home Management**  
TLC Group Ltd.

**Excellence in Outsourced Recruitment**  
QuarshLTD

**Excellence in Perfomance Improvement Technique Consultancy**  
Lean NI

**Excellence in Psychotherapy Services**  
ExploringUCounselling

**Excellence in Safety Testing & Installation**  
Premier Technical Services Group PLC

**Excellence in SME Investment Funding**  
Angel Co Fund

**Excellence in Specialist Motorcycle Services**  
Touratech UK Ltd

**Excellence in Specialist Training Services**  
Upholstery Skills Centre

## UK

**Excellence in Tackling Urban Poverty**  
Cambridge House And Talbot

**Excellence in Technology Investment**  
PentechVC

**Excellence in Technology Investment Services**  
ImperialInnovations

**Excellence in Tourism Law Services**  
Wollen Michelmore

**Excellence in Work Experience Services**  
Motion Placements LTD

**Executive Recruitment Firm of the Year**  
ionSearchR2R

**Graphic Design Consultants of the Year**  
Fastsigns

**Gym Chain of the Year**  
The Gym Group

**Homeware E-tailer of the Year**  
Rinkit Ltd.

**Independent Wine Merchant of the Year**  
House of Townend

**Innovation & Excellence in Energy Audits**  
Quantum Controls

**Innovation & Excellence in Estate Planning**  
Portcullis Legals

**Innovation in AI Communications**  
Artificial Solutions UK LTD

## UK

**Innovation in Asset Management Consultancy**  
CITEInvestments

**Innovation in Business Process Management**  
Capita

**Innovation in Carbon Management Reduction Plans**  
Carbon Numbers Ltd

**Innovation in Child Safety**  
Active Tagging Ltd.

**Innovation in Climate Change Analysis**  
Carbon Tracker

**Innovation in Commercial Building Services**  
Arzum Group

**Innovation in Commodity Data Management**  
DataGenic Ltd

**Innovation in Creativity-Focused Law**  
Crefovi

**Innovation in Design & Architecture**  
Nicholas Haslam Ltd.

**Innovation in Digital Marketing**  
Voodoo Creative Ltd.

**Innovation in Digital Technology**  
Volume Global

**Innovation in Electronic Assembly Services**  
Magus Electronics Ltd.

**Innovation in Energy Efficiency Research & Developments**  
National Energy Action (NEA)

## UK

**Innovation in Energy Technology**  
Clarke Energy

**Innovation in Enterprise Architecture**  
Enterprise Architecture Solutions Ltd

**Innovation in Geotechnical & Environmental Engineering Services**  
Geo-Enviromental Services Limited

**Innovation in Graphic Design Services**  
Zero Design Limited

**Innovation in High Speed Rail Services**  
HS1 Ltd

**Innovation in Online Physiotherapy Services**  
Proactivhealth Ltd

**Innovation in Orchestral Experiences**  
Manchester Camerata Ltd.

**Innovation in Part-Time Recruitment Services**  
Capability Jane Recruitment Limited

**Innovation in Publishing Consultancy**  
The Book Midwife

**Innovation in Regulatory Compliance**  
Global Regulatory Services Ltd

**Innovation in Smartphone Technology**  
SwiftKey

**Innovation in Speciality Beauty Treatments**  
Perfect Nails Nationwide Ltd



# EUROPE

## UK

**Innovation in Specialised Payroll Solutions**

Merit Software

**Innovation in Specialist Fund Management**

Beechbrook Capital LLP

**Innovation in Specialist Manufacturing Solutions**

Redbourn Group

**Innovation in Specialist Recruitment Services**

EO Executives

**Innovation in Specialist Training Programs**

Aberlour Child Care Trust

**Innovation in Structural Engineering Services**

Centrespace Design LLP

**Innovation in Teacher Recruitment Services**

Diamond Teacher Recruitment

**Innovation in Transport Management Software**

Proximity

**Innovation in Vaporiser Engineering Solutions**

Gostling Ltd.

**Investment Advisory Firm of the Year**

Award Capital Advisory Ltd.

**Investment Bank of the Year**

Acuity Advisors Ltd.

**Leader of Excellence in Distance Learning**

Open Study College

**Luxury Furniture Supplier of the Year**

Touched Interiors®

## UK

**M&A Strategist of the Year**

Tim Hardman

**M&A Law Firm of the Year**

Burlingtons Legal LLP

**Most Innovative Finance App - invstr**

Invstr

**Most Outstanding Law Firm of the Year**

Keystone Law

**Private Equity Administration Firm of the Year**

Augentius Fund Administration

**PSA Solutions Provider of the Year**

Kimble Applications

**Pub Restaurant of the Year**

The Borough Lancaster Ltd

**Regulatory Law Firm of the Year**

Richard Nelson Solicitors

**Social Housing Provider of the Year**

Ashley Community Housing

**Strategic Cost Management Consultants of the Year**

Auditel

**Structural Steel Specialist of the Year**

Severfield PLC

**Technology Retailer of the Year**

Dixons Carphone plc

**Translation & Localization Recruitment Firm of the Year**

Adaptive Business Group





## EXCELLENCE IN MANAGEMENT CONSULTANCY

## Arthur D. Little

CZECH REPUBLIC



## Dean Brabec

Managing Partner CEE

www.adlittle.cz

+420 224 941 303

brabec.dean@adlittle.com



*The judges also applaud the clear skill and expertise each consultant displays when working with clients: their personal commitment, creativity, and strength in problem solving contributed to Arthur D. Little's excellence in consulting.*

Arthur D Little

Arthur D. Little has been at the forefront of innovation since 1886. The company is acknowledged as a market leader in linking strategy for their innovation in technology-intensive and converging industries. They navigate their clients through changing business ecosystems to uncover new growth opportunities, and enable their clients to build innovation capabilities and transform their organisations.

Arthur D. Little is a global player with local experience. The combination of global exposure and experience in local markets enables clients to achieve the best results. Their consultants have strong practical industry experience combined with excellent knowledge of key trends and dynamics. Arthur D. Little is present in the most important business centres around the world, and they are proud to serve most of the Fortune 1000 companies.

Arthur D. Little's Prague office has been active since 1991, specialising in the Central and Eastern European markets, with a wide range of knowledge from different industries at its disposal. Selected focus areas of the Prague office include strategy, innovation, and transformation in addition to new business models; asset management, investment scoring and maintenance. Their offices also monitor regulatory affairs and risk management, operational excellence; e-government and e-health.

Corporate LiveWire were impressed with Arthur D. Little's pragmatic and client-orientated approach when it comes to their consulting services. The panel of judges admired the company's three-pronged approach to ensure each client receives the advice and expertise they require: profound knowledge of the respective industry, functional competence (incl. IT- and technology expertise), and excellent, top-level strategic consulting know-how. Corporate LiveWire further commended how Arthur D. Little endeavoured to distinguish themselves from other competitors in this field: the team work with their clients to ensure their highly innovative and thought-provoking solutions are implemented, and are as effective as they can be. The judges also applaud the clear skill and expertise each consultant displays when working with clients: their personal commitment, creativity, and strength in problem solving contributed to Arthur D. Little's excellence in consulting.

The Prague office is managed by Dean Brabec, who has been coordinating Arthur D. Little's activities in Central and Eastern Europe since 2005. His main focus is on Energy and Utilities, Public Services and Travel and Transportation. Dean is also the President of the Club of Financial Directors.

## BEST IN TMT LAW

## Mediastic – Martineau Avocats

FRANCE



## Anne-Katel Martineau

Founder

www.medias-tic.com

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info@medias-tic.com



*They have skills and experience in both contracts and litigation, including audio-visual services, script commissions (graphics and literary guidelines), transfer of copyright and audio-visual production rights*

Mediastic arose from the desire to provide tailor-made advice to companies and freelancers on matters relating to Information Technology (IT), Intellectual Property (IP) and assist them in litigation. The firm strongly focuses on digital law and more specifically on the sectors of computer science, media, visual arts, design, audiovisual, cinema, music, photography and fashion.

It was founded by Anne-Katel Martineau in late 2007, under the trademark MEDIASTIC, drawing on partnerships with European and American law firms, especially in New York where she used to work and still travels regularly. She is therefore able to accompany the firm's clients' in both their European and international projects. With over ten years of experience in information and communications technology law, Anne-Katel's broad-based approach to cases and her passion for her clients' sectors enables her to quickly grasp their issues. She wishes to provide 'haute-couture' services at competitive fees to assist start-ups and freelancers in their innovative projects

In September 2013, the firm was briefly a partnership under the name MEDIASTIC-MARTINEAU ASSOCIES A.A.R.P.I. After this partnership of a year and a half, Anne-Katel Martineau continues her international development to assist foreign companies to secure

their agreements in the digital sector in France and in Europe.

The firm also has a strong focus on the art market, its team being passionate about contemporary art. The firm provides artists with its legal advice and knowledge of the art market. The firm is able to assist them at an international level, through their agents, galleries, or even as an artistic agent.

Our panel of expert judges were impressed at the firm's expertise in particular in the field of technology, media and telecommunications law. They have skills and experience in both contracts and litigation, including audio-visual services, script commissions (graphics and literary guidelines), transfer of copyright and audio-visual production rights, French and foreign co-productions, actors, licenses, distribution, agents, funding of audio-visual works, multilingual subtitling services, general terms and conditions, sponsorship, non-performance of publishing contracts, defamation, slander and damage to online reputation. Mediastic understand the issues at stake and offer the best legal advice, pre-litigation and/or litigation strategy for you, as well as ensuring that cases are managed in a competent, transparent and responsive manner, while keeping your budget under control.





## INNOVATION IN BIOMETRICS TECHNOLOGY

## DERMALOG

GERMANY

**Günther Mull**

Chief Executive Officer

www.dermalog.com

+49 040 413 2270

info@dermalog.com

As a pioneer in the development of biometric products and solutions, DERMALOG has shaped the world of security for almost 25 years. The company has revolutionised biometric security products for a series of industries, including: law enforcement, civil governmental agencies such as national registration, voter and driver registrations, health agencies, security agencies and develop solutions for access and data secure. Their work has also helped protect authorisation and authentication services as well as mobile security.

With more than 200 large scale installations in over 80 countries, DERMALOG is the leading German biometrics manufacturer offering the latest in biometric technologies. As the major pioneer in fingerprint biometrics, DERMALOG has won several international awards and tests such as the biennial German Foreign Trade Prize in 2013, which is awarded by the German Federal Ministry of Economics and Technology. DERMALOG was also praised by consultancy Frost & Sullivan, who honoured the company with a 'Customer Value Enhancement Award' for their biometric border control system.

One of the decisive factors in awarding DERMALOG was the performance of its new biometric border control system. It operates particularly fast and efficiently in the most reliable manner thanks to high-end components fulfilling all specific customer requirements.

The Hamburg-based company attracted the attention of the Corporate LiveWire team for its almost 25 years of pioneering work in biometric security. It was the company's outstanding business model which was the most highly commended by the panel of judges; by strictly abiding by their business model, DERMALOG can ensure they remain the cutting edge, market leaders in their field, and ensure their work abides by a high standard. Corporate LiveWire particularly admired how DERMALOG used more than just software and hardware in developing their biometric security solutions, which stands them in stark contrast to their competitors; DERMALOG ensures their security remains at its pioneering best by using research findings both from human biology and morphology to provide a more holistic approach to security.

A team of scientists are constantly developing biometric solutions including AFIS (Automated Fingerprint Identification System) and ABIS (Automated Biometric Identification Systems) which can combine fingerprint identification with iris or facial recognition modality. These contributions have resulted in DERMALOG holding the world record in fingerprint matching in both speed and accuracy (as certified by SGS-TÜV Saar). DERMALOG offers the latest fingerprint Live Scanners as well as biometric Border Control Systems, biometric ID Cards and other documents.

”  
*Corporate LiveWire particularly admired how DERMALOG used more than just software and hardware in developing their biometric security solutions, which stands them in stark contrast to their competitors*



## IT SECURITY PROVIDER OF THE YEAR

## VigiTrust

IRELAND

**Mathieu Gorge**

Founder &amp; Chief Executive Officer

www.vigitrust.com

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mathieu.gorge@vigitrust.com

”  
*Clients of VigiTrust are given extensive security training, followed up by comprehensive online programmes to achieve and maintain compliance.*

VigiTrust is a GRC (Governance, Risk and Compliance) software provider specialising in cloud based security compliance portals, providing education and awareness training, online security assessments and testing based on the VigiTrust Five Pillars of Security Framework®. VigiTrust clients span more than 90 countries in hospitality, transportation, healthcare, financial services, retail and government sectors. The company is well established in the market, with a strong reputation and a track record as an information security expert in a number of fields particularly PCI DSS (Payment Card Industry Data Security Standards), HIPAA (Health Insurance Portability and Accountability Act 1996), EU GDPR (General Data Protection Regulation) and Cyber Security in general.

Mathieu Gorge is the CEO and founder of VigiTrust (2003) and an established authority on IT security and risk management with more than 15 years' international experience. Thanks to his international reputation, Mathieu is in high demand as a speaker at international security conferences such as RSA, EUROCACS, ENISA & ISACA. He is a well-respected figure in the security industry in EMEA and North America. Mathieu's specialty areas include PCI DSS, GDPR, IoT, HIPAA & ISO 27001 and he works closely with the PCI Council (US& EU). Since 2006, Mathieu has been a Councillor for the Ireland France Chamber of Commerce and he has also recently taken on the role

of Information Security Officer AND Vice President. Mathieu is also the Chairman of InfoSecurity Ireland and the ICT Working Group in association with the France Ireland Chamber of Commerce.

VigiTrust impressed the Corporate LiveWire team with its straightforward approach to security and compliance. The judges particularly admired the company's three pronged services to internet security, which utilises people power in addition to software to create a more holistic approach. Clients of VigiTrust are given extensive security training, followed up by comprehensive online programmes to achieve and maintain compliance. This more innovative and interactive way of dealing with online security empowers users to protect their organisation's IT security on their own terms. Corporate LiveWire applauded the wide portfolio of security solutions and eLearning programs available for VigiTrust's clients, which cater for every ability and scenario. Basic classes, such as awareness training in fields like 'Social Networking Security', to more technical classes such as 'Secure Coding' cater for an assortment of clients with a series of security issues, making VigiTrust more versatile when compared with direct competitors in their field.



## BEST IN INSURANCE LAW SERVICES

## AC FIRM

ITALY



## Filippo Annunziata

Partner

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*Their team provides a holistic approach with their legal aid, giving initial advice on both primary and secondary regulation with a specific focus on financial products, before providing continuative advice regarding on-going matters such as pension funds and corporate governance.*



Annunziata, Conso & Berneri (“AC FIRM”) is a legal firm with offices in Milan and Rome. The firm is part of the AC Group. This is a network of professionals willing to gain recognition, on both a national and international scale, for advice and legal/judicial assistance in the fields of Commercial, Insurance and Financial Markets Law. The group has stemmed from the long-standing partnership between Prof. Filippo Annunziata and Avv. Andrea Conso.

AC FIRM specialises in the provision of legal advice regarding corporate law, regulation of financial markets and insurance law. They specifically focus on relevant profiles of comparison of legal systems, application of international models and structures, and cross-border activity provided in Italy by foreign operators. The firm assists its clients in capital markets operations; M&A/joint venture transactions, constitution of start-up companies and group/corporate restructuring.

Over the years, the professionals of the firm have acquired specific expertise in collective asset management – with particular regard to alternative investments, private equity and real estate, banking, insurance and investment services.

AC FIRM impressed the team at Corporate LiveWire due to their expansive level of expertise in the field of

insurance law. Their specialist team of highly-trained professionals are on-hand to assist with an array of legal issues, with the panel of judges at Corporate LiveWire particularly admiring the company’s work with insurance companies. Their team provides a holistic approach with their legal aid, giving initial advice on both primary and secondary regulation with a specific focus on financial products, before providing continuative advice regarding on-going matters such as pension funds and corporate governance. AC FIRM was also commended for their efforts in drafting up relevant contracts with depositary and asset management companies, making an often difficult and tedious process simpler and more efficient for insurance companies.

Filippo Annunziata is one of the Partners of AC FIRM, and he is associated professor of Financial Markets Law at University Bocconi, Milan. He is member of the managing committee of Centro Paolo Baffi, Bocconi University. On 22 September 2016 he became ‘Fellow Academic Member’ of the European Banking Institute, the academic joint venture for research on banking regulation. He is author of a wide list of publications, including two monographs regarding stock markets and financial markets in general. His specialties include commercial, corporate, banking, financial and insurance law.

## INNOVATION IN SOFTWARE SOLUTIONS

## intive

GERMANY



## Ludovic Gaudé

Chief Executive Officer

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*They believe that building partnerships based on trust and respect leads to continuous success. They constantly challenge assumptions and established approaches, believing that this is essential to getting better results faster.*



intive is the name of the brand created following the merger of BLStream, Kupferwerk and SMT Software Services. The idea behind intive is to respond to the growing demand on the market for advanced IT solutions triggered by the digital transformation. The merger was driven by Central Europe’s largest investment fund Enterprise Investors.

intive operates on the market of customised IT solutions, designed and delivered on a client’s individual request. The integration of three IT companies that complement each other very well with regards to offering and geographical spread enables the new enterprise to provide comprehensive services along the whole software application lifecycle; from shaping the idea and business plan of a digital product to its design, development and optimisation to its maintenance.

With more than 1,300 remarkable specialists, intive helps its customers to turn ideas into digital reality. With a challenging, curious and agile mindset, intive co-creates exceptional software solutions that help its clients to accelerate their own digital transformation. The company’s operations are headquartered in Munich, with 12 development centres in Germany and Poland, as well as regional offices in USA, UK, Sweden, Spain and France. intive is a trusted partner for marquee companies such as Audi, BMW, Credit

Suisse, Deloitte, ING, Microsoft, Orange, Viacom, Vodafone, Volkswagen and Zalando.

intive boost enterprise value by enabling forward thinking enterprises and organisations to seize profitable business opportunities by creating exceptional software-based solutions. They believe that digital technologies open up entirely new, promising opportunities. They help enterprises to accelerate this digital transformation in order to create value and enhance quality of life. The company has over 17 years of experience, 100 million users of their apps, 5 design studios, 92% of returning clients, 50 new staff hired each month and 1,200 engineers.

The panel of judges at Corporate LiveWire were impressed with the company’s three core motivations – empathy, agility and enthusiasm – which were deemed a refreshing change in an often sterile industry. A deep understanding of everyone’s needs is at the heart of their work. They believe that building partnerships based on trust and respect leads to continuous success. They constantly challenge assumptions and established approaches, believing that this is essential to getting better results faster. They always engage with new challenges in a positive way – passion is their driver. They believe that curiosity and creativity are key to achieving inventive, successful solutions.



## CORPORATE LAW FIRM OF THE YEAR

## Marques da Cruz &amp; Associados (MC&amp;A)

PORTUGAL



## Vítor Marques da Cruz

Founding Partner

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*With the range of services on offer continuing to expand, MC&A's partner-lead and high-quality legal services are evident in a variety of disputes, from banking and capital markets to intellectual property.*

Marques da Cruz & Associados (MC&A) is a client-driven law firm based in Lisbon, Portugal and is committed to the effective management in the delivery of its services. By maintaining high standards of technical quality, and given the knowledge and skills of its lawyers, the firm delivers an integrated, quick and effective service to its clients, on different areas of practice and in different jurisdictions.

