



The TCO Awards 2020 entry criteria

This document provides the criteria for the 14 TCO Awards categories that are open to entries. Please enter online at <http://www.tcoawards.com>. You can enter as many times as you like in as many categories as you wish. There is no charge to enter the TCO Awards.

The entry deadline is **17 March 2020**.

You can provide up to 3 pieces of supporting information to support your entry (with the exception of the Distinguished TCO Manager of the Year award). The permitted file types are Word, PowerPoint, Excel, PDF, JPG, PNG and GIF.

For any questions regarding the awards, contact us at research@autovistagroup.com.

Good luck!

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Categories

- Small / Compact Diesel Car of the Year
- Medium / Large Diesel Car of the Year
- Small / Compact Petrol Car of the Year
- Medium / Large Petrol Car of the Year
- Small / Compact Hybrid Car of the Year
- Medium / Large Hybrid Car of the Year
- BEV of the Year
- OEM TCO Manager of the Year
- OEM of the Year
- Mobility Solution of the Year
- Fleet or Leasing Company of the Year
- Fleet TCO Manager of the Year
- Mobility Partnership of the Year
- Distinguished TCO Manager of the Year

Small / Compact Diesel Car of the Year

Criteria

The Autovista Group award for the Small / Compact Diesel Car of the Year recognises innovation and excellence in product development. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any model that fits the following criteria:

- an A-, B-, or C-segment vehicle (up to a length of 4450mm)
- any body type, including SUV
- diesel engine, including mild hybrid
- a new generation or facelift model that was first released into any European market between 1 January 2019 and 31 December 2019
- expected minimum sales of 10,000 units across the Big 5 European markets in its first 12 months on the market

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded Small / Compact Diesel Car of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Engine type and size (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

Medium / Large Diesel Car of the Year

Criteria

The Autovista Group award for the Medium / Large Diesel Car of the Year recognises innovation and excellence in product development. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any model that fits the following criteria:

- **a D-, E-, or F-segment vehicle (minimum length of 4350mm)**
- **any body type, including SUV**
- **diesel engine, including mild hybrid**
- **a new generation or facelift model that was first released into any European market between 1 January 2019 and 31 December 2019**
- **expected minimum sales of 10,000 units across the Big 5 European markets in its first 12 months on the market**

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded Medium / Large Diesel Car of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Engine type and size (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

Small / Compact Petrol Car of the Year

Criteria

The Autovista Group award for the Small / Compact Petrol Car of the Year recognises innovation and excellence in product development. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any model that fits the following criteria:

- **an A-, B-, or C-segment vehicle (up to a length of 4,450mm)**
- **any body type, including SUV**
- **petrol engine, including mild hybrid**
- **a new generation or facelift model that was first released into any European market between 1 January 2019 and 31 December 2019**
- **expected minimum sales of 10,000 units across the Big 5 European markets in its first 12 months on the market**

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded Small / Compact Petrol Car of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Engine type and size (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

Medium / Large Petrol Car of the Year

Criteria

The Autovista Group award for the Medium / Large Petrol Car of the Year recognises innovation and excellence in product development. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any model that fits the following criteria:

- **a D-, E-, or F-segment vehicle (minimum length of 4350mm)**
- **any body type, including SUV**
- **petrol engine, including mild hybrid**
- **a new generation or facelift model that was first released into any European market between 1 January 2019 and 31 December 2019**
- **expected minimum sales of 10,000 units across the Big 5 European markets in its first 12 months on the market**

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded Medium / Large Petrol Car of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Engine type and size (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

Small / Compact Hybrid Car of the Year

Criteria

The Autovista Group award for the Small / Compact Hybrid Car of the Year recognises innovation and excellence in product development. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any model that fits the following criteria:

- **an A-, B-, or C-segment vehicle (up to a length of 4,450mm)**
- **any body type, including SUV**
- **a full hybrid or PHEV petrol or diesel electric engine**
- **expected minimum sales of 10,000 units across the Big 5 European markets in its first 12 months on the market**
- **Note that there is no timeframe limitation for this category. Models can have been launched at any time before the closing date for the awards.**

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded Small / Compact Hybrid Car of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Engine type and size (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

Medium / Large Hybrid Car of the Year

Criteria

The Autovista Group award for the Medium / Large Hybrid Car of the Year recognises innovation and excellence in product development. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any model that fits the following criteria:

- **a D-, E-, or F-segment vehicle (minimum length of 4350mm)**
- **any body type, including SUV**
- **a full hybrid or PHEV petrol or diesel electric engine**
- **expected minimum sales of 10,000 units across the Big 5 European markets in its first 12 months on the market**

Note that there is no timeframe limitation for this category. Models can have been launched at any time before the closing date for the awards.

