



2013 System Integrator of the Year Application and Submission Guidelines

Applicant's name and title _____

E-mail _____ Phone _____

Company name _____

Web site _____

Home office street address _____

President/CEO _____

E-mail _____ Phone _____

Year founded _____ Annual revenue _____ Number of employees _____

Principal industries served _____

For the purposes of this competition, a “system integrator” is a contract engineering firm or an engineering division of a larger company that can design and implement computerized control systems for industrial machinery, manufacturing lines, or other automated facilities that produce either a commodity or a finished product. Examples would include automation, control, robotic, and test system integrators as well as automation contractors, automated machine builders, multi-disciplinary engineering firms with instrumentation and automation divisions, and product vendors that also offer application engineering services.

A system integrator may or may not provide the automation products required for a particular project but must be capable of integrating both the hardware and the software with the client's existing facilities. Companies that provide individual elements of an automation project such as consulting, programming, electrical contracting, or panel construction are not considered “system integrators” unless they also offer the remaining services required for a complete turnkey installation.

Three general criteria will be considered for the selection of the 2013 System Integrator of the Year: business skills, technical competence, and customer satisfaction. Please document your company's level of achievement in each of these areas. You may wish to do so by answering some of the following questions, but these are not intended to cover every possible situation. Feel free to make your case by any means you think most convincing.

Business skills

- Does your company have any written policies that detail your financial, human resources, management, and other business procedures?
- Does your company hold any professional certifications from the ISO, the CSIA, automation vendors, or any other third parties qualified to assess your business skills?
- Have you ever completed any self-evaluations or undertaken any in-house initiatives to formalize your business procedures?

Technical competence

- Does your company employ degreed engineers, Professional Engineers, Certified Automation Professionals, or other technical personnel with professional credentials?
- Can you provide a success story outlining a difficult automation problem that you were able to solve for a client? Was there anything particularly innovative about your solution?
- Have you ever successfully completed a project that had previously proven too difficult for the client's in-house engineers or another system integrator?

Customer satisfaction

- Has your company ever received any awards or letters of commendation for a job well done?
- Do you have procedures for tracking customer satisfaction and redressing their grievances?
- Can you provide references that we may contact?

Entries must be received by August 1st, 2012

Attach the above contact and demographic information to your documentation and return it to:

Vance VanDoren
System Integration Editor
Control Engineering Magazine
8650 Kirkridge Lane
Lafayette, IN 47905
vance@control.com
(765) 296-7600

Please limit your documentation to **100** printed pages and send **four** copies in four separate binders. All submissions will become the property of Control Engineering and will not be returned. Winners will be contacted individually for additional information to be included in the cover story of the 2013 *Automation Integrator Guide*. Photographs for the cover will be taken by Control Engineering at our headquarters in Chicago.