MC&A has vast and recognised experience and expertise in a series of matters, such as: Corporate, Commercial and M&A, Banking and Capital Markets, Tax, Real Estate, Labour, Litigation and Arbitration, Energy and Public Law in different jurisdictions. The latter mainly occurs in Portugal, Angola and Mozambique, where MC&A has its own firm.

In addition, MC&A has local partners in Guinea Bissau, Cape Verde and Sao Tome and Principe. MC&A is constantly increasing its professional contacts and connections throughout the world, not only in the European Union (where MC&A already has existing and continuous strong professional relations, notably in the United Kingdom and Spain), but also increasingly so in Brazil and the United States.

MC&A impressed the Corporate LiveWire team through its expansive areas of practise as a law firm. With the range of services on offer continuing

to expand, MC&A's partner-lead and high-quality legal services are evident in a variety of disputes, from banking and capital markets to intellectual property. It was specifically in the area of Mergers and Acquisitions that MC&A stood out to the panel of Corporate LiveWire judges, as their team of highly skilled lawyers have had a wealth of experience in this field, performing due diligence at both national and international levels.

The team at Corporate LiveWire further commended the law firm for how it strictly abided to its high set of values it sets itself in order to provide customers with their exceptional legal services. Their commitment to customers is reflected in its range of practise areas, and their ambition for success can be seen in how the company has started to launch its services on a global scale.

Vítor Marques da Cruz is the founding partner of MC&A, with extensive and varied business law experience that includes large scale M&A and corporate transactions. Vítor has specialist experience in Banking and Capital Markets, in Portuguese and Angolan law, and frequently advises a number of government departments and international companies in Portugal and Angola.



## MOST INNOVATIVE PRINT MANAGEMENT SYSTEM - CIRRATO ONE™

## LRS, Inc.

SWEDEN



## Linda van der Westen

Senior Manager, Cirrato Marketing

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*Corporate LiveWire were not only impressed with how Cirrato One has reimagined the printing infrastructure, but also the fact that the company continues to make positive changes.*

Starting in 2002, the Cirrato team developed and patented Cirrato Single Server Printing, a decisive new way to print that consolidates print servers and provides one centralised point of control over printing in global environments. It was Cirrato One's vision to become the industry shaping software company that reimagined IT infrastructures and established a global standard in printing and beyond. For nearly 14 years they have been successful in providing a best-in-class solution that ended up with many large enterprises around the globe. With Cirrato, multi-site organisations benefit from complete control over printing with unmatched redundancy and scalability, whilst minimising IT infrastructure cost, support cost and environmental impact.

Now part of the LRS Enterprise Output Management division of Levi, Ray & Shoup Inc., Cirrato shares the company's strong values and strives to find the best solutions for its customers. The Cirrato team of software developers is among the best in the world, with a strong team of support representatives and technical project leaders to back up existing partners and customers.

Having OEM partnerships with the world's largest printer manufacturers, the Cirrato team has developed embedded solutions for Canon, Fuji

Xerox, HP, Konica Minolta, Kyocera Mita, Lexmark, Ricoh, Samsung, Sharp, Toshiba and Xerox.

The Cirrato solution is sold through a network of partners to private and public sector organisations. For qualified partners, the solution offers a compelling competitive advantage for most medium to large-size organisations, resulting in a rapidly growing number of installations.

Corporate LiveWire were not only impressed with how Cirrato One has reimagined the printing infrastructure, but also the fact that the company continues to make positive changes. The development team has introduced a multitude of features that further simplify life for the IT department, while also increasing end user convenience. The award for most innovative print management system recognises this increasing development of the solution.

What also stood out to the team at Corporate LiveWire is how Cirrato Single Server Printing can help companies reduce energy and paper usage, reduce support trips, and even the number of colour printouts. Each measure is meaningful on its own, but when combined, the environmental effect can be staggering and the savings go directly to the bottom line.



# INNOVATION IN VENTURE CAPITAL INVESTMENTS

## StartGreen Capital

NETHERLANDS



### Coenraad de Vries

Managing Partner

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*StartGreen Capital innovates the traditional venture capital model, by providing crowdfunding opportunities through its own crowdfunding platform, Oneplanetcrowd.*

StartGreen Capital is the first venture capitalist in the EU to combine venture capital, crowdfunding and project financing. The company innovates the traditional venture capital model, by providing crowdfunding opportunities through its own crowdfunding platform, Oneplanetcrowd, in addition to finance from one of the four venture capital funds it manages.

The Amsterdam-based company targets businesses that aim to take their innovative and sustainable technologies, products or services to the next level. Why? Because StartGreen Capital believes that profitable returns are essential to achieving sustainability. This can only be achieved by game changers, which StartGreen Capital supports with financing from both venture capital and crowdfunding. For instance, they provided funding to the innovative Dutch food company OJAH, which developed a sustainable meat substitute.

What makes StartGreen Capital unique is the combination of financing instruments. StartGreen Capital not only provides money, but by offering crowdfunding they also provide access to the crowd: a huge army of company ambassadors and customers. For example, Peerby, a lending and sharing platform for which their crowdfunding platform Oneplanetcrowd helped raise funds. In addition to

raising €2 million for them, the platform also helped them gain 1,000 new customers.

At Oneplanetcrowd entrepreneurs can raise money through different financial products. For instance, convertible loans are available, which gives the crowd the right to convert the loan to certificates of share. Also, regular loans can be provided at attractive interest rates. Oneplanetcrowd also aims to accelerate the transition to a sustainable economy, which can only be achieved by successful sustainable entrepreneurs and businesses. All projects at Oneplanetcrowd are environmental friendly or have a social impact so that they contribute to a better planet.

Obviously, StartGreen Capital can't tackle this problem on its own. By developing strong partnerships with others that share its goals and by building alliances with leading Dutch banks, StartGreen Capital can make a proposition 'bankable'. The strength of StartGreen Capital is a combination of market knowledge, network, entrepreneurial advice and investment experience and the company remains involved after the transaction by actively working with businesses to guarantee success. Since it was established a decade ago, StartGreen Capital has financed over 180 propositions and currently has €150 million in assets under management.



# BEST IN BUSINESS TRANSFORMATION

## The Rialto Consultancy

UNITED KINGDOM



### Richard Chiumento

Director

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*Our panel were impressed with the company's enviable record of helping organisations with their Transforming the Performance Culture (TPC) Solution, which aligns employees, fosters innovation and creates considerable performance improvement.*



Rialto is one of the UK's most highly-respected, multi-award winning consultancies. They specialise in helping businesses increase growth and competitiveness in a rapidly changing VUCA & digital world by stepping up leadership capabilities, innovation and staff engagement. They are 2016 Change Management Advisors of the Year, as well as Transition Coaching Consultants of the Year and past winners of the CMI's Outstanding Organisation of the Year award. Rialto work with some of the world's most respected companies, including Barclays, Morgan Stanley, The Post Office, Cadbury's, Tesco and The Body Shop, as well as a significant number of SME's and public sector organisations including the London Underground, The Ministry of Justice and the NHS.

Gone are the days of long term strategic plans. Today it's all about organisational agility and the ability to turn on a sixpence to secure growth targets or addressing viral customer reactions, moving quickly enough to snap up the best talent, or responding rapidly to disruption and/or new market entrants. Indeed, this new agility is rapidly becoming the new hallmark of high growth companies, which the focus is on helping organisations respond positively to increased disruption using new customer and employee insights to capitalise on market and workforce trends. It is widely believed that within five years, the winners and losers in the battle for

successful digital transformation will be clear. The winners will have changed their culture, created a collaboration between formerly 'siloed' departments, adapted their talent strategies and business models, and increased the convergence between operational, engineering and information technology. Rialto are helping these organisations to build their new DNA and mind-set which creates the culture needed to compete effectively in the new digital world.

Our panel were impressed with the company's enviable record of helping organisations with their Transforming the Performance Culture (TPC) Solution, which aligns employees, fosters innovation and creates considerable performance improvement. Their expertise has been proven with a number of notable achievements: within 39 TPC programmes over the past eight years, Rialto have saved a combined £32 million in redundancy and change costs, typically encouraging 70-80% of a typical workforce to step up their performance and achieving an average 12% in sales and 8% in profit increase and improved customer satisfaction by an average of 4%.



## BEST IN SPECIAL EDUCATION LEGAL SERVICES

## Douglas Silas Solicitors

UNITED KINGDOM



## Douglas Silas

Principal

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*The Corporate LiveWire judges were particularly impressed to discover Douglas Silas Solicitors' extremely high track record of settling/winning cases (85-90%).*

Douglas Silas Solicitors help parents of children with Special Education Needs ("SEN") throughout the assessment, including those who need to appeal to the Special Education Needs and Disability ("SEND") Tribunal.

The North London-based firm can provide advice indirectly as a 'consultant' (i.e. assisting with the process) or represent them directly (i.e. take personal responsibility over the entire process). Douglas has successfully represented parents of children with SEN for more than two decades and has helped thousands of parents get the right provision for their child.

The Corporate LiveWire judges were particularly impressed to discover Douglas Silas Solicitors' extremely high track record of settling/winning cases (85-90%). This success rate is reflective of their considerable expertise and specialisation in this field. It also ensures a reliable and authoritative voice when giving parents honest and straightforward advice – including realistic expectations concerning the expected success rate, financial & emotional cost, and risks of pursuing something before committing to taking any action.

Douglas Silas Solicitors are always pro-active and help parents to avoid disputes – rather than just focusing on resolving disputes which have already happened.

They are completely transparent about costs and always quote their fees (inclusive of VAT) with 'Capped' or 'Fixed' rates. Douglas Silas Solicitors also ensure parents receive copies of all important documents in their case, whilst also providing simplified information in layman terms rather than in legal jargon.

With eight members of staff, Douglas Silas Solicitors run cases as a team so parents get immediate access to someone who can help. This also ensures correspondence is dealt with promptly and enables parents to stay abreast with developments and make informed decisions where necessary.

Douglas Silas Solicitors also work collaboratively with parents and others (e.g. experts) in order to pool skills together. Operating with a small but dedicated team also enables staff to provide a high level of personal service – devoting time and resources to cases in order to achieve the correct outcome.

Furthermore, Douglas Silas Solicitors are renowned for going that extra mile for parents. They appreciate the stress involved in undertaking such cases and will do everything in their power to bring the case to a swift, successful and final conclusion and empower parents for the future.

## BEST IN STRATEGIC BUSINESS ADVICE

## Infinity Partnership Limited

UNITED KINGDOM



## Simon Cowie CA

Director

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*The panel of judges wanted to praise Simon Cowie in particular for his excellent work in this company: it is due to his work that Infinity Partnership has become such a familiar name amongst the businesses of Scotland.*



Infinity Partnership specialises in providing proactive strategic business advice, accountancy services and tax planning to owner-managed businesses.

The Aberdeen-based business is ran by Simon Cowie, and his team guide clients through special circumstances such as start-up or acquisition, as well as day-to-day procedures.

The company's extensive range of services allow for businesses to get advice on a range of issues including: business start-ups, mergers and acquisitions and retirement strategies, as well as offering services in accounting, taxation, book-keeping and VAT.

Since its inception in 2011, Infinity Partnership has made quite an impression on the rest of Scottish business; in 2015, Infinity Partnership completed a successful merger with Accord Tax & Accountancy. The move, which was well received, only further boosted Infinity Partnership's profile: Accord has an international client base and had previously garnered a strong reputation for its tax advisory and compliance specialisms. By fusing the two companies, Infinity Partnership were able to bring another dimension to their already strong business advisory skills, particularly strengthening their previous advice about mergers and acquisitions. This merger looks only to be the start

in building a full-service accountancy business, which looks to continue to deliver the first-class advice that adds a multitude of value to their clients' business.

It was projected before the merger that the two businesses will have a turnover of £2 million, nine staff and more than 1,000 clients.

Corporate LiveWire was impressed by Infinity Partnership Limited's impressive record, and how organically the company has grown over the years. The panel of judges wanted to praise Simon Cowie in particular for his excellent work in this company: it is due to his work that Infinity Partnership has become such a familiar name amongst the businesses of Scotland. In 2014, Simon himself completed 31 deals, with their combined value well in the excess of £150 million. His work that year saw Simon Cowie named as Dealmaker of the Year by Scottish Business Insider Magazine. This accolade only further impressed our judges here at Corporate LiveWire, as it is clear Simon is well-versed in his market, and can initiate a transaction and follow it through to make successful sales. Corporate LiveWire further commended Simon's personal approach in his strategic and proactive business advice. His ability to think outside the box to come up with innovative and effective solutions only furthers his excellence in securing the best deals.

## BOUTIQUE LAW FIRM OF THE YEAR

## Bonaccord

**Patricia Barclay**

Founder

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*The team's unparalleled expertise and experience in the industry protects client's interests and favours a client-central approach whether it is a one-man consultancy, a huge multinational company, or an academic institution.*



Bonaccord specialises in supporting the scientific community with a particular focus on the life sciences. The firm has clients throughout the UK and abroad, supported from its bases in Edinburgh and Durham.

The firm was founded by Patricia Barclay who prior to establishing Bonaccord worked primarily in-house heading up the legal and IP functions of two multinational life science companies. She has worked all over the world and has an enviable network available to assist her clients. Having worked in business for many years sitting on boards and executive committees she has a pragmatic approach to finding ways of getting the deal done and avoiding unnecessary costs and this is key to the Bonaccord philosophy. Bonaccord is not a typical law firm. It works with its clients to develop their business, offering assistance in business and IP plans. It also raises funds and identifies other sector specific experts where the client is looking for further support. In addition to these, it offers more traditional legal services such as investment agreements, corporate work, R&D collaboration, manufacturing, and distribution agreements. The firm also handles M&A, intellectual property licensing and IP audits and undertakes due diligence for investors. Typical clients are in the pharmaceutical, biotechnology, medical device, cosmetic, food and drink, specialty engineering and chemical sectors but the firm also

has clients in the jewellery, design and fashion trades. In addition to its legal services and consistent with its business focused philosophy, Bonaccord also offers an award-winning commercial mediation service as a speedy and cost effective alternative to litigation.

Corporate LiveWire is awarding Bonaccord for its excellence in the highly specialised sector of life sciences. The team's unparalleled expertise and experience in the industry protects client's interests and favours a client-central approach whether it is a one-man consultancy, a huge multinational company, or an academic institution. Bonaccord are internationally acclaimed and we were particularly impressed that though their approach to business is pragmatic, they are also bringing innovation to the market. Their mediation service reflects Patricia and the team at Bonaccord's superior understanding of modern business needs. Patricia is ideally placed as a business-to-business commercial mediator and boasts an exceptionally practical understanding of how business works. Under her management, Bonaccord offers clients a fast and cheaper alternative to litigation and disputes which sets them apart from many boutique law firms.

UNITED KINGDOM

## BOUTIQUE MANAGEMENT CONSULTANCY FIRM

## Q4 Consulting limited

UNITED KINGDOM

**Alan Crozier**

Founder &amp; Managing Director

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*The Glasgow-based company impressed the team at Corporate LiveWire for its comprehensive list of services; despite being a boutique company, Q4 can help advise in a range of areas*



Q4 Consulting Limited is a boutique management consultancy involved in advising businesses on employee engagement, employer branding, and communication management. The company believes in research-based consulting; much of their work is informed by employee research conducted using their own unique survey suite of instruments, Q4:metrics®. Their overarching objective is performance through people.

There is a lot of competition in this area of consulting ranging from very professional to questionable. They take nothing for granted, and are constantly examining our processes and 'products' and making sure that they stay focused and relevant. In 2011 Managing Director, Alan Crozier, published a book, "The Engagement Manifesto – a systemic approach to organisational success." This was designed to set the bar at a level to which organisations should aspire in their people practices. It was also designed to set Q4 Consulting Limited apart from much of the competition and it had the added benefit of helping the company win work.

The Glasgow-based company impressed the team at Corporate LiveWire for its comprehensive list of services; despite being a boutique company, Q4 can help advise in a range of areas: from more general inquiries such as employee engagement, to more

niche matters, such as the philosophy, strategy and planning of communication management. Corporate LiveWire particularly admired Q4's thorough approach in their consulting services, particularly when it came to employer branding; the team at Q4 utilise Total Employment Relationship Management (TERM) to provide a systematic sustainable and holistic approach to understand employee behaviour. Unlike many branding services, focusing on visual design, Corporate LiveWire appreciated how Q4 chooses to hone their efforts on values, systems and policies among other details in order to meet objectives through people. The panel of judges commended the team for combining their work with metrics, reducing the total employee relationship to 12 dimensions to highlight the positive elements of a client, as well as areas which need improvement.

Currently, 99% of the private sector is made up of SMEs. Last year, the company developed a survey instrument to help them in establishing and improving levels of employee engagement (Précis™). This is a shorter and re-focused version of their more comprehensive instrument (Q4 Profiler™) which is used by larger organisations with a more sophisticated human resources function. In 2016, the company has developed a new instrument, Agility Index™, a tool to help organisations understand how prepared they are for the uncertain times ahead.



## BUSINESS CONTINUITY TEAM OF THE YEAR

### PricewaterhouseCoopers LLP

UNITED KINGDOM



#### Martin Caddick

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*Corporate LiveWire were not only impressed with the team's remarkable journey to becoming market leaders in a relatively short space of time, but also their role in developing and defining the future concept of Resilience.*



PwC is the world leading audit firm with 16,000 employees in the UK, and providing a wide range of services including Risk Assurance. PwC's UK Resilience practice, led by Martin Caddick, was started in 2010 within Risk Assurance, and has grown year on year to become the market leader in providing Resilience consulting services.

Enterprise Resilience is about understanding what really keeps organisations fit and healthy, capable of surviving not just sudden shocks, but also long term change. The team have undertaken around 150 engagements over the last 12 months and over 600 engagements for more than 270 different clients since it started and cover services including Enterprise Resilience, Operational Resilience, Business Continuity, Crisis Management, IT Disaster, Recovery, Enterprise (Physical) Security.

Martin himself was headhunted by PwC seven years ago to establish and lead the Business Continuity, taking the team on a journey that has seen them help define new standards on Organisational Resilience such as BS65000, and change how businesses look at protecting their futures. Martin is experienced in working with organisations of all sizes, from global corporations to smaller businesses. His experience, coupled with his desire to continuously improve the understanding and application of business

continuity through his work with clients, the Business Continuity Institute, and the BSI, makes him a recognisable figure, regular public speaker and media commentator.

Under Martin's leadership, the team has been the leading innovator in this field, contributing greatly to the Resilience and Continuity communities, and actively seeking to create the next generation of resilience practitioners. The team maintain that they wish to use their position in the marketplace as a positive influence on the direction and standing of the Business Continuity and Resilience profession.

Corporate LiveWire were not only impressed with the team's remarkable journey to becoming market leaders in a relatively short space of time, but also their role in developing and defining the future concept of Resilience. This is demonstrated most admirably in the team's nurturing of the next generation of Resilience professionals looking to get started in the industry. Martin and his team recognise how important new blood is, and as such, have invested in recruiting and coaching the next generation of practitioners.