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded Medium / Large Hybrid Car of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Engine type and size (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

BEV of the Year

Criteria

This award seeks to recognise success in the use of TCO to position a battery electric vehicle (BEV) relative to its competitors and the wider market. The award will not automatically go to the model with the lowest TCO. The judges will be looking for evidence that the OEM has been working systematically to lower the TCO of a model vs. previous generations, where applicable. At the same time, it will need to be favourably positioned relative to its direct competitors.

The judges will be looking for innovation in design, concept, engineering and commercialisation strategy that has resulted in a marked improvement in acquisition, running and maintenance costs and improved the model's residual value (RV) performance. The jury will be looking at Autovista Group TCO data but OEMs are encouraged to supplement this perspective by providing clear evidence of actions taken in the above-mentioned areas to improve the TCO profile.

The award is open to any battery electric vehicle that fits the following criteria:

- **any body type, including SUV**

- **battery electric vehicle, with or without range extender (non-PHEV, non-fuelcell)**
- **expected minimum sales of 2,000 units across the Big 5 European markets in 2019 or 2020**

Note that there is no timeframe limitation for this category. Models can have been launched at any time before the closing date for the awards.

Entry form fields

You do not have to fill in all the form fields, but please ensure you provide a compelling case as to why this vehicle should be awarded BEV of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Model name (*Required)**
- **Variant (*Required)**
- **Date and market of the model's first European launch (*Required)**
- **Details of the predecessor model, including name, engine type and size (if applicable)**
- **The TCO breakdown for the new model launch (*Required)**
- **The TCO breakdown for predecessor versions (if applicable)**
- **What measures did your company take to lower the model's TCO when planning the new model launch?**
- **How have you used TCO to favourably position the model towards B2B and / or B2C customers? (*Required)**

OEM TCO Manager of the Year

Criteria

The OEM TCO Manager of the Year award is designed to acknowledge the work of an individual who has done the most to champion the importance of TCO within their organisation. It is open to any TCO manager at an OEM who has exhibited exemplary thought leadership over the 12 months between 1 January 2019 and 31 December 2019.

To be eligible for this year's award, candidates must be employed by the company at the time of nomination.

Entry form fields

Please fill in all the form fields and ensure you provide a compelling case as to why this person should be awarded OEM TCO Manager of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields

below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

Who are you entering for the award?

Please note that you must have the nominee's permission to enter them for this award and to provide their contact details.

- **Name**
- **Job title**
- **Description of role**
- **Company**
- **Date of appointment**
- **Nominee's email address**
- **What were this person's greatest achievements during the qualifying year (1 January – 31 December 2019)?(*Required)**
- **What has been the direct consequence of their actions on company performance, e.g. increased (fleet) sales thanks to their tireless effort to improve a model's TCO performance and / or communicate about it?(*Required)**
- **How have these achievements have strengthened the candidate's influence within the organisation and the wider industry?(*Required)**
- **What are the nominee's greatest strengths as a leader? Please show how these have had a bearing on their achievements this year.(*Required)**

OEM of the Year

Criteria

The OEM of the Year award honours outstanding achievement by an OEM over the qualifying 12 months between 1 January 2019 and 31 December 2019.

The judges will be looking for the company that has done the most to improve TCO across the entire range, or to embed TCO as a measure of performance that is constantly tracked, reviewed and addressed to improve the company's competitive position.

The OEM should demonstrate how it has used TCO effectively to promote the advantages of its portfolio and secure new fleet sales. The judges will be looking for evidence of how the OEM has demonstrated its greater TCO, or used warranty, service and options packages to build a competitive offering.

Entry form fields

Please fill in all the form fields and ensure you provide a compelling case as to why this company should be awarded OEM of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Company (*Required)**
- **Please demonstrate how you ensure TCO is an important measure of model performance with the company.(*Required)**
- **Please describe the advances your company has made in using TCO to demonstrate the competitive position and advantages of the company's portfolio of models.(*Required)**
- **How has the company ensured sustained improvements in TCO across the portfolio of models, particularly with regard to new model launches and facelifts?(*Required)**
- **Please provide evidence of how these activities have translated into greater commercial success, e.g. increased sales of the portfolio or improved market share.**

Mobility Solution of the Year

Criteria

The Mobility Solution of the Year award will go to a mobility product, service or solution, which addresses the current and future mobility needs of fleet customers.

The judges will be looking for evidence that the new solution addresses fleet operators' needs for more flexible mobility packages that may incorporate not just long-term car leases, but also corporate car sharing, carpooling, public transport or bikes. A winning proposition may create a seamless user experience, e.g. by allowing end users to move between different forms of transport as their needs evolve. Entrants will need to demonstrate that the integrated approach has helped fleet customers to lower their overall mobility costs.

To be eligible for this year's award, the solution will have been launched during the qualifying period between 1 January 2019 and 31 December 2019.

