

FAQ- TECH INNOVATOR AWARDS

Will my info be released to the public?

No. With the exception of company and product names and descriptions, none of the information we collect in the application is ever disclosed to the public.

Does someone have to present at XChange to win?

No, but we recommend that someone from winning companies be present to accept the award and take advantage of the additional opportunities for exposure that we'll be offering, some of which are available at no charge.

My company's prices are confidential. Are we disqualified if we don't reveal them?

Unfortunately yes. Pricing is an important component to the judging of a product and of its usefulness and value to solution providers. Therefore pricing is required to qualify for consideration. However, like most of the information we collect, vendor pricing is for internal use only and is never disclosed to the public.

Can VAR comments come from VARs in other countries or must they be doing business in North America?

We prefer hearing from domestic VARs, whose situations might be more similar to those of CRN's readership. However, comments can come from companies from anywhere in the world, as long as they're genuine and can be contacted from the U.S., if necessary.

My product fits into multiple categories. Which category should I choose?

When deciding which category to choose, it's important to know that entries in each category are compared against others in that category. Cloud, Storage and Security categories have historically contained the most

entries. So your product might stand out more if entered under a category other than one of those, if it qualifies for more than one.

I can't find a category that fits my product. What should I do?

The award program organizers can provide guidance on selecting a category. If in the unlikely event that no one responds to your inquiries in time for the deadline, then go ahead and submit your product(s) in the category you believe is the best match. The organizers can switch it later, if necessary.

Can I enter a product in more than one category?

Yes, but you'll have to pay an entry fee for each category.

In the Software category, what's the difference between Enterprise Management and Productivity?

Enterprise Management software includes products like SAP, CRM and ERP. Productivity is defined as Office-style apps like Word and Excel.

What is the cost to enter the Tech Innovator award program?

The cost of entering the 2014 program was \$195 per product, per category.

If I have multiple products to enter, can I pay for all of them at once or do I have to pay for each one individually?

Our payment system is set up to handle one product entry at a time. If this presents an undue burden due to a large number of entries, please contact a program administrator.

How are products evaluated?

As its name might imply, the Tech Innovator program recognizes innovation. Judges look for products that use novel ways of doing things or that do things that have never been done before. Uses of automation, unique features and ground-breaking ideas are all things that catch our attention.

What is the judging process?

Winning products are selected by a panel of CRN's top editors. The actual judging process is confidential.

What is the Editors' Choice award and how is it selected?

Each year a single product is selected by CRN editors from the winners of the individual categories and recognized as the most innovative product of the year. We'll vary the process slightly in 2014. We'll invite winners from each category to attend the [NexGen Cloud Conference](#) to pitch their winning products before an audience and an editorial panel. The Editors' Choice will be selected at the end of the show.

[QUICK JUMP](#) – [TECH INNOVATORS AWARDS FAQ](#) or [ENTERPRISE APP AWARDS “The Appys” FAQ](#)

FAQ – ENTERPRISE APP AWARDS – “The Appys”

The rules state that only "native apps" qualify. What does that mean?

We characterize a native app as one whose code executes on the device itself, as opposed to executing on a remote server (Windows, for example) and sending screen updates to the device through mechanisms like Citrix or RDP. In other words, the app must be self-contained and locally executed. However, *it's ok if it relies on remote data sources*.

Is there a entry fee for the Enterprise App Awards?

No, there's no fee for entering apps for Appy consideration.

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