## BUSINESS SOLICITORS OF THE YEAR

### Greenaway Scott

UNITED KINGDOM



#### Nigel Greenaway

Director

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*They are committed to adding value to each client's business and play an integral role in providing advice, legal guidance and commercial and strategic input when necessary to enable clients to achieve their goals*



Greenaway Scott is a specialist law firm which deals solely in Corporate Finance and Commercial Contracts & IP. In particular, the corporate team focuses on mergers, acquisitions, MBOs/MBIs, investments and transactional work and guides companies from start-up to exit. They frequently advise on both debt and equity investments and though they deal with companies across a range of sectors, they have developed a specific sector specialism in the healthcare, pharmaceutical and life science fields. As a result of this, the team see first-hand any trends in corporate transactions including deal flow, lending and demands for funding. The business is director led – the commercial team hold science or mathematics degrees as well as their legal qualifications, and the corporate team are strategic as well as legal in their approach to client requirements.

The firm was founded in 2012 by Nigel Greenaway in Cardiff, Wales, and now stands as one of the most dynamic and fast growing legal firms in the UK today. Nigel is the firm's Corporate Director and also founded a Corporate Finance boutique, Lexington Corporate Advisors. Nigel has almost 20 years of experience and an extensive knowledge within the corporate sector, advising on all corporate practice activities, including; disposals, acquisitions, MBO's, Investments, stock market listings, insolvency and corporate recoveries. Nigel works with a strong team,

each of whom is highly experienced, commercial and business-orientated. The team are focussed on providing quick, sharp, valuable and effective advice and the team has a strong track record in advising growing and successful businesses from start-up through to exit.

The team pride themselves on being driven and maintaining traditional standards of quality and service. They are committed to adding value to each client's business and play an integral role in providing advice, legal guidance and commercial and strategic input when necessary to enable clients to achieve their goals. Corporate LiveWire was also impressed with Greenaway Scott's commitment to remaining by a client's side until results are achieved. Recently described by a leading publication as "an inventive and truly focused legal practice", Greenaway Scott is not your average law firm. The team always aim to live up to clients' expectations and surpass their own exceptionally high standards.

## CLOUD COMPUTER CONSULTING FIRM OF THE YEAR

## Britannic Technologies

UNITED KINGDOM

**Jonathan Sharp**

Director

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Britannic Technologies is an award-winning specialist in voice communications, systems integration and managed services. The provider's solutions and services effectively maximise the ICT investment of private and public organisations across the UK and internationally.

Since 1984, Britannic Technologies has tailored technology solutions to the needs of its customers, and pioneered innovation in business communications in partnership with world-leading manufacturers and service providers. Today, the business communications expert offers end-to-end solutions and services spanning IP Telephony, Unified Communications, Networking, Contact Centre Technology and Cloud-based solutions. Its integration expertise in voice, data, video and software applications, and its strategic consultancy complement the portfolio and support clients in designing a tailored environment that simplifies IT management, streamlines operations and encourages fast, flexible collaboration for improved employee and customer experiences.

Most recently, Britannic Technologies unified the communications technology and channels at London accountancy firm, HW Fisher & Company. The team also deployed a new communications and customer contact solution for the Mondrian

London boutique hotel, in addition to assisting the lawyers at RadcliffesLeBrasseur in improving its client service capability with a centralised, feature-rich IP communications platform.

The team at Corporate LiveWire admired the level of customer service that Britannic Technologies invests into each client. Relationships are established through the way the Surrey-based company treats each client as a partner, going the extra mile in order to understand wholly their business goals, processes and culture and serve them the very best they can. Armed with that information, the expert team at Britannic Technologies builds and supports integrated customer solutions with network services, systems and applications that really meet the end user needs and commercial requirements.

Corporate LiveWire further admired the extent the team at Britannic Technologies works to ensure that the system that they create for each client is fully adopted by their employees. Accommodating all skill levels, the provider's training sessions ensure everyone can get to grips with the new system, minimising disruption within the office. Corporate LiveWire commended Britannic Technologies with offerings to further technology leaders, such as Strategy and Vision Planning Workshops and seminars.



## DATA PROTECTION CONSULTANCY FIRM

## Alison Matthews Consulting Ltd

UNITED KINGDOM

**Alison Matthews**

Founder

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*Alison Matthews Consulting Ltd impressed the Corporate LiveWire team due to their passion for entrenching this field with customs of compliance.*



Alison Matthews Consulting Ltd prides itself in providing practical, commercial and sensible compliance advice and training. The services include data protection training tailored to the needs of the organisation, (either for employees or for the Data Protection officer), the review (or the provision) of policies and procedures, guidance on specific issues or individual problems. The services are designed to minimise the risk of businesses facing disciplinary action/fines from the regulators or law enforcement by embedding a culture of compliance, resulting in more accommodating partnerships.

Alison Matthews Consulting Ltd impressed the Corporate LiveWire team due to their passion for improving compliance in this field. The panel of judges admired the tenacity of the consulting team in ensuring that firms achieve real improvements in the protection of personal data. This is achieved through their services in aiding solicitors in the process to make sure all involved are treated fairly. This is made possible through Alison's own vast experience in the fields of private practice and professional ethics. Her expertise has established her reputation as someone who is well-respected, trusted and pragmatic within the relevant regulations. By bringing her prior knowledge to each case, Alison's deep understanding of legal practices allow Alison Matthews Consulting Ltd to

be pioneers, and one of the best performing firms in this field.

Alison has an abundance of other work she can draw experience from, having been advising on data protection issues for many years. She was Associate Director – Compliance at Irwin Mitchell LLP with responsibility for data protection. Alison has written the Data Protection Toolkit (pub Law Society 2014), containing practical advice and policies/procedures which can be adapted to fit the needs of the organisation. She also authored the AML Toolkit (pub Law Society 2012) and is a member of the Editorial Board of the Legal Compliance Bulletin, writing regularly for legal publications. Alison lectures for all the UK Law Societies, the Isle of Man Law Society and law firms on a range of compliance issues.

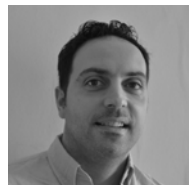
Alison is renowned as a leading expert on data protection, money laundering and professional conduct and is seen as a commercial compliance expert with an encyclopaedic knowledge of the relevant law/regulations. She has won many awards as the UK's Money Laundering Adviser of the Year/AML Firm of the Year in consecutive years.



## EXCELLENCE IN ARCHITECTURAL SERVICES

## GOAStudio Architects

UNITED KINGDOM

**Mr George Omalianakis, RIBA**

Founder | Chartered Architect

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GOAStudio Architects is a boutique multi-award winning practice that offers specialized and client-focused architectural services to individuals in London's residential sector. The home design team consists of George Omalianakis, an award-winning chartered architect, and Umi Ishimoto, an architectural designer. George is personally responsible for every project from start to finish; he likes to make sure that the clients are fully engaged, challenged and are made active participants during the design process.

In terms of making themselves unique from competitors the team maintain a number of preferred approaches to architectural design, described using a specific discourse that succinctly summarises such ideas for clients. They try to create the Alice in Wonderland effect when considering long views through spaces; an avoidance of the airport terminal effect when designing living areas; the cathedral effect makes volumes special and creates a sense of lightness; and the garden is always the stage when trying to decide on the internal lighting levels. Their clients listen and understand the metaphors and enjoy the way they talk about architecture; it is through language and a bit of magic that George and Umi choose to communicate ideas, choices and experiences, making the complex process of architectural design and the technical, legal and construction issues easily understandable for clients.



What also makes GOAStudio Architects different is their strong focus on the essence of what they do and why they do it.

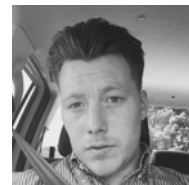
The team also have a good knowledge of their local context and are ready to respond to new challenges that may arise there. London is home to a wide variety of architectural housing types providing them with the opportunity to deal with a range of cultural contexts, ethnicities and architectural styles. George and Umi see themselves as creative problem solvers who will deal with any construction, planning, design and budget issues that might be relevant to a given project. At this moment in time, their workload is continually diverse with a number of exciting projects lined up later this year.



## EXCELLENCE IN AUTOMOTIVE REPAIR SERVICES

## A.G Motors

UNITED KINGDOM

**Aaron Ginn**

Founder &amp; Managing Director

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*A.G Motors is also a trusted service provider for the East of England Ambulance Service, offering vehicle maintenance and 24hr breakdown service for their fleet of vehicles; ensuring that these life-saving vehicles remain on the road.*

A.G Motors is an independent garage specialising in servicing vehicles of all makes and models, certified to perform MOT tests, repairs, body work, tracking, fleet vehicles and diagnostics.

The Cambridgeshire-based company was founded by Aaron Ginn in 2010, a qualified mechanic with a vision to change the industry for the better. Aaron recognised that the automotive repair services industry suffers from a negative image from consumers, with the most frequent complaints in the UK surrounding inaccurate quotes, being over-charged and, in some instances, being billed for unnecessary work. Over the years, A.G Motors have worked hard to change this industry perception by always being honest – whether it is informing customers when work is recommended but not essential, or notifying them when no work needs to be completed at all. This level of trust has been highlighted as being very important by consumers, particularly among female and elderly customers, and has played a key role in A.G Motors continued growth.

A.G Motors take pride in being an honest down to earth establishment, where customers can expect a high level of quality and care in everything they do. Customer care and automotive excellence are at the heart of their core values. The Corporate LiveWire

judging panel were particularly impressed with the reviews of A.G Motors which contain frequent heart-warming stories about how the team has gone the extra mile to help customers by staying open late, making outcalls to customers and generally offering a service that is flexible and convenient.

The caring nature of A.G Motors is also evident in their charitable work. In November 2016, the team completed the restoration of a Transit van from a scrapyard to donate to Magpas Air Ambulance to be used at fund raising events and training courses. A.G Motors is also a trusted service provider for the East of England Ambulance Service, offering vehicle maintenance and 24hr breakdown service for their fleet of vehicles; ensuring that these life-saving vehicles remain on the road.

The A.G Motors team now consists of 16 employees from multiple disciplines within the automotive world. This varied background ensures A.G Motors are able to complete tasks many similar sized garages would struggle to perform and also allows the team to keep their finger on the pulse of innovation within the wider automotive industry.



## EXCELLENCE IN BESPOKE CONCIERGE SERVICES

## The Organisers Ltd

UNITED KINGDOM

**Katie Shapley**

Managing Director

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team@theorganisers.com



*Their reputation for going that extra mile, combined with 19 years' experience and an extensive list of carefully chosen contacts means you can relax, knowing even the tiniest details are taken care of.*

The Organisers are a team of effective and experienced assistants on hand to help you 24/7. Their bespoke concierge services go far beyond those offered by more traditional concierge and lifestyle management companies. They give expertly tailored and confidential support on everything – whether you have an urgent business travel request, an event to arrange or a property management requirement.

The Organisers work across four divisions:

**Your Private Office**

(www.theorganisers.com) offers concierge and lifestyle services to a wide range of international corporate and private clients.

**Property and Relocation**

(www.theorganisersproperty.com) offers a range of property services including international relocations, buying, selling, renting and refurbishments.

**Schools & Education**

(www.theorganiserseducation.com) offers a variety of services in the education field – from sourcing school places to providing tutors to finding student accommodation. This service is particularly popular for international students as it provides the parents with peace of mind and ensures the student has a vital contact day or night.

**Staff & Recruitment**

(www.theorganisers.com/recruitment) is one of the UK's leading specialist recruitment consultancies with a database of hundreds of hand-picked professional and vetted candidates who excel in their field.

Our judges were particularly impressed with the way The Organisers can combine services from across its four divisions at any given time. A prime example of this is when an individual is relocating to a new city or country and requires a variety of services such as a new home, new office, household staff or personal assistants, and a new school for their children. The Organisers manage each situation and challenge in a timely and efficient way which helps to eliminate the majority of the stress which accompanies such major life choices.

Winners of Best Residential and Commercial Property Management Company 2016 by the prestigious Build Magazine, The Organisers are recognised for their excellence and dedication to the Facilities Management industry. An official 'partner of London,' The Organisers are the only company of their type to be awarded the kite mark 'Inward Investment Specialist' by London & Partners, the official promotional service for London.

## EXCELLENCE IN BRAND DEVELOPMENT

## Brand New Dawn

UNITED KINGDOM

**Dawn Lillington**

Director

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*Brand New Dawn work with a diverse range of clients from ambitious start-ups to well-established brand names but no matter who the client is, they are committed to providing the same responsive service and attention to detail to all.*

Brand New Dawn offer graphic, print and web design and brand identity for ambitious companies looking to either make a change and branch out in new directions, or more effectively connect and communicate with their target market. The team can assist clients on anything from brand development to designing brochures, to refreshing websites and improving SEO.

With over 20 years of experience in the design and marketing industry, Brand New Dawn successfully combines knowledge and confidence with a contemporary and creative eye to deliver the perfect design solution.

With a strong reputation for putting client's needs at the heart of everything they do, Brand New Dawn truly believe that honest and open communication should be the cornerstone of each and every project. Only by getting to know the clients, understanding their culture and what drives them, can the team fully interpret and bring their vision to life. They become a client's storytellers. This unique insight ensures that they create engaging and exciting work that delivers maximum impact and tangible results every time.

Brand New Dawn work with a diverse range of clients from ambitious start-ups to well-established brand names but no matter who the client is, they

are committed to providing the same responsive service and attention to detail to all. This approach has helped the company to develop long-term relationships with their clients: relationships built on trust and mutual respect.

The team, headed up by Dawn Lillington, has honed their skills over the years by working with well-known design and marketing agencies and some of the UK's leading brands. By harnessing this experience, they are able to think and work like a big agency, whilst still maintaining the flexibility and approachability that only comes from working with a small, independent business.

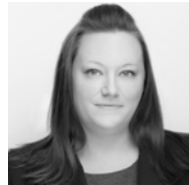
Whatever the focus of a client's brief, Brand New Dawn's original and contemporary designs will deliver against the set objectives: selling, informing, promoting or building awareness. In addition, with expertise spanning both digital and traditional media, they can design campaigns that integrate online and offline communications seamlessly.



## EXCELLENCE IN CLASS ACTION SERVICES

## Goal Group

UNITED KINGDOM



## Vicky Dean

Director of Sales &amp; Relationship Management

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*Goal Group impressed the Corporate LiveWire team with its growth since its launch; having monitored over £8 trillion worth of client assets and maximised fund returns for five of the top 10 global custodians.*



Goal Group is dedicated to helping the world's largest financial institutions maximise investor returns. Their market-leading proprietary software and systems provide the highest levels of data security and process automation, offering investors an efficient and cost-effective way to participate in securities class actions. Established in 1989, Goal is headquartered in London with an expanding footprint across the US and Asia Pacific, where each office is staffed by local tax, legal and securities experts.

Goal Group is at the forefront of the evolving securities class actions industry as increasing numbers of legislatures around the world allow investors to bring class actions. The company has already won compensation for clients in 37 jurisdictions and is working with fiduciaries and global investors to help them monitor and take advantage of emerging international opportunities, thus offering the industry a comprehensive service to increase returns.

Goal Group impressed the Corporate LiveWire team with its growth since its launch; having monitored over £8 trillion worth of client assets and maximised fund returns for five of the top 10 global custodians. Its worldwide client base that they have established over the past 25 years has seen them become global leaders and service the world's most prominent financial institutions. The Croydon-based company's

high-quality expert services are evident through its series of glowing testimonials from high ranking clientele, who commend them for their personable approach. Corporate LiveWire particularly admired that, in spite of their success on a global scale, Goal Group has not relinquished the levels of personal service that tends to be associated with smaller companies. Goal Group was further commended for their tailored services offered to companies; ensuring clients get the most from Goal through their active engagement with the organisation.

The last 12 months have seen the company accomplish a series of notable achievements, for example: 100% of client service reviews resulted in a 'very satisfied' or higher rating for the company, and new clients were signed in Australia, US, UK, Netherlands, Dubai, Philippines, Colombia and Switzerland. Goal Group's expansion saw them open a new office in New York City, its third in the US, and create a processing capability in Melbourne to service APAC clientele. Furthermore, Goal Group retained ISO27001:2013 accreditation for data management and security, as well as their ISO9001 accreditation for quality management, before going on to launch an enhanced client reporting portal which has received great feedback and plaudits.

## EXCELLENCE IN ELECTRONICS SUPPORT SERVICES

## Zen Production Equipment Ltd (ZPEL)

UNITED KINGDOM



## Peter Clarke LRPS, LNPS

Managing Director

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*Our panel were impressed with Zen Production Equipment Ltd.'s commitment to providing products that are unrivalled in value.*



Zen Production Equipment Limited was formed in 2006 to supply the UK electronics manufacturing industry with class leading equipment from suppliers based across Europe and the USA. The company has an excellent management team with over 30 years experience in all the key aspects of the solder production equipment and as such they have the technology, the knowledge and the experience to offer the very best solution and technical support for your application within their fields of expertise.

The two managing directors have extensive experience in the industry; Steve in an installation and service background for companies such as Surf Systems and SEHO prior to forming Zen Production Equipment in 2006 with the previous Managing Director. Peter worked for companies such as Plessey Telecommunications, M&T Chemicals (now Atotech) an offshore PCB manufacturer, Tamura Kaken and a sub contract electronics manufacturer prior to joining Zen in 2008.

Our panel were impressed with Zen Production Equipment Ltd.'s commitment to providing products that are unrivalled in value. Having travelled to a wide range of countries to find the highest quality in each sector of solder production engineering, ZPEL today represents a number of world class companies, including Asscon, the market leader

in vapour phase reflow and vacuum vapour phase reflow; Heller Industries, the world's most popular reflow oven offer convection reflow including vacuum, formic acid reflow, conformal coating driers and vertical ovens; Inertec in Germany, who supply the company's "mini wave", "stamp" and "dip active flow" selective soldering systems from the inventors of the mini wave process; EPM, for Wave soldering systems that have infeed and outfeed at SMEA level; Scienscope, a USA company who supply a range of x-ray system to fit all budgets and technical requirements and have over 1,000 installations worldwide; i-tronik, an Italian firm which supplies ZPEL with an intelligent component storage system that can grow as your component range increases; PBT-Works, a Czech company whom supply the electronics industry with stencil and PCB cleaning systems that can be configured as completely closed loop systems with conductivity level monitoring. Zen Production Equipment Limited can offer market leading equipment, sales and service to suit small CEM's right through to large OEM's.

Their goal is to ensure that they not only provide the most appropriate technology for applications, but also deliver dedicated customer care. This philosophy continues to enhance their reputation of achieving a very high level of customer satisfaction throughout the UK.

## EXCELLENCE IN ENERGY EFFICIENCY SOLUTIONS

## Salix Finance Ltd

UNITED KINGDOM

**Annie Shepperd OBE**

Chief Executive Officer

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*The panel of judges at Corporate LiveWire were impressed with the variety and flexibility of the Salix funding programmes available. The first is the Salix Energy Efficient Loans Scheme, where for the first five years, the savings from any new energy efficient projects for which a loan was required are used to pay back the interest-free loan.*



Salix Finance (Salix) is an independent, not-for-profit, Government funded organisation working towards the UK Government climate change targets to reduce carbon emissions. Salix enables public sector organisations across Great Britain and Northern Ireland to take a lead in tackling climate change by increasing their energy efficiency. Salix provides 100% interest-free capital for the public sector to reduce their energy costs by enabling the installation of modern, energy efficient technologies and replacing dated, inefficient technologies.