Entry form fields

Please fill in all the form fields and ensure you provide a compelling case as to why this solution should be awarded Mobility Solution of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Solution name (as you would like it to be referred to on the shortlist)(*Required)**
- **Description of the new mobility solution(*Required)**
- **Date and market of the solution's first European launch(*Required)**
- **A breakdown of commercial performance in the first year, including how many customers have been signed up, or how many users have opted to use the solution, or other evidence that the solution has had a favourable commercial impact(*Required)**
- **How has the new solution helped to lower the total cost of mobility for fleets or the individual?(*Required)**

Fleet or Leasing Company of the Year

Criteria

The Fleet or Leasing Company of the Year award honours outstanding achievement by a fleet management company, leasing company or fleet owner / operator over the qualifying 12 months between 1 January 2019 and 31 December 2019.

The judges will be looking for evidence that the company has consistently helped its clients to review and lower the cost of their fleet.

Entry form fields

Please fill in all the form fields and ensure you provide a compelling case as to why this company should be awarded Fleet or Leasing Company of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Company(*Required)**
- **How has this company worked with clients to educate them about the importance of TCO?(*Required)**
- **How has the company helped clients to refine their choice lists and purchase new vehicles, based on TCO?(*Required)**
- **How has the company supported clients in reducing TCO?(*Required)**

Fleet TCO Manager of the Year

Criteria

The Fleet TCO Manager of the Year award is designed to acknowledge the work of an individual who has done the most to champion the importance of TCO within their fleet or leasing organisation.

It is open to any fleet manager who has exhibited exemplary thought leadership over the 12 months between 1 January 2019 and 31 December 2019.

To be eligible for this year's award, candidates must be employed by the company at the time of nomination.

Entry form fields

Please fill in all the form fields and ensure you provide a compelling case as to why this person should be awarded Fleet TCO Manager of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

Who are you entering for this award?

Please note that you must have the nominee's permission to enter them for this award and to provide their contact details. (*Required)

- **Name**
- **Job title**
- **Description of role**
- **Company**
- **Date of appointment**
- **Nominee's email address**
- **What were this person's greatest achievements during the qualifying year (1 January – 31 December 2019)? (*Required)**
- **What has been the direct consequence of the nominee's actions on company performance, e.g. increased the fleet's TCO performance or lower TCO across the fleet? (*Required)**
- **How have these achievements have strengthened the candidate's influence within the organisation and the wider industry? (*Required)**
- **What are the nominee's greatest strengths as a leader? Please show how these have had a bearing on their achievements this year. (*Required)**

Mobility Partnership of the Year

Criteria

For shared mobility to thrive, companies need to work with partners and stakeholders from different sectors and build integrated solutions that incorporate a range of transport options from leasing and car sharing to public transport. The Mobility Partnership of the Year award is designed to acknowledge companies at the forefront of this development.

The judges will be looking for a new partnership – signed during the 12 months between 1 January 2019 and 31 December 2019 – that brings together stakeholders from more than one sector and which supports the development of innovative new mobility solutions.

The award is open to OEMs, leasing companies and mobility service providers.

Entry form fields

Please fill in all the form fields and ensure you provide a compelling case as to why this partnership should be awarded Mobility Partnership of the Year. You can upload supporting information to support your entry but should make sure that your case is clearly made by filling in the form fields below. Your answers to the questions will be the primary information considered by the judges in reviewing your entry.

- **Names of the organisations involved(*Required)**
- **What is the structure of the partnership? Please detail the parties involved, what it covers and the responsibilities on both sides.(*Required)**
- **What is the strategic potential of the deal? How does it support the creation of new and innovative mobility solutions?(*Required)**
- **What makes the deal unique or particularly special? Or how will the companies be able to satisfy currently unmet customer mobility needs as a result of this deal?(*Required)**
- **What have been the achievements up to this date?(*Required)**

Distinguished TCO Manager of the Year

Criteria

The winner of this award will be an exceptional individual who over the course of a distinguished career in the automotive industry has consistently championed the importance of using total cost of ownership as a concept in driving profitability and commercial success.

We welcome nominees for consideration for this award. The final decision lies with the Autovista Group senior editorial team. The winner may be retired or semi-retired but will still be active in the industry in some capacity.

Entry form fields

Your nomination should outline in no more than 750 words what the nominee has accomplished during his or her career and say why they are worthy of this award.

Who are you nominating for this award?

Please note that you must have the nominee's permission to enter them for this award and to provide their contact details. (*Required)

- **Name**
- **Job title (if applicable)**
- **Company (if applicable)**
- **Nominee's email address**
- **In no more than 750 words, explain why you think your nominee is worthy of receiving the Distinguished TCO Manager of the Year award. (*Required)**