Energy efficient technology cuts carbon emissions and reduces energy bills. However, upfront capital is a common barrier for public sector organisations seeking solutions that cut their energy consumption. Salix, a not-for-profit organisation funded by Business, Energy and Industrial Strategy, the Department for Education, the Welsh Government, the Scottish Government and Higher Education Funding Council for England, removes this barrier by making this capital accessible to the public sector.

The panel of judges at Corporate LiveWire were impressed with the variety and flexibility of the Salix funding programmes available. The first is the Salix Energy Efficient Loans Scheme, where for the first five years, the savings from any new energy efficient projects for which a loan was required are used to pay

back the interest-free loan. Once the loan is repaid, the continued savings enable the company to use the capital for other budgets, such as the purchase of school equipment. The second programme is the Recycling Fund, a ring-fenced fund managed by the public sector organisation, with money provided by the organisation and match funded by Salix. The project loan is repaid into the fund from the financial savings delivered by the projects – this allows the fund to be continually used for energy efficiency projects, hence the term ‘Recycling Fund’. At the same time the organisation continues to benefit from the savings that accumulate once the project has been fully repaid.

To date, Salix has funded over 14,400 projects with 1,460 public sector bodies, valued at £462.9 million. This is estimated to have saved the public sector over £116 million and reduced public sector carbon dioxide emissions by 613,793 tonnes annually. The Salix funding model delivers interest-free finance to the public sector across the UK, to increase energy efficiency and lower energy costs. Salix is funded by and works in partnership with the Department for Business, Energy & Industrial Strategy (BEIS), the Department for Education (DfE), the Scottish Government and the Welsh Government and provides funding to public sector organisations to reduce their carbon emissions and lower energy bills. More information about Salix can be found at [www.salixfinance.co.uk](http://www.salixfinance.co.uk).

## EXCELLENCE IN FOOD INDUSTRY RECRUITMENT

## Expion Search &amp; Selection

UNITED KINGDOM

**James Didgiunaitis**

Director

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*Expion has a well-defined five-year plan for future growth that should enable the company to replicate what they have successfully achieved already over the last six years.*



Expion was launched based on the knowledge that great recruitment is a double-edged sword; in order to deliver a cutting-edge recruitment service to clients, it is vital to provide a truly outstanding candidate experience.

Expion is dedicated to delivering market leading service levels, enabling them to meet and surpass both their clients and candidate's expectations every time Expion is chosen undertake a recruitment project. To achieve this, Expion ensures that each client is treated as an individual, being mindful of their needs throughout the recruitment process. This ensures that they are able to effectively match the correct candidates to the right employer for each piece of work commissioned.

Expion appealed to the Corporate LiveWire team due to its extensive, high-quality work in recruiting candidates within the food industry. Whilst the Food and Drink federation has reported that manufacturers are facing ‘a more urgent challenge’ to attract talent, Expion's proven record in successfully placing applicants at all levels is testament to their ability to find the right person for the right position. Expion excels due to its high level of client care; by using their talent mapping capabilities, Expion monitors and supervises the individuals they aim to place in employment, and their personal interviewing

techniques allow them to identify the very best in that field. By cultivating this talent, a number of Expion's clients are given a direct link to an exclusive pool of candidates who are not accessible to their competitors. This allows big companies in the Food Industry to handpick the key individuals they want to form their brand, and helps talent to flourish in the role which they are tailored for.

The team at Expion is trained to the highest standard. They take a personal approach when interacting with candidates, interviewing them in great detail and understanding their motivations and reasons for leaving a current employer. This allows the likelihood of counter-offer to be considerably reduced, and allows each client to successfully appoint the right candidate.

Expion has a well-defined five-year plan for future growth that should enable the company to replicate what they have successfully achieved already over the last six years. Expion aims to expand within key niche areas and other identified locations, growing the business way beyond its existing footprint. The Expion Ltd team are now in the third year of the previously conceived five-year plan; their current position matches their prior projections, and Expion intend to surpass those objectives over the next three years.



## EXCELLENCE IN LOSS ADJUSTMENT SERVICES

## TopMark Claims Management

UNITED KINGDOM

**Stephanie Staubach**

Managing Director

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Having worked in claims for 24 years, Stephanie Staubach's goal in setting up TopMark Claims Management in 2006 was to offer a unique and personalised service to organisations, which was flexible to change as their business developed. Specifically, she viewed what she perceived to be the "deskilling" of the industry by the introduction of call centres and a "production line" approach to investigation and wanted to bring back traditional expertise married with the latest technology.

The team at Corporate LiveWire were impressed with the client relationships that the company has formed since its establishment just over 10 years ago. TopMark Claims Management work so closely with their clients that they have become an extension of their team and they have assisted them in improving their claims defence rates, combating fraud and reducing their insurance spend. The team offer a national service that is prompt, efficient and completely independent of larger commercial interests.

Although they take pride in their close relationships with insurers and brokers, they always put their clients' interests first – so that their recommendations and advice is free from any bias – and that also applies to the choice of contractors or other specialists who may be needed in the claims process. In short

TopMark can help resolve any insurance claim problem – whether simple or complex – and can guarantee that they will only accept an instruction if they can add value for a client.

Since trading they have grown from strength to strength and procured over 50 claims contracts from prestigious organisations such as the BBC, Veolia Water, Northumbrian Water, Ultra Electronics, Kwik Fit and The Department for Culture Media and Sport. The company has also been awarded an exclusive supplier agreement by Commercial Crown Services encompassing some 15 Central Government departments in Scotland, England and Ireland including MOD, MOJ, Home Office and Department for Education. More recently, it has been awarded a framework contract for the provision of services to similar government departments in Wales which provides opportunities to work for some 70 departments and Arm's Length Bodies.

This success has led to nominations and awards at some significant industry events such as Claims Innovation Awards and The Insurance Fraud Awards. Stephanie has now been appointed to a government advisory panel which is designed to assist SMEs in expanding their business.



## EXCELLENCE IN LUXURY INTERIOR DESIGN

## Maurizio Pellizzoni

UNITED KINGDOM

**Maurizio Pellizzoni**

Founder

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Since founding his consultancy in 2007, Maurizio Pellizzoni has applied his Italian appreciation of style and design to a range of residential and commercial projects. Based in the Chelsea Design Quarter, Maurizio has created interiors for listed, period properties, new buildings, spacious country mansions and bijou townhouses on an international scale. Maurizio's final dressing skills are amongst the most desirable in the industry, and his unique approach embraces the rare ability to create something enviably stylish from the taste and personality of each and every client.

Maurizio stood out to the panel of judges at Corporate LiveWire due to his personable and professional customer service. His many years as an interior designer have seen Maurizio foster close, personal relationships with an assortment of builders, architects and specialists in his field, and can recommend the best for those he partners with. His commendable network of contacts is further evident in his list of satisfied clients. Counting personal relationships as integral to his work ethos, Maurizio keeps in close contact with his clients to ensure a better project which runs smoothly throughout. Maurizio's work was further applauded by the Corporate LiveWire team due to his close proximity to many of Europe's best suppliers; this privileged access allows Maurizio to supply the best goods when interpreting his client's tastes and styles, guaranteeing a unique and



distinctive end result of the highest quality.

Maurizio is sought after around the world, not only for his design skills or as a guest speaker, but for his multifaceted services ranging from home styling, event planning, set design and window dressing. Having recently launched a new special edition cover for B&O PLAY's Beoplay A9 music system (exclusively for Harrods) and a luxury rug collection for Colbourns, Maurizio is currently working on a number of luxury design collaborations: including creating a range of limited edition candles.

Maurizio's firm is currently working on an exciting project in his hometown in Italy and several unique projects in London, after recently completing his first project in the USA. For the next few years, Maurizio's work will be focused around three of the most design-conscious cities in the world: London, New York and Milan. Maurizio also recently collaborated with GQ Magazine to style the Bachelor Pad feature, and is currently planning the next shoot.

**MAURIZIO  
PELLIZZONI**  
INTERIOR ARCHITECTURE & DESIGN



## EXCELLENCE IN NURSING HOME MANAGEMENT

### TLC Group

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+44 (0) 20 8863 4637  
info@tlcgroup.co.uk

UNITED KINGDOM

TLC Care is a group of care and nursing homes in London, Hertfordshire, Surrey and Cambridge. The company is special and different to other providers because of the belief, energy and passion it puts into what it does: caring for elderly residents. The team at TLC provide personal care, nursing and specialised dementia care to a new generation of senior people that have high expectations, and they seek to exceed those expectations time after time, day in and day out.

At TLC Care, the team believe that the way they care and provide services to residents can help reinforce the things that make one feel good about life: that people are good, they can be trusted, they care about you, that the future is still bright and that every day can bring something new and interesting.

Their mission is to deliver the highest quality of care for each resident and to provide them with a home from home environment by taking a professional and respectful approach and maintaining TLC Care's exceptional standards. These standards stretch across the board, not just in relation to care but also in hospitality, housekeeping, maintenance and administrative services.

At the heart of TLC Care is their quality team of carers and nurses that make the difference. Recruitment

and high quality training are key to creating a successful team and they recruit, employ and retain only the best to guarantee both supportive and compassionate nursing and personal care. Which means that whatever type of care is needed, the level of service will be exceptional, thoughtful and bespoke to personal requirements

People today rightly have high expectations of care homes. To ensure that they are constantly meeting the highest standards of bespoke care, the team create a personalised care plan which is regularly updated to ensure individual needs are constantly met. This includes finding out about individual's preferences, lifestyle, interests and medical history as well as their care needs. Lifestyle and activities play an important part in ensuring their residents are stimulated, in mind, body and soul, enabling them to stay active and independent.

Some of the homes specialise in residential care for the elderly whilst others specialise in offering nursing care. They also offer tailored care for residents that are experiencing memory loss because of Alzheimer's or other forms of dementia.

Whatever the reason for a loved one coming to a TLC care home, the team will always strive to create a place that feel like 'home'.



## EXCELLENCE IN OUTSOURCED RECRUITMENT

### Quarsh

UNITED KINGDOM



#### Lucy James & Jason Collings

Founders

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+44 (0) 1908 889718

*What has particularly impressed the team at Corporate LiveWire is Quarsh's passion for solving clients' problems. The staff get a huge kick out of making recruitment work better through designing, implementing, and operating the best practice.*

Quarsh is one of the UK's leading providers of Talent Solutions, founded by Lucy James and Jason Collings. Quarsh believes the traditional 'one size fits all' approach no longer works, which is why Quarsh was founded to deal with the tricky middle ground - companies making 50-500 hires a year that need multi-skilled and effective recruitment teams. With head offices in the historic Bletchley Park, Quarsh has experience working across a number of industries and sectors which include retail, FMCG, financial services, oil & gas, hospitality, healthcare and aerospace.

Whether a client's requirement is short or long-term, Quarsh will design and manage bespoke solutions around the needs of each client, drawing on the vast experience and understanding of their team to develop flexible and cost effective Recruitment and HR solutions. 2016 saw Quarsh gain new partners in the retail, FMCG and healthcare markets as well as expanding one of their key accounts from a UK agreement to a pan-European partnership.

Lucy has worked in most fields of recruitment, from contract to executive search, which included the opportunity to be a partner in a boutique search business and a Director with Norman Broadbent. Lucy's expertise is working closely with clients at a strategic level to design and evolve Talent

Acquisition plans that combine with internal Talent Development plans to fit their commercial needs.

Jason's career began in management consulting, specifically Change and Strategy, before moving into Recruitment and HR. Jason has managed organisations in most HR consulting sectors including Recruitment, Executive Search, Outplacement, Consulting and RPO. Jason was CEO of Norman Broadbent and its parent group BNB. Jason is an expert in Strategic Consulting as it applies to the Talent and HR sector with a particular expertise in high volume Recruitment, Project Hiring and Outsourced Solutions.

What has particularly impressed the team at Corporate LiveWire is Quarsh's passion for solving clients' problems. The staff get a huge kick out of making recruitment work better through designing, implementing, and operating the best practice, and keeping on top of all of the wonderful new innovations in recruitment. This ensures that each client will receive the most bespoke solution from a team who love what they do. Quarsh's recruitment solution is ready to use, with 90% a tested and proven process. The remaining 10% is the critical piece that is tailored and adapted to suit a client's specific needs and culture.





# INNOVATION AND EXCELLENCE IN ENERGY AUDITS

## Quantum Controls

UNITED KINGDOM



**Kevin Brown**

Managing Director

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*Quantum Controls work hard to ensure that clients actually enjoy the experience of working with them as well as sporting expert product knowledge and flexibility, setting them far apart from their competitors.*



Quantum Controls are an official ABB Authorised Value Provider and the ABB Drives and Motors Supplier of the Year 2015 & 2016. Specialising in the sale, rental, service and support of ABB Variable Speed Drives and Motors since 1994, Quantum have built a formidable reputation as the UK's leading supplier, and they pride themselves on delivering 24/7 local support through their network of service centres throughout the UK.

Quantum has an impressive portfolio of happy clients across industries as diverse as pharmaceuticals, food and beverage and even NHS, including Anglian Water, Aberystwyth University, BAE Systems, Balfour Beatty and Aberdeen City Council. 100% of clients reported that the service received was either 'good' or 'excellent', and Quantum Controls are continually striving to achieve the best possible service for their clients both now and in the future.

Over recent years Quantum has won three national awards for the innovative energy saving solutions they have provided to UK industry. Utilising Motor and VSD technology, they have saved millions in reduced electricity costs for their clients in many industries throughout the UK.

Their approach to energy reduction is truly unique. It is a fact that on centrifugal pump and fan applications, a reduction in motor speed of 20% will produce an energy reduction of approximately 50%. However, while many of their competitors will issue a report showing 'predicted savings' – Quantum actually installs and commissions temporary Drives on your application, as well as energy monitors that record energy usage before and after the installation of the Drive. This then enables them to issue a report to their clients detailing the energy that would be saved on a permanent installation, to the penny. This unique energy saving strategy allows their clients to make decisions based on facts, not predications, thus removing any investment risks.

Our judges were impressed both with their unique yet cost-effective and successful methods of energy reduction, but also to their attention to customer service and expertise. Their staff are all employed based on attitude as much as aptitude, to ensure that they give 100%, 100% of the time. Quantum Controls work hard to ensure that clients actually enjoy the experience of working with them as well as sporting expert product knowledge and flexibility, setting them far apart from their competitors.

# INNOVATION & EXCELLENCE IN ESTATE PLANNING

## Portcullis Legals

UNITED KINGDOM



**Trevor Worth, MBA TEP F.IPW**

Founder & Chief Executive Officer

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*The team assert that they are not a jack of all trades; they pride themselves on specialising in wills, trusts, probate and attorneyship and can guarantee the highest standards of personal service*



Portcullis Legals is a trusted, qualified and experienced firm which has been around since 1988. At Portcullis Legals, clients are the focus. The team look to guide clients through their aims, concerns and wishes by providing all the current advice, delivered in friendly plain English, and then providing the right solution.

The team assert that they are not jack of all trades; they pride themselves on specialising in wills, trusts, probate and attorneyship and can guarantee the highest standards of personal service – ultimately, "doing law differently". This is not the type of firm that just sits back, rests on its laurels and carries on as before. They recognised that in order to provide the best in customer service, they have to listen to what customers are saying and then actually change the business model to ensure that customers receive what is missing.

Thus, the team love to disrupt the status quo and innovate for the benefit of the customers. They consider the legal profession in the UK, Canada, Australia and the USA and research how the profession needs to change to reflect the future needs of customers and most importantly, to uncover what customers don't like about lawyers. This included too much legal jargon, not being friendly or approachable, a lack of transparency about costs, and being made to feel that they had to do everything

at the lawyer's convenience. The development of their own app and the launch of retail law stores is particularly innovative.

Due to this approach, 96% of Portcullis Legals' business has been recommended by fellow professionals in the fields of law, accountancy and finance and their existing clients, many of whom have been with the team since the beginning and know how they work.

Portcullis Legals are specialists in estate planning for customers. Whether they are advising on Wills, Lasting Powers of Attorney, inheritance tax or Trust planning, after 29 years they know the business well enough to be trusted by thousands of customers from all walks of life. The Portcullis team will guide clients through a critically important aspect in their life, with fixed fees and great customer service.

What particularly stood out for us was the ways in which Portcullis Legals has adapted its approach to ensure the absolute best service and a reputation customer's can trust. Putting clients first is evidenced in the firm's longer opening hours, fixed guarantee fees, regular communication with customers, and even the option of home visits if it is convenient – elements which we felt set them apart from other firms. Portcullis truly are legal innovators at their very best.

## INNOVATION IN CARBON MANAGEMENT REDUCTION PLANS

## Carbon Numbers Ltd

UNITED KINGDOM



## Neil Fright

Chief Executive Officer

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*Corporate LiveWire were impressed to see that the process at Carbon Numbers is simple and their advice straightforward, and what's more, a company's existing suppliers can be part of the process.*



Carbon Numbers aims to support organisations with ever increasing energy costs, by reducing and managing their building's carbon footprint. With a growing government agenda for sustainability and climate change, and energy prices predicted to steadily rise, an increasing number of businesses are focusing on the need for energy management. The key clients are those where a combination of cost, reputation (CSR) and legislative requirements are paramount. Carbon Numbers main specialties include: Energy Reduction, Metering & Monitoring, Automatic Building Controls (BEMS), and LED Lighting.

The team, led by Neil Fright, has significant experience in designing and managing carbon reduction models with great success. Carbon Numbers partner with clients to deliver a carbon management reduction plan and to provide continued management of energy costs and consumption. They have the resources to develop a low carbon strategy for a client's buildings and to support them in developing and implementing models that are risk-free and self-financed. Carbon Numbers focus on five key areas including the development of energy usage baselines for existing facilities, the review of policy and budgets with regards to carbon footprint reductions, the review of maintenance programmes, and the development of staff and the supply chain schemes.

Corporate LiveWire were impressed to see that the process at Carbon Numbers is simple and their advice straightforward, and what's more, a company's existing suppliers can be part of the process. The team believe in collaborative working practices between clients, suppliers and partners that delivers true value for all parties.

At Carbon Numbers, the team's first aim is to aid a client in compiling a comprehensive baseline of their building's performance against which: investment decisions can be made, equipment requirements and project plans can be formed, policy decisions regarding energy purchase and supply can be developed, and investment grade audits can be delivered.

The team will support a client in developing realistic goals for their business, aligned with the company's objectives and business planning. This ultimately helps a client to understand the impacts of future price and climate changes on their utility bill, providing them with the ability to measure and understand what impact their operation has on utilities and maintenance, and producing an investment plan that's aligned with the businesses financial requirements

## INNOVATION IN CHILD SAFETY

## Active Tagging Ltd

UNITED KINGDOM



## Chris Bullock

Managing Director

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*Active Tagging is increasing its product reputation with many installations within the European Union, Middle East and around the world.*



Active Tagging is a technology company with an excellent track record in design and development. It has been making innovative radio products since 2002, specialising in patient safety and the tracking of assets.

Active Tagging is a U.K. based company. Their product range is designed and manufactured in-house from concept, board design, firmware, software and then final assembly. This allows Active Tagging to be very flexible with their customers, and rapidly achieve bespoke customisations.

The company is a U.K. market leader, with most NHS Trusts using the technology. Active Tagging is increasing its product reputation with many installations within the European Union, Middle East and around the world.

A primary use of Xtag is to offer a versatile, secure and simple solution to baby monitoring. Large maternity wards, busy staffing rotas and relaxed visiting hours increase the security risks to babies. The Xtag baby monitoring system greatly reduces the risk of abduction, whilst still demonstrating a commitment to duty of care. Xtag is very simple to use and enables staff to monitor the whole ward accurately and efficiently. Xtag has also been successfully installed in a number of care facilities.

The system allows nurses to discreetly monitor individuals in care homes and prevent 'at risk' patients from leaving treatment areas, ensuring peace of mind. Xtag is particularly suited to environments such as this where access is open and staff numbers are limited. They are easily installed and operated and can be placed at key exits and locations throughout the safe area.

In addition to protecting vulnerable people, the team at Corporate LiveWire were impressed that Xtag's intelligent system can also provide peace of mind against the theft of expensive equipment and assets, allowing individuals to fully focus on looking after the people in their care without the extra worries. This invaluable feature is easily added to a system and can be linked to an existing Xtag network. Once tagged, equipment can be discreetly and continually monitored – notifying security instantly if items are removed without authorisation, are detected in an unauthorised location, or tampered with. The Xtag's have also been carefully designed to ensure that they are lightweight, water resistant, comfortable, hypoallergenic and discreet.



## INNOVATION IN COMMERCIAL BUILDING SERVICES

## Arzum Group

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UNITED KINGDOM

Arzum Group is a Slough-based residential and commercial construction firm with an enviable reputation as a dependable, no-nonsense construction company that consistently delivers rock-solid results – on time and within budget.

Arzum Group takes great pride in its outstanding pool of experts. The team consists of planners, designers, architects, craftsmen and a wonderful troop of support staff with extensive and diverse experience. Each member of the team is dedicated to helping you have the dream home you desire or the commercial property that helps you build your success. That is why Arzum Group are extremely selective about who they choose to employ. They only hire the very best tradesmen through a rigorous hiring process that ensures each individual has a wealth of knowledge and experience in his or her particular trade.

Regardless of your particular construction needs, Arzum Group can handle every aspect of your project including drawing plans and submissions to local authorities by their in-house senior architect; structural design, budget cost analysis and a dedicated project manager on-site from start to finish to oversee every detail of your project and ensure that it will be completed to your exact specification, on budget and on time.



The Corporate LiveWire judges were particularly impressed with the reviews for Arzum Group with many customers citing excellent communication from the project manager from start to finish as a particularly important feature. The team have been cited as being patient and informative when asked questions and always keep clients informed in simple, layman terms which offers the customer reassurance and peace of mind.

Arzum Group is all about flexibility, innovation and, above all, results. Their team of experienced builders and dynamic designers will focus on your precise wishes to deliver cost-effective solutions to any project, making your dream home a reality. Arzum specialise in new build, house extensions, loft conversions, kitchens and bathroom fitters, electrical, plumbing and central heating installations. Kitchen fitters in Datchet, loft conversions in Windsor and Langley, builders in Maidenhead, Slough, Windsor and Iwer, and house extensions in Langley.

## INNOVATION IN COMMODITY DATA MANAGEMENT

## DataGenic Ltd

LONDON, UK



**Richard Quigley**

Chief Executive Officer

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*DataGenic impressed the team at Corporate LiveWire through its achievements in providing powerful, functionally rich and extensible software applications which have the ability to operate across multiple functional business areas and user operations.*



DataGenic is the leading global provider of on premise and in cloud Smart Commodity Data Management software. Their innovative solutions include a data agnostic, multi-commodity data management platform, visual mapping, business processes management, extensive and extensible data quality management, unlimited forward curves construction and an intelligent decision framework.

In today's increasingly complex commodity trading market, customers need sophisticated and functionally rich capabilities to address new challenges, whilst retaining flexibility to respond to new opportunities, as well as global, political, regulatory, or competitive pressures. This presents challenges in the collection, normalisation, analysis and interpretation of data; making the selection of the right data management partner, to help provide strategic advantage coupled with operational excellence, mission critical.

DataGenic's clients range from Energy Majors, Refiners, Gas Wholesalers, and Power Utilities (both upstream to downstream) and also include companies from industries such as Food and Beverage, Transportation and Logistics, and Mining and Manufacturing. Businesses engaged in the energy and commodity market place through activities such as wholesale buying, selling and

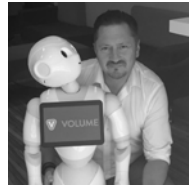
hedging, or are directly involved in raw materials and commodity procurement, all benefit from DataGenic's solutions.

DataGenic impressed the team at Corporate LiveWire through its achievements in providing powerful, functionally rich and extensible software applications which have the ability to operate across multiple functional business areas and user operations. DataGenic's work in creating an integrated data-consolidation platform was particularly applauded by the panel; DataGenic's flexible and dynamic data structures are developed to accommodate an array of data types and multi-dimensional attributes, making it a versatile and malleable service which adjusts to fit the client's needs. DataGenic's services are further commended for how data security is at the heart of each service, allowing those who partner with DataGenic to have peace of mind when managing information. In addition to their extensive commodity market domain knowledge and award-winning software, DataGenic distinguishes itself from other, similar companies with its superior customer service, ensuring that the customer is at the heart of everything they achieve.

## INNOVATION IN DIGITAL TECHNOLOGY

## Volume Global

UNITED KINGDOM



## Chris Sykes

Chief Executive Officer

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*By automating 'first touches' and extending the self-serve cycle, Volume enables humans to focus on higher value interactions. The role of Smart Machines in the sales and service cycle is to deliver consistent, on-demand touch points to reduce the time and cost to serve using human resource.*



Volume is an award-winning global leader in Cognitive Computing, Artificial Intelligence (AI) and Experiential Robotics. They provide digital content, technology and innovation to many of the world's biggest companies, including Hewlett Packard Enterprise, Oracle, Standard Life, Virgin Media Business, Epson, Intuit and Dell EMC, supporting their clients through five key areas of competence: client services and project execution; creative digital content and design; e-learning and instructional design; custom-built applications; and cognitive computing and artificial intelligence innovations. With their headquarters in the UK, the company also runs the Colombo Centre of Cognitive Computing in Sri Lanka and has a specialist Interactive Experience Team based in Plymouth, UK, which works with Virtual Reality applications. Volume is one of the first companies to be With Watson verified, and it recently developed and launched the world's first commercial Cognitive website, the 'Digital Concierge®'. There are many things which set Volume apart from competitors, among them their two decades of experience, longstanding relationships with global clients, their cognitive capabilities and an impressive work culture.

Volume's focus in Artificial Intelligence is to optimise human performance through Smart Machines, relieving professionals from the mundane and

elevating them to higher value interactions. Volume's Watson-powered applications are designed to improve employees' personal productivity, motivation and wellbeing. By automating 'first touches' and extending the self-serve cycle, Volume enables humans to focus on higher value interactions. The role of Smart Machines in the sales and service cycle is to deliver consistent, on-demand touch points to reduce the time and cost to serve using human resource. Early adopters of these applications are already seeing tangible benefits in improving Customer Experience and Customer Service, as well as higher performance from their workforce. Volume helps businesses with their AI adoption and journey through a Cognitive Value Assessment (CVA) process. This four phased approach helps companies in multiple industry sectors understand what AI can contribute to the business and where to start. After the first phase, customers have a validated 'use case' from which a rapid Proof-of-Concept (PoC) can be developed. Once the PoC has been verified and endorsed, a working prototype is developed. Volume works with customers on the tooling, training and maintenance of the Cognitive solution either enabling applications to be managed in-house or by Volume itself. For more information, visit [volumeglobal.com](http://volumeglobal.com)

## INNOVATION IN ENERGY EFFICIENCY RESEARCH &amp; DEVELOPMENT

## National Energy Action (NEA)

UNITED KINGDOM



## Jenny Saunders OBE

Chief Executive

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*The panel of judges admired the charity's hands-on approach to their cause, with their strong research and evaluation function; they wanted to commend their research and the work that went into the collaboration in the pilot of the npower Fuel Bank.*



National Energy Action (NEA) is the national charity seeking to end fuel poverty. They work across England, Wales and Northern Ireland, alongside their sister charity Energy Action Scotland, to ensure that everyone can afford to live in a warm, dry home. There are currently over 4 million UK households in fuel poverty, living in cold homes that are expensive to heat and hazardous to health. National Energy Action believes that everyone has the right to live in a warm home, regardless of income.

For the past 35 years, the charity has worked to tackle the causes of fuel poverty and treat the symptoms, showing how policy changes and local action can bring real change to the lives of individuals and the wider community. This includes campaigning, research, development of technical trials and demonstration projects, and development of national qualifications. National Energy Action also delivers practical measures to alleviate fuel poverty, and improve domestic energy efficiency through Warm Zones CIC, their wholly-owned subsidiary company.

National Energy Action has achieved a phenomenal amount between 2015-16, with key successes including: delivering advice to 18,500 vulnerable people, enabling them to manage their energy and stay warm in their homes; and providing £5 million

of grant funding to deliver 82 technical trials and innovative local health and community projects. The charity has also installed 3,872 heating and insulation improvements via Warm Zones CIC, making these homes warmer and cheaper to heat, and provided training to 5,154 people to enable them to pass on energy advice to an additional 1.66 million vulnerable householders.

Corporate LiveWire were impressed with NEA's commitment to ensuring that people across the UK have acceptable living conditions. The panel of judges admired the charity's hands-on approach to their cause, with their strong research and evaluation function; they wanted to commend their research and the work that went into the collaboration in the pilot of the npower Fuel Bank. Corporate LiveWire appreciated this innovative and unique approach to supporting households in energy crisis. It works by providing food bank users who have pre-payment meters and are struggling with energy costs with a voucher to top up their energy credit. Corporate LiveWire further commended the direct benefits to recipients, including helping to regain control over household budget and debts, and providing some sort of relief to those who are stressed about providing the very basics for their family, many of which others take for granted.



# INNOVATION IN GEOTECHNICAL & ENVIRONMENTAL ENGINEERING SERVICES

## Geo-Enviromental Services Limited

UNITED KINGDOM



### Glyn Evans

Managing Director

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*The group has over 5000 investigations conducted by a strong team of degree and Masters qualified consulting engineers, with an average of fourteen years' experience*

Glyn Evans is the Managing Director of Geo-Environmental Services Ltd. – a geotechnical and environmental consultancy which offers a comprehensive range of services. These vary from desk studies through to on-site intrusive investigations, which are used to provide ground models for contaminated land assessments, foundation, pavement, road and drainage designs. In addition they undertake slope stability analysis and design, basement impact assessments, contamination remediation strategies and validation reports, together with earthworks specifications and material management plans.

Glyn has overseen the growth of the company from a sole trader to an over £2million turnover consultancy that has grown by over 90% since 2010. To date they have undertaken over five thousand investigations for a wide range of projects including investigations of former gas works, petrol stations, landfills, chemical works, government sites, airports and railways, as well as schools, hospitals and green field sites.

As an organisation, Geo-Environmental Services Ltd. has a strong family ethos. Staff development and satisfaction is very important and they have built a very strong team of capable and qualified consultant engineers. As a result of this they have very little staff

turnover, which has created a stable and thriving organisation that offers great continuity of relationship for our clients.

Finally, they believe that they have a corporate social responsibility. They support local charities, provide educational support, work experience and intern opportunities, doing their part to develop the next generation of young engineers.

In an environment where legislation is constantly evolving, the company aims to adopt sustainable practices wherever possible and adapt traditional systems to ensure compliance with changing legislation.

Our panel were impressed with Geo-Environmental Services Ltd.'s commitment to using the latest technologies – for example, since 2013 the company has been using BIM software and all of their staff has been trained to an advanced level to enable fast, efficient and accurate modelling for each project undertaken.

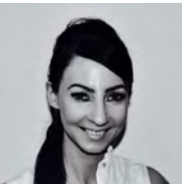
Their partnership with local education centres, such as in a study to compare the effectiveness of field testing techniques for heavy metals against traditional laboratory techniques, shows a commitment to advancing the industry and implementing new methods.



# INNOVATION IN ONLINE PHYSIOTHERAPY SERVICES

## Proactivhealth Ltd

UNITED KINGDOM



### Kasia Czubak MSc MCSP MMLACP AACP

Founder of Proactivphysio & Director of Proactivhealth

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*Proactivhealth's approach has demonstrated the innovation and excellence in response to physiotherapy practice for whiplash injury and it introduces high standards and a totally new approach improving patients' care, time and cost savings.*

Proactivhealth Ltd is a specialised service provider in the delivery of high quality Healthcare Services. The company aims to provide business to business services which redefines the term 'high-quality' by improving treatment effectiveness and eliminates unnecessary delay in the provision of treatment for individuals. By incorporating the latest technology with the knowledge and experience of an expert team, Proactivhealth Ltd has developed an outstanding Physiotherapy service for whiplash injuries that meets the needs of both clients and patients. By offering a patient-centred approach that includes individualised assessment and treatment Proactivhealth services takes everything into consideration as far as patient preferences is concerned in terms of therapy forms and modalities, therapy locations and consultation times. The whole treatment process ensures transparency and consistency in the decision making on patient treatment, while adapting a treatment plan that meets the patients needs and in turn promotes more individual independence.

The unique approach to Physiotherapy practice was founded by clinical specialist, Kasia Czubak, and her team of specialist Physiotherapists and healthcare researchers who work alongside an inhouse team of IT Consultants. The whole team have been working tirelessly to discover trends in the whiplash claims industry and change the face of whiplash healthcare

by enabling an ever increasing number of individuals to benefit from evidence based treatments with convenience at the core of the approach that offers efficacious long term solutions.

The team pride themselves on integrating clinical expertise, individual patient values and preferences that incorporates the best research evidence into the decision making process for the care provided.

With the help of therapies that are based on the latest research and practises in physiotherapy, medicine and psychology, the clinical research team at Proactivhealth have inturn provided the best available evidence to support the principles and therapeutic management. This pathway has been pursued to offer patients excellence in care, by using innovative techniques to facilitate tissue healing processes, combined with the newest learning and motivational strategies. The clinicians implement individualised therapeutic interventions which involve participation by individuals, both physically and mentally, to maximise therapy outcomes.

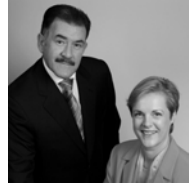
Proactivhealth's team of experienced clinicians deliver Physiotherapy services across the UK and treat individuals in even the most remote locations without delay, thus ensuring provision of care to everyone without a degree of impairment, irrespective of where they are based.



## INNOVATION IN REGULATORY COMPLIANCE

## Global Regulatory Services

UNITED KINGDOM

**Bobby & Greer Deal**

Managing Director &amp; Director

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*The panel of judges feel that the work of GRS is helping to revolutionise the life sciences industry: by getting life-changing medicine regulated and on the market, GRS's labours are helping improve lives on a global scale.*



Global Regulatory Services (GRS) offers solutions, advice, guidance and support to the global life science industry. The company focuses on regulatory affairs and innovation, and since their inception in 2007, has established a network of respectable independent professionals and specialists throughout the world. GRS prides itself in dealing with the more 'challenging' medical products, and those that are considered by some to be 'borderline'. Today's advances in technology are phenomenal and, invariably, more products become 'borderline' as regulations are unable to maintain the same speed as the changes. This revolution, of sorts, within the industry has seen GRS build teams of specialists who have both scientific skills and regulatory expertise with the ability to communicate effectively with the regulatory bodies, thereby achieving the best possible outcome for clients. GRS is a brave, pioneering company for its efforts in scanning the horizon for new regulations, or potential changes in regulations, which would have a major impact on the life sciences: from cosmetics to medical devices and in-vitro diagnostics (IVDs) to regenerative medicine, GRS is at the forefront in its endeavours to pave the way in regulating these new methods.

The Cambridge-based company wanted to distinguish themselves from other, similar consultancies from the outset, wanting to provide those who work with them with knowledge which is applicable on a local scale.

The extensive GRS network has ensured the company has professionals stationed globally: their experts are fluent in the local language, are skilled in a niche field of regulatory and scientific expertise and have previously established a strong working relationship with other, local regulatory bodies.

This wide range of local contacts has placed GRS at the forefront of this industry, and has thereby maximised the chances of a successful outcome for a client's regulatory strategy and/or licence submission. The team at Corporate LiveWire were impressed with GRS's efforts in helping establishing companies still in their infancy successfully register their new products. The panel of judges feel that the work of GRS is helping to revolutionise the life sciences industry: by getting life-changing medicine regulated and on the market, GRS's labours are helping improve lives on a global scale. Their previous work in this field has seen the company establish itself as a market leader, and Corporate LiveWire admired how seamlessly the company can incorporate their advice and guidance to their clients and help them increase their presence both on a national and worldwide scale. Corporate LiveWire further commended how regularly and easily GRS shared their findings, finding the launch of their new platform 'Regulatory Bites' (which provides short and to-the-point updates on regulation) particularly impressive.

CorporateLiveWire

Innovation &amp; Excellence Awards 2017

## INNOVATION IN SPECIALITY BEAUTY TREATMENTS

## Perfect Nails Nationwide Ltd

UNITED KINGDOM

**Maria Sirokai**

Director

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*Corporate LiveWire were particularly impressed with Maria's lengthy history as a nail technician. She boasts exceptional experience in the industry, having obtained her first qualification in 1997 as an artificial/professional nail technician.*



Perfect Nails is a well-established company in many countries, founded by György Székely in 1992. The Perfect Nails range of products has expanded each year, developing with the latest trends and techniques to ensure the technicians are using the best products possible. In 2004 the company's management was taken over by Attila Györgyei and Imola Székely, which resulted in a dynamic growth, and at present, Perfect Nails is one of the best and most innovative businesses in the nail industry. Their policy is to provide expert technicians and superior quality at a reasonable price. The team have extended their range over time, with the trading of manicure and pedicure instruments, salon furniture, extra training and the distribution of high quality products, NSI and ORLY. They are constantly expanding their portfolio of products, giving expert advice to customers, and providing high quality training to future nail technicians in several countries worldwide.

Maria Sirokai arrived to London in 2012, after being offered a fantastic opportunity to start the first Perfect Nails Academy in London. Corporate LiveWire were particularly impressed with Maria's lengthy history as a nail technician. She boasts exceptional experience in the industry, having obtained her first qualification in 1997 as an artificial/professional nail technician. Since then, she has been continuously

updating her skills. In 2000 she enrolled for special training at Perfect Nails, and then in 2003 joined the trainers group for Perfect Nails. In 2005 Maria took part in international retraining in Belgium organised by the American Nails System International (NSI), and is now qualified as an NSI trainer.

At Perfect Nails London, Maria offers group and private courses to anyone who is passionate about becoming a nail technician. She is wonderfully skilled in nail art and has created her own style which is wearable, and has a stunning glittering effect created through the use of glittering stones. Maria prides herself on her ability to produce unique designs that reflect the personality of the client. She maintains that there are no two identical people, and thus no two identical hands and so crafting nail art that is exclusive to that person is an absolute passion of hers. Maria passes her experience and knowledge onto her students who are continually inspired by her enthusiasm and expertise.

CorporateLiveWire

Innovation &amp; Excellence Awards 2017



# INNOVATION IN SPECIALIST MANUFACTURING SOLUTIONS

## Redbourn

UNITED KINGDOM



**John Chester**

Chief Executive Officer

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Redbourn has embarked on a programme to develop innovative technology for Load Switching – focusing predominantly on Electricity Metering. This has resulted in the company re-shaping its future as an Innovation and Technology Leader for Smart Grid applications.

Through manufacturing partnerships with specialist partners in Asia and also via technology licencing, Redbourn's load switching technology is already approved in over 40 global Smart Meter Platforms worldwide.

Utility companies globally are embarking on modernisation programmes to optimise their energy networks. The development of energy networks into 'Smart grids' allows technology to play a major role in improving reliability of supply and reducing operating costs for consumers. Having developed a major 'Smart grid' technology for use in Smart Meters, UK based Redbourn is poised to play a key role in many of the world's major smart grid programmes.

Through the introduction of charging equipment for electric vehicles, mass deployment of battery storage and micro-generation technology, the energy profile of domestic and industrial consumers has increased, requiring a new approach to ensure

networks remain safe and reliable when switching increased electrical loads.

Redbourn's patented load switching technology offers Smart Meter manufacturers and Smart Grid equipment firms additional safety, performance and reliability benefits compared to existing products on the market. Considered as 'market-leading' Redbourn's product technology has quickly been integrated into the metering equipment of the world's leading Smart Meter manufacturers.

The UK-based company impressed the team at Corporate LiveWire for their constant endeavours to provide their clients with innovative solutions. The panel of judges particularly admired their cost-effective solutions in technology, and commented how Redbourn is single-handedly transforming the existing market as a result of their unique approach.

The Corporate LiveWire team applauded their electron beam technology, agreeing with Redbourn that it was indeed 'game changing' in the way it combines optimal mechanism design for superior Load Switching Performance. Corporate LiveWire admired Redbourn's efforts in innovative design, which showcases them as pioneers in this market.



# INNOVATION IN STRUCTURAL ENGINEERING SERVICES

## Centrespace Design LLP

UNITED KINGDOM

**Daniel Ball BEng (hons), CEng MICE**

Founder

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Centrespace Design has been in operation since 2010, providing collaborative design services to a broad range of residential clients in London and across Oxfordshire and Buckinghamshire.

Based in Henley-on-Thames, the practice is led by Daniel Ball BEng (hons), CEng MICE. Dan graduated from The University of Leeds in 2000 with a degree in Civil Engineering. His professional experience in the field of structural engineering was gained over the next 10 years working on large scale projects both in the UK and overseas whilst employed in various engineering practices in London. He went on to gain his chartered status in 2007, after which he set up a new architectural engineering division for a global engineering company.

Dan then went on to set up his own company, Centrespace Design, to enable him to focus his expertise on his principal area of interest: the residential market. He is a Partner at Centrespace Design LLP and a professional ICE mentor for engineers progressing to chartership.

Centrespace Design is a dynamic structural engineering practice. The team aim to provide a complete structural engineering service in addition to state-of-the-art 3D design for residential projects. They specialise in: structural design, structural surveys

and inspections, space planning and visualisation, 3D planning drawings and submissions, building regulation construction drawings, basement design specialists, facade treatment, and remedial design. Their aim is to bring a client's vision to life, from open-plan design to the creation of extensions, basement and loft conversions.

At Centrespace Design, the team offer a complete design service at a very reasonable price and have experience working on projects with the tightest of budgets to multi-million pound renovation projects. They provide a free quotation service following an initial discussion and site visit, or direct from planning drawings. They also pride themselves on a fast turnaround that will enable clients to send the structural information out to tender well before any work starts on site.

Corporate LiveWire were also impressed with the firm's regular collaboration with numerous prestigious architects in and around London and Oxford, promising all clients – even those on a smaller budget – a bespoke design service, all the way from planning and scheme design through to building regulation drawings.

*At Centrespace Design, the team offer a complete design service at a very reasonable price and have experience working on projects with the tightest of budgets to multi-million pound renovation projects.*

## LEADER OF EXCELLENCE IN DISTANCE LEARNING

## Open Study College

UNITED KINGDOM

**Samantha Rutter**

Operations Director

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*The student advisor team helps students enrol on to the course which is best for them; training is given to advisers on a regular basis, and training days are run for all of the staff to get involved in.*



Open Study College is a distance learning college that works with individuals who wish to better their education, or apply for a new job role that requires additional qualifications. They also work with businesses looking to improve the skills of their workforce.

The college has a large student advisor team along with an academic department, student services team and course designers and developers. They aim to produce top quality learning materials and to offer first class tutor support to all of the students, and this is achieved by adhering to and going even further than the standard set by the awarding body. The student advisor team helps students enrol on to the course which is best for them; training is given to advisers on a regular basis, and training days are run for all of the staff to get involved in.

The college presents a home learning experience that has been designed from the ground-up with one thing in mind: an individual's success. With over 300 home study courses available, individuals have the option of a printed course pack or the e-learning courses. Students can study a range of traditional courses such as geography, science, maths, psychology and law, as well as a number of more vocational subjects including: reflexology, animal care, social care, interior design, and construction.

Open Study College places emphasis on the ability for an individual to study at their own pace and from the comfort of their own home, eventually earning an industry-recognised award that will add power to a CV. However, learning at home doesn't mean you are on your own. What impressed the team at Corporate LiveWire was the exceptional level of tutor support offered, that has been recognised as among the very best around. Each tutor acts not only as an educator but as a motivator, helping an individual improve their knowledge and understanding, and ultimately boosting their job prospects. Tutors are contactable about anything to do with the course and all have been selected for their outstanding professional backgrounds. At Open Study College, only the best and most qualified tutors are recruited, guaranteeing students the best service.

A CV writing service offering remarkable expertise is also available for free to all successful Open Study College students.

## M&amp;A LAW FIRM

## Burlingtons Legal LLP

UNITED KINGDOM

**Deborah Mills**

Senior Partner

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*The firm's global service offering provides the corporate team with the ability to execute any cross-border transaction with commercial effectiveness and solid legal advice.*



Burlingtons Legal LLP was established in 2011 as a full-service boutique law firm with headquarters in Mayfair, London and with international offices located in Moscow, St. Petersburg, Almaty, Vienna, Malta and Gibraltar. Burlingtons is born out of a belief, confidence, ambition and plans for future growth and longevity as a business at a critical time in the rapidly changing legal market place.

The firm currently has eight partners supported by a highly driven team of solicitors and senior consultants. It is renowned for its professional culture, delivering work to the highest legal standards with commercial acumen, and building long-term relationships with clients located all over the globe. Burlingtons take great pride in their technical knowledge and commercial awareness as well as their ability to offer a personable touch, which they believe fosters on-going client relationships based on their core values of professionalism, trust, discretion, integrity, loyalty and independence. The firm's client base is drawn from commerce and industry including private, listed and state owned companies, financial institutions, charities, energy groups, software companies, educational establishments, entrepreneurs and private clients.

Burlingtons excels in a number of niche business markets because it takes the time to understand its clients' specific legal and commercial requirements. It has recognised expertise in complex international cross-border transactions as well as commercial, tax and private client matters and disputes.

Their Corporate Team has an impressive track record which frequently requires cross-jurisdictional teams to assist on M&A deals, incorporating their associated international law offices and other professional firms and advisors. Each member of staff has multi-lingual skills which is necessary given that many corporate clients are international in nature. The firm's global service offering provides the corporate team with the ability to execute any cross-border transaction with commercial effectiveness and solid legal advice.

The Mayfair, London-based firm work closely with tax advisors and other professional advisors to ensure the business structure surrounding any transaction is appropriate not only for the post completion environment but providing flexibility for future growth and succession planning for the clients' businesses. The team's expertise, combined with extensive sector knowledge enables Burlingtons to provide first-class professional yet comprehensive advice at every stage of a transaction.



## PRIVATE EQUITY ADMINISTRATION FIRM OF THE YEAR

## Augentius

UNITED KINGDOM

**Ian Kelly**

Chief Executive Officer

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*What particularly stood out for the team at Corporate LiveWire was Augentius' desire to deliver the highest quality service to their clients; a pledge that has resulted in the firm being recognised across the globe as the leading player in the industry.*

AUGENTIUS

Augentius is one of the leading Private Equity and Real Estate solutions providers in the world. With eight international offices and over 500 staff, they deliver solutions to more than 430 funds on behalf of over 275 different fund management groups across the world, administering assets in excess of US\$120bn.

Established in 2002, Augentius has operational offices across Europe, the U.S. and Asia and delivers solutions to clients based in over 35 countries. They work in partnership with clients across a range of structures, both on and off-shore, from the most simple single country structures and funds to more complex multi-geographic structures, tailoring the solutions and services to the specific needs of each client.

Corporate LiveWire were impressed with the wide range and depth of the firm's solutions. They provide managers with Regulatory Compliance Consultancy, Fund Administration, AIFMD Reporting, CRA Reporting, Corporate and Company Secretarial Governance, Portfolio Analysis and much more. AIFMD compliant Depositary Services are delivered from both the UK and Luxembourg. Private Equity and Real Estate Investors use Augentius to assist them in complex Portfolio Administration and Reporting along with detailed Investment Analysis.

Knowledgeable people are one of the most important parts of any business relationship. Augentius boasts a dedicated team of experts who provide help and guidance to fund managers across the globe, offering the solutions that managers need and enabling them to more effectively manage their investment portfolios. All of the staff are professionally-qualified with a thorough understanding of private equity and real estate funds, wherever they are situated in the world.

What particularly stood out for the team at Corporate LiveWire was Augentius' desire to deliver the highest quality service to their clients; a pledge that has resulted in the firm being recognised across the globe as the leading player in the industry. Service standards are tailored to each individual client – matching specific needs and desires to the services provided. Reporting is designed around the specific needs of the manager and their investors, and it goes without saying that all data and information is available, online, to both managers and investors. A dedicated Technical Team also work to keep everyone up-to-date with an ever changing world; ensuring clients are always delivering a leading edge service to their investors.

## REGULATORY LAW FIRM OF THE YEAR

## Richard Nelson LLP

UNITED KINGDOM

**Richard Nelson**

Senior Partner

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*The lawyers at Richard Nelson LLP have an excellent nationwide reputation and a proven track record, along with expertise in assisting businesses with a variety of regulatory investigations.*

Richard Nelson LLP is a national firm of solicitors providing a range of specialist legal services to professionals, businesses and individuals throughout England and Wales. It was established by the senior partner Richard Nelson in 2003, himself a leading crime and fraud lawyer, and has since grown to count a number of the country's leading lawyers, solicitors and consultants among its team of specialists.

The team help clients with everything from private client matters to defending high value cases in the Crown Court, and as a leading legal advisor in the area of professional discipline they are often the lawyers that other lawyers come to when they need legal representation. Their expertise is more specifically in professional disciplinary, defending regulatory investigations, specialist criminal defence, defending transport and road traffic offences, litigation and private client work.

The lawyers at Richard Nelson LLP have an excellent nationwide reputation and a proven track record, along with expertise in assisting businesses with a variety of regulatory investigations. Being business people as well as lawyers, they are equally at home in the boardroom as in the courtroom and are well known for representing professionals before their regulatory bodies, including other solicitors, healthcare professionals and teachers.

Richard Nelson LLP has dealt with some of the largest cases on record. However, they are also fully aware of the needs of individuals too and retain a pragmatic and down-to-earth approach to all of their professional dealings.

Corporate LiveWire were particularly impressed with the level of client consciousness shown at Richard Nelson LLP. The team are commercially minded and understand that a client needs to focus on their business or their profession, whilst the team look after them in respect to any regulatory investigation. At Richard Nelson LLP they understand the significance of needing to minimise the damage to the client, their business and reputation. The team provide a personal and discrete service to robustly defend the client and achieve the best possible outcome for their case. Whether they are representing an individual in relation to a motoring offence or advising the directors of multi-national company, they always bring a high level of expertise and experience to the table.

Richard Nelson LLP  
Solicitors

## SOCIAL HOUSING PROVIDER OF THE YEAR

## Ashley Community Housing

UNITED KINGDOM

**Fuad Mahamed**

Chief Executive Officer

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*Corporate LiveWire further commended Ashley Community Housing for their Capability Statement, which stands testament to the company's growth over the last few years; their bed spaces have more than doubled from 120-300 from 2014-2015*



Ashley Community Housing is a registered Provider of Social Housing specialising in refugees and newly arrived communities. A not-for-profit company, Ashley Community Housing was established in Bristol in 2008.

Managing approximately 400 units of shared accommodation in Bristol, Birmingham and Wolverhampton, Ashley Community Housing has resettled over 600 people per year and reunited over 40 families. All their tenants are refugees, have official status and are eligible for housing and other benefits, with the ability to find work.

Typically, their beneficiaries are able to progress into sustained independent living after 170–270 days of program support. The company strives to know their beneficiaries profoundly well in order to understand what they need to thrive.

Ashley Community Housing builds bridges into mainstream UK life for refugees who are homeless or at risk of homelessness. Tailoring a unique programme in language, culture, employability, economic wellbeing and tenancy sustainment to further re-settle their beneficiaries, the company enables refugees to contribute positively to society and move on into UK life.

Corporate LiveWire's panel of judges were highly impressed with Ashley Community Housing's values which enable them to help those who are most at risk. Their core principle is to change society's perceptions of refugees, making members of the community see them as an asset as opposed to a burden. The company endeavours in these efforts through creating an environment in which refugees can progress with their lives; Ashley Community Housing has established strong relationships with employers, which in turn can provide a pathway for work for their tenants. The company also deserves credit for creating family reunions, as their work gives their tenants the opportunity to ably support their families. Corporate LiveWire further commended Ashley Community Housing for their Capability Statement, which stands testament to the company's growth over the last few years; their bed spaces have more than doubled from 120-300 from 2014-2015, and their ethical approach results in their team helping more people to lead a good quality of life in the UK.

Ashley Community Housing delivers accredited and non-accredited training provision, including employability, careers advice and guidance. They use constructive disruption as a tool to change perceptions of refugees, enabling them to be seen as valuable societal assets which they pioneered in their #rethinkingrefugee social media campaign.

## TRANSLATION &amp; LOCALISATION RECRUITMENT FIRM OF THE YEAR

## Adaptive Business Group

UNITED KINGDOM

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*Our judges were particularly impressed with the extensive level of contacts and in-depth knowledge possessed by Adaptive's driven and determined team of consultants.*



Adaptive Business Group provides a full suite of recruitment and staffing services to an international client base spanning everything from start-ups and venture-funded enterprises to established Fortune 500 companies.

The company launched in 2005 as Adaptive Globalization from a single office in the UK, with a handful of specialist recruiters. Since then they have grown into a truly global staffing company with three expanding divisions and more than 40 full-time consultants collaborating across permanent office locations in London, Berlin, San Diego and New York.

Adaptive Business Group has achieved its phenomenal growth by focusing on the essentials: hiring great people and providing clients with an outstanding service. Adaptive's growth also reflects the development of the markets they serve: language services and technology (Adaptive Globalization), digital marketing (Adaptive Digital) and the MarTech and Analytics software space (Adaptive Content & Analytics).

Our judges were particularly impressed with the extensive level of contacts and in-depth knowledge possessed by Adaptive's driven and determined team of consultants. Each consultant has a dedicated, specialised focus which enables

them to access leading professionals in each niche market efficiently and identify trends by keeping pace with the market. We were also impressed with the way Adaptive utilise world-class recruitment technology and marketing platforms with genuine, in-market expertise to deliver unparalleled levels of client satisfaction.

Adaptive Business Group recognise that there is no one size fits all approach to filling a vacancy. As its name suggests, the company offers an adaptive approach to recruitment with different strategies tailored to the employer's needs such as: (i) Permanent Recruitment: traditional direct-hire recruitment services under a 'success only' contingency fee structure, (ii) Contract Recruitment: a comprehensive and flexible range of contract staffing options, (iii) Retained Search: available to clients engaged in unusually challenging candidate searches, typically for senior positions or hard-to-find skill combinations, and (iv) M&A Introductions: working with business owners and investor teams to facilitate introductions between well-matched companies interested in purchase, sale, investment opportunities or corporate partnerships. Adaptive has made successful introductions in the \$0-5m, \$5-25m, and \$25m+ ranges, both domestically and internationally.





## ASIA & AUSTRALASIA





# ASIA & AUSTRALASIA

## AUSTRALIA

### Artisan Meat Retailer of the Year

Sunshine Meats

### Best Full Service Alcoholic Beverage Law Firm

Omond & Co.

### Best in Employee Immigration Services

Immigration Solutions Lawyers

### Best in Medical Defense

Avant Mutual Group

### Boutique Marketing Firm of the Year

Kis Marketing

### Criminal Defence Law Firm of the Year

Sydney Criminal Lawyers

### Excellence in Junior Education

FizzicsEducation

### Excellence in Legal Support Services

Redback Conferencing

### Excellence in Multi-Disciplinary Therapy Services

Stepping Stones In Life Therapy Service

### Excellence in Real Estate Services

Wiseberry Heritage

### Excellence in Specialist Education Workshops

Wood Is Good

### Excellence in Whisky Distilling

Great Southern Distilling Company

### Full Service Boutique Law Firm of the Year

Madison Branson Lawyers

## AUSTRALIA

### Innovation in Asset Optimisation

Relken Engineering Pty. Ltd.

### Innovation in Corporate IT Consultancy

Miktysh

### Innovation in Health Drinks

Koala Karma

### Innovation in Oncology Treatment Services

SirtexMedicalLtd

### Leadership Coach of the Year

Ros Cardinal

### Most Client Focused Family & Estate Law Firm

Theobald Lawyers PTY LTD

### STEM Publisher of the Year

Refraction Media

## BANGLADESH

### Mobile VoIP Solution Provider of the Year

REVE Systems

## CHINA

### Best in Maritime Law Services

Co-Effort Law Firm

### Innovation in Genomic Services

Novogene

## HONG KONG

### Excellence in Securities Law

Loeb & Loeb LLP

### IP Lawyer of the Year

Eugene Low

### Tax Advisory Firm of the Year

Ernst & Young

## INDIA

### Corporate Tax Accountancy Firm of the Year

Kohli, Chitkara & Co

### Excellence in Engineering R & D Services

Hughes Systique India Pvt .Ltd.

### Full Service Law Firm of the Year

Link Legal India Law Services

### Most Outstanding Private Equity Firm

ICICI Venture Funds Management Company Limited

### Premium Real Estate Company of the Year

Godrej Properties

## NEW ZEALAND

### Direct Debit Billing Firm of the Year

Debitsuccess

## PAKISTAN

### Best in Private Sector Asset Management Services

Al Meezan Investments

## PHILIPPINES

### Banking Law Firm of the Year

Divina Law

## SINGAPORE

### Accountancy Firm of the Year

Nexia TS Pte Ltd

### Excellence in Energy & Infrastructure Investment Services

Equis Funds Group

### IP Law Boutique of the Year

Ella Cheong LLC

## TAIWAN

### Best in Tax Compliance Services

EY

### Excellence in IP Law

Deep & Far Attorneys-At-Law

### Innovation in Specialist Computer Technology

Silicon Motion, Inc.



BEST IN MEDICAL DEFENCE

Avant Mutual Group

AUSTRALIA



**Andrew Parkinson (L)**

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**Pamela Michael (R)**

National Legal Director, Avant Law

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*Avant protects, defends, supports and provides legal advice to medical practitioners so they can practice good medicine and provide education to help them reduce their controllable risks.*



Avant Mutual Group (Avant) is Australia’s largest medical defence organisation (MDO). Avant is a mutual, not-for-profit organisation, wholly owned by their members. Through their licensed insurance subsidiary, Avant Insurance Limited, they offer a range of insurance products to medical practitioners and students throughout Australia. It is Australia’s leading medical indemnity insurance provider and has more members, more claims experience and is backed by the largest in-house specialist medico-legal team.

Avant has its own legal firm (Avant Law) – a point of difference to all other MDOs in Australia. With 48 lawyers nationally, who specialise in medical negligence and health law, they provide high quality legal services and personalised support, as well as rapid response to urgent medico legal issues. They offer expert medico legal advice and assistance to over 72,000 medical practitioners and students, including free membership for students, tailored cover for medical interns and junior medical officers, and run-off cover for retiring doctors, maternity leave cover and those leaving Australia. Avant also offer a number of personal cover options including a Doctors’ Health Fund, exclusive travel insurance for doctors, income protection, and life and total permanent disability insurance.

With a heritage that spans over a century, Avant have the knowledge and specialist expertise of a much less personalised firm. They provide a range of advice and support services to their rapidly expanding membership base across their teams in Sydney, Brisbane, Melbourne, Adelaide and Perth, yet our judges also wanted to note their genuine commitment to healthcare highlighted through a number of well thought out partnerships and corporate social responsibility projects. Whether it’s a \$1 million donation over a period of four years to the Cerebral Palsy Alliance, a \$1 million sponsorship of the Ear Science Institute of Australia, or offering fully paid internships to students accompanying Interplast’s volunteer surgical team in Asia Pacific, their commitment to the profession set them leagues above other firms.

Avant protects, defends, supports and provides legal advice to medical practitioners so they can practice good medicine and provide education to help them reduce their controllable risks. As the business of medicine is changing, requiring doctors to be experts in their fields, and more often also now experts in running their own businesses. Avant is diversifying to provide a range of products and services that will help their members to practice medicine safely and to run successful businesses.

CRIMINAL DEFENCE LAW FIRM OF THE YEAR

Sydney Criminal Lawyers

AUSTRALIA



**Ugur Nedim**

Director

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*Corporate LiveWire further commended Sydney Criminal Lawyers’ ethics and social responsibility. The team appreciated their efforts through the SCL Help Fund, a charity which is wholly funded by their practise.*



Sydney Criminal Lawyers is a team of defence lawyers who work together to ensure their clients achieve the best possible result in their case. They are passionate about succeeding in court and this is exemplified by their unblemished track record of success in criminal and traffic cases. The team, which is devised of ten experienced criminal and traffic lawyers as well as 8 support staff, will use its vast specialist experience to ensure that each of their clients receive the highest quality legal representation, whatever each individual case may entail.

The company offers a Senior Lawyer Guarantee, which means their clients are assured of representation in court by a specialist lawyer with years of defence experience as opposed to a graduate or junior lawyer, to guarantee the best possible representation in court. If they are going to court, Sydney Criminal Lawyers offer a free first conference and affordable fixed fees for most cases.

The firm is spearheaded by Accredited Specialist Criminal Lawyers, and they are available to contact 24 hours a day, seven days a week through their legal helpline.

The Australian based law firm impressed the panel of judges at Corporate LiveWire for its superior customer service, which allow for their services in law to extend to people from all walks of life. Their flexible discussion options result in people in need from across the country having access to Sydney Criminal Lawyers. Their accessibility is mirrored through their flexible payment scheme – fixed fees are available for less serious criminal and traffic matters, and the first consultation offered is free. Corporate LiveWire further commended Sydney Criminal Lawyers’ ethics and social responsibility. The team appreciated their efforts through the SCL Help Fund, a charity which is wholly funded by their practise. The charity aims to help those in need of legal aid regardless of race, ethnicity, gender or even species in their holistic approach.

Sydney Criminal Lawyers and their expert advice has resulted in the company receiving a number of awards since their inception – having won ‘Australian Criminal Law Firm of the Year’, for two consecutive years in the Global Law Awards - and their excellence is evident through the number of glowing testimonials: previous clients of the firm have commended their professionalism, quick work and satisfactory results.

# EXCELLENCE IN REAL ESTATE SERVICES

## Wiseberry Heritage Group

AUSTRALIA



**Darin Butcher**  
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*Wiseberry Heritage ensure that the caring, professional and trustworthy nature with which all agents approach the delivery of service remains consistent by training together, working together, having fun together and going through the ups and downs together.*



Established in 1994 as a guiding brand for real estate on the Central Coast, a peri-urban region in the Australian state of New South Wales, Wiseberry Heritage Group has covered the best in service, sales and management for more than 22 years.

Wiseberry Heritage sell and lease real estate with a focus on the people, rather than the transactions. It is their number one objective to make the buying and selling process enjoyable both emotionally and financially for all parties involved. Wiseberry Heritage does not believe that large sums of money should be spent in attracting clients, but that money should instead be spent in attracting and training the right people in real estate, ultimately benefitting all parties involved in real estate transactions. This helps to create an environment where clients can expect speed and swiftness of service at the highest level of professionalism and dependability.

With Australia currently in the midst of a real estate boom it is more important than ever for real estate companies to offer a wider level of choice. Over the years the Wiseberry Heritage team has expanded across seven offices to include more than 35 sales agents trained to sell your home and show you the finest real estate in the area to purchase; 20+ property managers to provide landlords and tenants with quality support; 18+ administration and marketing

staff to enhance your experience and exposure of your property. Furthermore, Wiseberry Heritage now span seven offices covering the middle and northern suburbs of the Central Coast – from the acres at Kangy Angy, waterfronts on the coastline and through to the shores of Lake Macquarie. This level of choice has helped play a role in Wiseberry Heritage closing 777 sales in 2015 – an impressive figure that equates to more than 2 sales per day.

The Corporate LiveWire judging panel were particularly impressed with the high level service offered across each of the seven offices. Wiseberry Heritage ensure that the caring, professional and trustworthy nature with which all agents approach the delivery of service remains consistent by training together, working together, having fun together and going through the ups and downs together. This, in turn, has allowed Wiseberry Heritage to develop a system that relies on building long lasting relationships with its clients regardless of which office you walk into.

# INNOVATION IN ASSET OPTIMISATION

## Relken Engineering Pty. Ltd.

AUSTRALIA



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*While most organisations can employ the basic suite of analysis techniques within the asset management industry, Relken’s depth of knowledge has allowed us to challenge previous approaches and develop tailored solutions. Our approach creates a common goal between executives and day-to-day asset management practitioners, along with improving the integration of different functional group activities.*

- Co-founder Ben Mailler



Relken Engineering is leader in asset management and performance optimisation. The company is recognised for innovations in Asset Optimisation, which have improved the performance of physical assets for Relken’s many clients. Relken’s data-informed approach, and growing team of professional Asset Management consultants, have successfully increased productivity and reduced the total cost of ownership for a large number of complex systems. This has been done across the Resources, Utilities and Defence sectors.

Co-founder Andrew O’Connor explains: “At Relken, we believe that informed decision making is the cornerstone of successful asset management. We assemble asset management consultants of the highest possible calibre to provide meaningful recommendations based on solid theoretical and practical foundations.”

Relken’s approach to asset management results in a clear difference in the value the company delivers to its clients, evidenced by an ever-increasing demand for their team of internationally awarded specialists. Based on this approach, Relken received the 2016 Australian Small Business Award for Growth and won a Telstra Business Award in Australia’s most-recognised business awards program.

Although Relken is a boutique service provider, it has successfully competed against established and multinational competitors. Relken now has a portfolio of projects that ranges from high-risk, multi-million dollar assets through to common consumer products.

The Canberra-based company impressed the team at Corporate LiveWire in Relken’s endeavours to improve the performance of their clients’ assets. The panel of judges particularly admired the thorough and in-depth methods that are undertaken to conduct bespoke research and analysis; their team of highly qualified engineers use cutting-edge simulators, such as MATLAB and ReliaSoft, to conduct operational research tasks, predict maintenance workforce and asset availability. Corporate LiveWire commended the hard work executed by their expert team of reliability and risk consultants, who are well-equipped with a broad range of experience in a breadth of fields, including asset management and probabilistic risk assessments. The calibre of their staff has seen Relken gather an impressive array of high-end clients, assisting with military systems and aviation amongst others.



INNOVATION IN ONCOLOGY TREATMENT SERVICES

Sirtex Medical Ltd

AUSTRALIA



Gilman Wong

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Sirtex Medical Limited is an Australian-based global healthcare business working to improve outcomes for people with cancer. Currently, its lead product is a targeted radiation therapy for liver cancer called SIR-Spheres® Y-90 resin microspheres. Sirtex is also developing a suite of new medical technologies, which all have the potential to transform patient care in cancer and other diseases. Over 67,000 doses of SIR-Spheres microspheres have been at more than 1,000 medical centres in 40 countries.

Sirtex impressed the team at Corporate LiveWire due to the company’s endeavours to challenge traditional medical practises, which allows them to establish new and innovative therapies that guarantee to improve the lives of people worldwide that are facing the harrowing ordeals attributed to cancer. With patient care at the heart of all their efforts, Sirtex’s treatments and remedies enable patients to have a higher quality of life with less suffering. Sirtex’s abundance of patient testimony praising their treatments stand testament to the company’s dedication to commit themselves to improving the lives of cancer patients at a difficult time. The Corporate LiveWire team particularly admired Sirtex’s lead product, and how it is used to deliver targeted internal radiation therapy directly to liver tumours via the hepatic artery. The therapy, called Selective Internal Radiation Therapy (SIRT), is performed using minimally invasive techniques

by interventional radiologists, making it a less harrowing ordeal for patients.

It is within Sirtex’s innovation as a company that has seen the company pioneering within oncology treatments, seeing the leading clinicians at the company being invited to a series of international conferences to share their expertise and innovative solutions when tackling cancers of the liver.



SIR-Spheres microspheres are currently used in primary liver cancer and secondary liver cancer, where the liver tumour has originated from cancer in another part of the body. All available clinical evidence indicates the treatment has the potential to significantly increase the rate of tumour shrinkage and tumour remission. A large and growing body of independent clinical evidence suggests the therapy is capable of improving the life expectancy of patients by 35 to 100% compared to other treatments, or best supportive care.

Sirtex’s global expansion and success is founded on a commitment to understanding and serving the needs of its medical customers, high levels of professionalism and continuous improvement and innovation.



”  
*The Corporate LiveWire team particularly admired Sirtex’s lead product, and how it is used to deliver targeted internal radiation therapy directly to liver tumours via the hepatic artery.*

LEADERSHIP COACH OF THE YEAR

AUSTRALIA

Ros Cardinal



Ros Cardinal

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Shaping Change is in the business of ‘making a difference’ by creating better workplaces, great leaders and inspired colleagues.

The company equips people with the skills, tools, and strategies they need to achieve resilience in the face of change, and thrive in new environments. Shaping Change ensures its clients are not simply coping with change, but embracing it constructively.

The Tasmania-based company believe it is not enough to simply manage a change in business; their work results in the team placing additional focus on establishing the most effective culture for success for their clients’ organisation, and overseeing that the right team members with the right talents and skills are in the right jobs. A company’s organisation is meant to operate as a well-oiled machine with many parts, which is why Shaping Change assesses each and every one of those parts for optimal success.

Shaping Change’s leader, Ros Cardinal, impressed the Corporate LiveWire team through her endeavours to make a difference in creating a healthier and more attuned workplace through implementing strong leaders and diligent teams. Ros, who specialises in unleashing the hidden potential in people and business, was applauded by the panel of judges for her host of qualifications and certifications in her

field, standing testament to her skills in leadership coaching. With both a graduate and professional diplomas in Human Resources, Ros utilises her skills as an inspirational speaker and facilitator to get the most from her client base. Her ability to engage and empathise with her audience, along with her insight in how to develop people’s potential, enables Ros’ clients to think outside the box, and bring new skills to their leadership and their business that they never knew they possessed.

Along with years of expertise in organisational development, the team at Shaping Change bring their knowledge in a wide variety of world-class diagnostic tools and psychometrics which provide further clarity and key insights for their clients.

This multi-faceted approach allows Shaping Change to recommend powerful strategic interventions and implementations that build culture, community, and teamwork, develop employee engagement, develop leadership and management, create better communication, increase synergies between individual motivation and the overarching organisational mission and enhance organisational capacity through the integration of talent development and business strategy.

”  
*Ultimately, Shaping Change form people strategies and then translate those strategies into creative, engaging, and high-impact organisational initiatives that lead to success.*



BEST IN MARITIME LAW SERVICES

Co-effort Law Firm LLP

www.co-effort.com  
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mail@co-effort.com

CHINA

Co-effort is a full service Chinese law firm with an international practice focus and global reach. True to their name, Co-effort work together with their clients to ensure their successes, in the courtroom and in business. Co-effort has received numerous accolades through the years in recognition of their professionalism, creativity and results; the most important accolade, however, is the continued trust of their clients, evidenced by numerous long term partnerships.

Established in 1998 in Shanghai, Co-effort is a top tier law firm and preferred partner of leading domestic and international companies. With offices in major cities in China including Beijing, Suzhou, Wuxi, Xuzhou, Nantong and Changsha, Co-effort is strategically positioned to meet clients’ needs nationwide. Co-effort also has international offices in Osaka, Fukuoka, Singapore, Milan and Paris, with a closely knit network of associated firms overseas further guaranteeing that global teams can be assembled seamlessly for each transaction.

Co-effort is home to highly qualified and experienced professionals who work closely with clients on achieving optimal legal outcomes and on facilitating and securing their investments and business operations both at home and abroad. Modern day business is highly internationalised and competitive and great

opportunities are rare. Only professional, efficient and result-oriented lawyers can help the clients “win” in business and maximise investments and opportunities.

Co-effort’s team consists of highly qualified lawyers from variety of backgrounds – the judicial system, government agencies, leading international law firms and think tanks. Many of the team’s lawyers are experienced in cross-border works.

Maritime law is one of the key practices of Co-effort. The practice areas cover admiralty and maritime, contentious and non-contentious issues on both “wet” and “dry” works. Co-effort acts for P&I Clubs, shipping companies, insurers, banks, shipyards, port authorities, and a variety of shipping interests in many influential cases. Co-effort provides legal services to the clients on bills of lading, charterparties, other carriage contracts, marine insurance, shipbuilding and repairs contracts, ship finance, sale and purchase, collision and allision, fire and explosion, salvage, crew claims, and disputes arising from port operations etc.

Co-effort has vast experience in protecting and enforcing foreign clients’ rights in China. With the lawyers’ local expertise, Co-effort is better to interpret those cross-cultural issues and can provide practical solution for foreign clients when they have legal needs in China.



INNOVATION IN GENOMIC SERVICES

Novogene Corporation

USA



**Dr. Ruiqiang Li**  
Founder & Chief Executive Officer  
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*Using its next generation sequencing (NGS) systems, Novogene also has the capability to tackle large scale human, plant, and animal whole genome sequencing projects of any size, turning jobs around faster than local cores and the majority of service providers.*



Ruiqiang Li is the CEO of Novogene Bioinformatics Technology Company, a privately owned business headquartered in Beijing with branches in Hong Kong, the U.S., and the U.K. An expert in genomics and bioinformatics, Li is a former principal investigator at the Peking-Tsinghua Center for Life Sciences at Peking University and a former VP at BGI (previously known as the Beijing Genomics Institute), where he developed SOAP (Short Oligonucleotide Analysis Package) for ultra-fast sequence mapping, variation detection, and de novo genome assembly.

Founded in 2011 by Li, the company has since grown to become a leading provider of genomic services and solutions. What began as a few individuals has turned into a team of over 1,000 total employees, and revenue has more than doubled year over year for the past five years.

Novogene currently has the highest sequencing throughput in China and the Asia area, but Li’s vision for the company and its sequencing capacity reaches even higher. “Maybe next year we are going to be the largest sequencing centre globally,” he said.

What impressed the team at Corporate LiveWire was the way Novogene has embraced advanced technology – something which is integral to

the company’s success. Using state-of-the-art Illumina systems, including NovaSeq 6000, HiSeq X Ten, HiSeq 4000, and HiSeq 2500, as well as PacBio Sequel system, the equipment can be matched up with customers’ specific needs. Using its next generation sequencing (NGS) systems, Novogene also has the capability to tackle large scale human, plant, and animal whole genome sequencing projects of any size, turning jobs around faster than local cores and the majority of service providers.

It’s more than size and capacity that has established Novogene as a true contender, though. Ask company leaders, and they’ll tell you the top-notch technology that helped the company emerge as a sequencing superpower is only one piece of the puzzle.

Other differentiators include a dedication to scientific excellence, customer service, and data quality. With 49 NGS-related patents, over 200 publications in top tier journals, and over three quarters of staff members holding advanced degrees, the company’s expertise has helped attract a client list that includes big pharma and some of the most prestigious educational institutions around the world, including Harvard, Stanford, and Columbia.



# EXCELLENCE IN SECURITIES LAW

## Loeb & Loeb LLP

HONG KONG



### Lawrence Venick

Managing Partner  
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lvenick@loeb.com

”

*Our panel of expert judges were impressed with the firm’s impressive history in representing issuers and underwriters, public companies and emerging growth private companies in some of the most sophisticated and innovative capital markets transactions in history*



Loeb & Loeb LLP is a multiservice law firm with approximately 350 attorneys and offices in Los Angeles, New York, Chicago, Nashville, Washington, DC, Beijing and Hong Kong. The Hong Kong office is comprised of nearly 40 Hong Kong- and U.S.-qualified attorneys, solicitors and paralegals and has become one of the most active law firms in the region within the areas of capital markets and corporate finance.

Loeb & Loeb focuses on select core industries and practice areas, rather than endeavouring to be all things to all clients. The firm concentrates on capital markets transactions and regulatory advice in Greater China and IPOs in both the Main Board and the Growth Enterprise Market of the Stock Exchange of Hong Kong Limited, as well as mergers and acquisitions and general corporate and commercial transactions. Loeb represents multinational, Fortune 100 companies in their mid-market transactions and litigation matters, and serves as primary outside counsel to a multitude of mid-market clients. They also represent clients ranging from emerging companies to high net worth individuals and families.

Loeb & Loeb has an established history and nationally recognised reputation in the entertainment and media industry, and is highly regarded for its depth in financial services, private client services and real estate. The firm has a broad array of experience and

continues to grow and thrive in its substantive core practice areas, which include the following: Advanced Media and Technology, Bankruptcy, Restructuring and Creditors’ Rights, Capital Markets, Corporate, Employment and Labour, Entertainment, Finance, Intellectual Property, Litigation, Private Equity, Real Estate, Tax and Trusts and Estates.

Our panel of expert judges were impressed with the firm’s impressive history in representing issuers and underwriters, public companies and emerging growth private companies in some of the most sophisticated and innovative capital markets transactions in history, which have spanned the globe and redefined the landscape of business in the United States, China, India, Israel, Latin America and Europe. Their capital markets attorneys have developed deep expertise in the media and technology, energy, health and life sciences industries, and their initial public offerings, innovated public acquisition company offerings and acquisitions, special purpose acquisition company offerings and acquisitions, and private investment in public equity transactions have ranged in size from \$2 million to nearly \$500 million. The depth and breadth of knowledge and experience that Loeb & Loeb brings to every transaction ensures clients receive professional input that reflects market realities and protects their competitive edge.

# MOST OUTSTANDING PRIVATE EQUITY FIRM

## ICICI Venture Funds Management Company Limited

INDIA



### Mr. Prashant Purker

Managing Director & Chief Executive Officer  
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+91 22 6655 5050

”

*Corporate LiveWire were particularly impressed that the overall fundraising tally since 2009 crossed USD 2.5 billion across five offerings, which is believed to be the highest in the Indian market in the post GFC period.*



ICICI Venture is one of India’s oldest, largest and most diversified alternative asset management companies. The firm is a wholly owned subsidiary of ICICI Bank – the largest private sector financial services group in India. Since its establishment in 1988, ICICI Venture has raised historical assets under management/advisory services of over USD 4 billion and manages/advises funds across four verticals: private equity, real estate, infrastructure (in a strategic partnership with Tata Power Company, India’s largest power company in the private sector) and special situations (in a strategic partnership with Apollo Global Management, US). The funds managed/advised by ICICI Venture have, over the years, invested across multiple sectors and across multiple economic cycles of the Indian economy, thereby giving ICICI Venture a competitive edge over other private equity firms.

Corporate LiveWire were particularly impressed that the overall fundraising tally since 2009 crossed USD 2.5 billion across five offerings, which is believed to be the highest in the Indian market in the post GFC period. During this period, the team have also invested over USD 1.3 billion in 28 deals and concluded full/partial exits from 50 companies worth over USD 1.4 billion, which is also believed to be the highest in the Indian market in the post GFC period. ICICI Venture has closed exits using

diverse exit strategies such as IPOs, strategic deals (cross border and domestic), sale to other PE firms, promoter/company buybacks, etc.

Capitalising on such success, the team believe they are well placed to capture new opportunities in the fast growing Indian alternative assets market which saw investments of USD 15 billion in 2016 and exits worth USD 9 billion in the same year. India will continue to be a key focus area in the world, because of its potential for sustained high growth.

BANKING LAW FIRM OF THE YEAR

DivinaLaw

PHILIPPINES



**Nilo T. Divina**  
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DivinaLaw is a leading full-service law firm in the Philippines. They take pride in advocating and practicing dynamic lawyering – prompt, proactive and result-oriented. They offer depth and range in experience and resources and a professional, collaborative work ethic – qualities that clients appreciate in an emerging and challenging market like the Philippines. At DivinaLaw, they endeavour to understand clients’ needs so they can give them the best legal service possible. They aim to exceed their expectations at every turn.

Their practice includes the entire spectrum of Philippine law. Their litigation practice covers corporate, criminal and civil litigation, alternative dispute resolution, estates and trusts, immigration, labour and employment, elections, administrative regulation, and maritime law. Their corporate practice includes banking, finance and construction, mergers and acquisition, foreign investments, securities, corporate rehabilitation, insurance, public-private partnerships, mining and natural resources, energy, utilities regulation, intellectual property, sports and entertainment, and taxation. Their clients include leading companies in banking and finance, manufacturing, retail, power, oil and gas, education, health care and insurance, realty and property development, and technology. Their lawyers are some of the most qualified and experienced in

their respective fields, and they recruit only the top graduates from the leading law schools.

DivinaLaw is the sole Philippine member of Lawyers Associated Worldwide, a top-rated international association of over 100 independent law firms from more than 50 countries. The firm has extensive experience in banking and financial transactions and has worked on various securitisations, structured and project financing. In addition to structuring and negotiating treasury and trust products, the firm also assists institutional investors on their investment management mandates and securities-lending programmes. Its comprehensive expertise in this field of practice ensures clients of outputs and results that are efficient and custom-tailored to suit each client’s peculiar needs. The firm is likewise engaged in advisory work for corporate trustees and agency service providers in relation to the general exercise of trustee powers and discretions. It has represented both creditors and borrowers in complex and simple loan and facility syndications.

Corporate Livewire was impressed with the depth and range in experience and resources demonstrated by the team in the field of banking law.



ACCOUNTANCY FIRM OF THE YEAR

Nexia TS

SINGAPORE



**Henry Tan**  
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Nexia TS was founded in 1993 by Henry Tan and Sitoh Yih Pin, who both have had numerous years of previous experience as chartered accountants. After working as managers for an international accounting firm, they had a vision and saw an opportunity to establish their own organisation. Nexia TS aims to differentiate itself from the vast range of other accountancy firms by offering their personalised services, and well-qualified expertise.

Growing significantly in size over the last few years, Nexia TS is now recognised as an established mid-tier local accounting firm. As an independent member firm of Nexia International, they are affiliated to accounting firms in many parts of the world. These connections result in Nexia TS’s clients benefitting from a personalised, comprehensive and good service at a competitive rate - both in Singapore and globally.

The accountancy firm impressed the team at Corporate LiveWire for their ‘bouquet of values’ which contribute to their excellent services. The panel of judges particularly admired the range of advice the firm seamlessly offers from its extensive pool of talent; the team at Nexia TS hand-picks a suitable advisor that fits a clients’ needs, providing clients with a dedicated point of contact to easily interact with the firm. The Corporate LiveWire team further

commended Nexia TS for their competitive rates of service; although their level of service matches, and in some cases surpasses, larger competitors, Nexia TS’ fees are lower, and offer greater levels of personal service alongside higher levels of partner involvement. Corporate LiveWire also admired how much emphasis Nexia TS put on their customer care; by fostering an environment of trust and mutual respect, they cultivate good working relationships with their clients and bolster their reputation as one of Singapore’s leading accountancy firms.

Nexia TS’s desire for quality has been recognised by clients and the accounting profession. Standing testament to their endeavours, the firm is among the first local accounting firms to be accredited by the Institute of Chartered Accountants in Australia, Institute of Chartered Accountants in England & Wales and Singapore Accountancy Commission - Singapore Qualification Programmes (Singapore QP) to provide the supervision of professionals undergoing traineeship to qualify as Chartered Accountants.

Nexia TS has recently won the much-acclaimed Innovation Award, conferred under the Business Excellence Awards as part of the Singapore Accountancy Awards 2016.

*The Corporate LiveWire team further commended Nexia TS for their competitive rates of service; although their level of service matches, and in some cases surpasses, larger competitors*





# IP LAW BOUTIQUE OF THE YEAR

## Ella Cheong LLC

SINGAPORE



**Soh Kar Liang**

Director  
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mail@ellacheong.asia



*The service is personalised, innovative and responsive, and the team are immensely committed to understanding a client's needs, expectations and concerns*



Ella Cheong LLC is a Singapore-based law firm specialising in intellectual property (IP) in the Asian region. It is committed to protecting the fruits of creativity with effective solutions in order to meet diverse needs along the IP value chain. The team boasts a track record of providing strategic business advice and addressing complex issues spanning a wide range of industries and business setups in an ever-evolving legal landscape.

The firm takes its name from Ella Cheong, an internationally known and well-respected IP practitioner who started professional practice in Hong Kong in the 1970's. In 1986, Ella Cheong founded the initial practice in Singapore to meet the IP demands of international businesses in this region, as well as the rapidly evolving IP needs of local businesses. The practice has since grown and adapted to regional changes in the thriving IP landscape. Its present incarnation is the culmination of a significant wealth of experience and capability in IP services, represented by a well-known brand in Asia that clients can count on.

Apart from prosecution of applications for registration of IP (including Patents, Trade Marks and Designs), Ella Cheong LLC provides a comprehensive suite of legal services, including IP enforcement, commercialisation and strategy development.

Corporate LiveWire was particularly impressed, however, with the client-driven culture at Ella Cheong LLC. The service is personalised, innovative and responsive, and the team are immensely committed to understanding a client's needs, expectations and concerns. From initial contact with the firm, through to completion of a matter, clients will find a team of qualified professionals who deliver exceptional leadership, quality and value, and have a wealth of knowledge and experience in all aspects of domestic and international intellectual property. The insight and clarity offered by the dynamic team at Ella Cheong LLC helps clients navigate risks, regulatory issues and the diverse challenges of a competitive marketplace – in the boardroom or the courtroom.

What also stood out to the team at Corporate LiveWire is the firm's devotion to providing the highest standard of quality and cost effectiveness in all aspects. This is achieved through the ability to consistently think outside the box, and to always look for the best approach to each individual case.







## AFRICA & THE MIDDLE EAST





# AFRICA & THE MIDDLE EAST

## ISRAEL

**Excellence in International Arbitration Legal Services**

M.Firon & Co.

**Patent Law Firm of the Year**

Ehrlich & Fenster

## KENYA

**Financial Risk Insurance Brokers of the Year**

Masumali Meghji Insurance Brokers LTD

## MAURITIUS

**International Trust Law Firm of the Year**

Erriah Chambers

## NIGERIA

**Innovation in Banking Solutions**

Eco Bank Nigeria

## SAUDI ARABIA

**Bank of the Year**

Arab National Bank

**Innovation & Excellence for Content  
Management in Audiovisual Production**

TIMELINE for Production & Events

**Innovation in Private Sector Investment Banking**

Islamic Corporation for the Development of the Private Sector

## SAUDI ARABIA

**Excellence In Corporate Hotel Services**

Mövenpick Hotel City Star Jeddah

## SOUTH AFRICA

**Innovation & Excellence in Employee Benefits**

NBC Holdings (Proprietary) Limited

**Most Outstanding Mining Services Firm**

Tacmin Madini

**Excellence in Corporate Banking**

Absa Bank & Barclays Africa

**Innovation in Maritime Engineering**

NauticAfrica

**Mechanical Engineering Firm of the Year**

AOSConsultingEngineers

## UAE

**Excellence in International Dispute Resolution**

KBHkaanuun

**Fund Placement Firm of the Year**

Greenstone Equity Partners

**Innovation in Corporate Insurance Solutions**

Abu Dhabi National Insurance Company

## ZAMBIA

**Tour Agency of the Year**

Mukwa Travel & Tours Ltd





## PATENT LAW FIRM OF THE YEAR

## Ehrlich &amp; Fenster



## Dr. Gal Ehrlich

Founder &amp; Managing Partner

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*Abiding by the highest standards and equipped with experience that spans decades, it is clear why Ehrlich & Fenster is considered a leader in the intricate game of intellectual property.*



Dr. Gal Ehrlich is the founder and managing director of Ehrlich & Fenster. Dr Ehrlich has a B.Sc. in biology and a Ph.D. in genetic engineering from the Hebrew University of Jerusalem and a degree in Law, LL.B., from Tel Aviv University Law School. Since 1994, Dr. Ehrlich has been involved in the preparation and prosecution of patent applications in all high-tech fields, including, inter alia, biotech, aggrotech, medicine, pharmaceuticals, computers, communications, physics, chemistry and medical devices. In June 2000, Dr. Ehrlich founded Ehrlich & Partners, and quickly became the fastest-growing IP firm in Israel.

As of December 2006, the firm of Fenster & Co. merged into Ehrlich & Partners, which was renamed Ehrlich & Fenster, Israel's leading patent attorneys firm, which employs more than 150 employees. The firm serves thousands of clients, including leading universities and academic institutions in Israel, as well as many well-known major companies and start-ups and private clientele.

Ehrlich & Fenster is also recognised and categorised by prestigious world surveys as a leading patent attorneys firm in Israel and has been ranked for eight consecutive years as tier one in MIP (Managing Intellectual Property) Magazine as well as Chambers and Partners.

As the leading international patent firm in Israel, Ehrlich & Fenster provides legal and technological consulting for inventions and patents in all areas of science and technology: they support the drafting of intellectual property strategies, including an assessment of the present and future commercial potential offered.

Corporate LiveWire particularly admire Ehrlich & Fenster's unparalleled attention to market nuances and their commitment to keeping one's finger on the market pulse. The legal team learns continually to keep abreast of new tactics, international issues, and technological and research developments that emerge daily, be it in life science, technology or high technology, placing them ahead in the field of patent law.

Abiding by the highest standards and equipped with experience that spans decades, it is clear why Ehrlich & Fenster is considered a leader in the intricate game of intellectual property. Their valuing of professionalism, strategic prowess, efficiency, dynamic thought and cost transparency, combined with supporting the best researchers, developers and inventors in Israel and abroad, caught the eye of the team at Corporate LiveWire, and for this we wish to recognise the firm.

ISRAEL

## INTERNATIONAL TRUST LAW FIRM OF THE YEAR

## Erriah Chambers

MAURITIUS

## Dev R. Erriah

Director

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deverriah@intnet.mu



*Under the management of Dev Erriah, head of Erriah Chambers, the team of seven barristers run a highly esteemed practice at the forefront of the Mauritian legal market.*

Erriah Chambers specialises in International Tax Law, International Trusts Law, International Business Law, and all aspects of offshore business activities. Established in 2002, Erriah Chambers, Mauritius has been a member of Lex Africa since February 2014, as well as a member of other organisations and listed in Chambers & Partners and IFLR.

The Chambers was set up in response to the demand for Mauritius-based lawyers with international exposure and specialised expertise in the fields of International Trust, International Finance, Banking Law, Shipping Law, Aircraft Finance and Leasing, Project Finance, Corporate & Commercial Law, Litigation and cross border insolvency, tracing and debts recovery, enforcement of foreign judgments, arbitral awards, arrest of foreign vessels and drafting of transactional/security documents.

Erriah Chambers also acts as legal adviser and legal consultant to various banks in Mauritius and internationally. More than 80% of the chamber's practice involves advising international clients, multinational enterprises, international law firms, the top 10 international accountant firms, management companies, domestic and international banks. The chambers is also involved in setting up of various investment funds with very complex structures in India, various jurisdictions in Africa and China, among

others. The chambers provides litigation services, advice and legal opinions on any aspect of the laws of Mauritius, international tax planning, domestic taxation, import and export services, all cross-border transaction, hotel industry and construction law, international investments, international trusts law.

The panel of expert judges at Corporate Livewire have awarded Erriah Chambers the award for International Trust Law Firm of the Year because of their unparalleled experience in advising on various aspects of trust law and international trust law. Mauritius has introduced trust law for the benefit of both residents and offshore settlers. Under the management of Dev Erriah, head of Erriah Chambers, the team of seven barristers run a highly esteemed practice at the forefront of the Mauritian legal market. Known for advising offshore clients and assisting domestic companies with expansion operations in Africa, the firm is also increasingly active in arbitration with frequent appearances before all levels of court, up to the Privy Council. The experience of the senior partners leads to practical and commercial solutions, with consistent standards that render them some of the best lawyers on the island.



# INNOVATION & EXCELLENCE IN EMPLOYEE BENEFITS

## NBC Holdings (Proprietary) Limited

**Max Maisela**  
 Founder  
 www.nbc.co.za  
 +27 0 10 206 0000

NBC Holdings (Pty) Ltd is the first black-owned and managed employee benefits company in South Africa. NBC pioneered the establishment of defined contribution funds, a trend that accelerated during the late 1980s and early 1990s as trade unions gained more influence and companies took advantage of the commercial certainty offered by defined contribution funds.

The legacy of NBC started in the early 1980s when its founder and visionary leader Max Maisela and his team began actively encouraging stakeholders to negotiate the benefits and management structures of retirement funds to ensure member’s legitimate expectations were accommodated by their funds.

At that time, many black employees were either excluded from membership of retirement funds completely or were members of employer-controlled funds that failed to cater for the unique needs of black employees.

NBC aligned with the emerging black trade union and liberation movements and advised on how to establish a negotiated fund. A key characteristic of a negotiated retirement fund is equal member representation on the boards of trustees; a feature that was legislated as compulsory for all retirement funds in 1996.

NBC became an independent company in 1998. Today NBC consults and administers more than 120 registered funds with over 350,000 members. The NBC client base includes large industry-based retirement funds as well as retirement funds of many South African blue-chip companies.

NBC aspire to be “Leaders in People Benefits in Africa” and its mission is to provide cost efficient financial services designed to meet clients’ needs; achieved through sustainable partnerships with clients, staff and stakeholders.

The professional and qualified staff comprise of actuaries, fund valuers, retirement fund administrators, attorneys, chartered accountants, employee benefits consultants and IT professionals.

Corporate LiveWire particularly admire the fact that the cultural and racial composition of NBC staff and management reflect South Africa in a microcosm, enabling the company to understand and service the needs of clients’ members in a changing environment from an informed, balanced and truly South African perspective. The empowerment of staff and retirement fund members is a core value at NBC which is irrevocably committed to building a self-sustaining heritage in South Africa and Africa in pursuit of opportunity and prosperity for all.

SOUTH AFRICA

”  
*The empowerment of staff and retirement fund members is a core value at NBC which is irrevocably committed to building a self-sustaining heritage in South Africa and Africa in pursuit of opportunity and prosperity for all.*



# INNOVATION IN CORPORATE INSURANCE SOLUTIONS

## Abu Dhabi National Insurance Company

UAE



**Ahmad Idris**  
 Chief Executive Officer  
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 adnic@adnic.ae

”  
*The panel of judges applauded ADNIC’s innovative medical self-service portal; working in conjunction with their mobile app, this simple to use system allows customers to manage and track insurance claims, both at home and on the go.*



Founded in 1972, ADNIC is one of the leading multiline insurance and re-insurance providers in the region.

ADNIC has a wide network of branches as well as sales and service centres across the country. The company is publicly owned and listed on the Abu Dhabi Securities Exchange.

The company maintains a leading position within the UAE market with a diversified portfolio across segments. Following positive earnings for the first half of 2016, ADNIC has continued its sustained profitable growth. The company reported a net profit of AED 143.5 million for the third quarter ended on September 30th 2016, a significant growth over the same period of last year.

ADNIC’s business strategy is built around customer centricity, which enables it to stay innovative in new product development, reliable in claims management and agile in customer response.

The team at Corporate LiveWire were impressed with ADNIC’s commitment to customer care, which is embedded in all its innovative corporate insurance solutions. Corporate LiveWire admired ADNIC’s customer-centric approach in all aspects of their business, including claims;

Corporate LiveWire further commended ADNIC’s extensive array of corporate services; their assortment of products are suitable for a range of scenarios, and can be tailored to meet the needs of clients to provide reassurance across all sectors.

The panel of judges applauded ADNIC’s innovative medical self-service portal; working in conjunction with their mobile app, this simple to use system allows customers to manage and track insurance claims, both at home and on the go.

This year, ADNIC was the first UAE insurance provider to launch a wedding insurance product called ‘Mabrouk’, which covers prospective married couples against losses arising from unforeseen postponements or cancellations. Last year, ADNIC introduced its colour-coded system to its housing insurance coverage. The colour coded product provides customers with tiered solutions, from Platinum and Gold through to Silver and Bronze, offering greater flexibility according to the customers’ needs. ADNIC was also the first UAE insurer to launch a Medical Mobile App in 2014.

# Acknowledgements

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# CorporateLiveWire

INNOVATION & EXCELLENCE AWARDS 2017