IPS Awards – Categories Criteria

Real Estate Developer of The Year Criteria

Projects (40%):

1. Please describe your company's portfolio of real estate projects. What types of developments do you specialize in (residential, commercial, mixed-use)?

Project Information (1):

- Name
- Year developed
- Type
- Location
- Key features
- Summary of the Project Profile

Project Information (2):

- Name
- Year developed.
- Type
- Location
- Key features
- Summary of the Project Profile

Project Information (3):

- Name
- Year developed
- Type
- Location
- Key features
- Summary of the Project Profile

How have your projects contributed to the communities in which they are located?

Innovation (20%):

- Describe any innovative approaches your company has implemented in the development process. How do these set you apart from competitors?
- What strategies does your company employ to adapt to evolving workforce needs and technological advancements?

Sustainability (20%)

- 1-How has your company incorporated sustainability practices into its development projects in the past year?

Describe the sustainability strategies you have employed in your projects, such as eco-friendly construction materials, energy-efficient designs, water conservation, or green building

- 2- Can you provide specific examples of projects where sustainability played a significant role in the design and construction?

Share details of a project where sustainability was a major focus. This could include using sustainable building materials, reducing carbon emissions, or integrating renewable energy sources into the development.

Awards (20%)

- Attached copy of certifications or awards your projects have received.

Additional Information

Any other information that highlights your company's achievements or contributions to the real estate industry, along with the evidence and certificates that support your nomination.

Sustainable Building Project of The Year Criteria PDF

Modern Technologies and Innovative (Weight: 30%)

- **What modern technologies were used in the planning, design, and implementation of this project?**

For example, smart building systems, renewable energy sources, AI-assisted design, BIM (Building Information Modelling), etc.

- **What innovative practices were implemented during the project's lifecycle?**

Please describe any design methodologies, construction techniques, or operational practices that contributed to the building's sustainability.

- **How did technology contribute to the efficiency and performance of the building during construction and post-occupancy?**

Highest Sustainability Standards (Weight: 35%)

- **How does the project meet or exceed environmental sustainability standards?**

Please explain the use of energy-efficient systems, renewable energy sources, waste management strategies, water conservation methods, sustainable materials, etc.

- **In what ways has the project contributed to societal sustainability?**

Please describe how the project enhances the community, such as promoting health, social inclusion, economic resilience, or other societal benefits.

- **How does the project meet economic sustainability criteria?**

Explain how the building is financially sustainable over the long term, considering factors like operational cost savings, long-term energy savings, return on investment (ROI), and cost-effective materials.

- **Has the project received any third-party certifications or awards related to sustainability?**

Kindly attach copy of certificates or awards

Achieving the Project's Planned Objectives (Weight: 35%)

- Was the project completed within the planned budget and timeline?

Provide a summary of the project's financial and scheduling performance. If there were any challenges, explain how they were addressed and overcome.

- How did the project meet or exceed the expected quality standards?

Discuss the quality control measures used throughout the project lifecycle and how the final output met or surpassed the original design specifications.

Additional Information

Any other information that highlights the project achievements, along with the evidence and certificates that support your nomination.

Property Management Company of The Year Criteria

Property Maintenance (25%)

- How does your company ensure the physical integrity and aesthetic quality of the properties you manage?

Describe your approach to regular maintenance, renovations, and overall property upkeep. Highlight any systems or schedules in place for inspections and repairs.

- What sustainable or innovative practices have you implemented in property maintenance?

Provide examples of eco-friendly or innovative maintenance solutions (e.g., energy-efficient systems, green building materials, waste management practices, etc.).

- How does your company handle emergency repairs and maintenance requests?

Describe your process for responding to emergency maintenance issues. Include average response times, communication protocols, and how tenant satisfaction is ensured during these situations.

- How do you ensure that the properties you manage remain attractive and well-maintained over the long term?

Please discuss any preventive maintenance strategies, long-term planning for property improvements, or other practices that contribute to the longevity and appeal of the properties.

Tenant Relations (25%)

- How does your company foster positive relationships with tenants?

Explain your approach to tenant engagement, communication, and addressing tenant needs. How do you ensure tenants feel valued and heard?

- What strategies or programs have you implemented to ensure tenant satisfaction and retention?

Provide examples of tenant retention strategies, such as loyalty programs, regular surveys, feedback systems, or community-building initiatives.

- How does your company handle tenant disputes or concerns?

Describe your approach to conflict resolution, including how you manage complaints and ensure timely and satisfactory outcomes for all parties.

Financial Management (25%)

- How does your company ensure the financial sustainability of the properties you manage?

Discuss your approach to budgeting, forecasting, and financial planning to ensure long-term profitability and the efficient management of property-related costs.

- What methods or tools does your company use to track and optimize property financial performance?

Describe any financial management software, reporting tools, or key performance indicators (KPIs) you utilize to monitor and improve financial outcomes for the properties under your care.

- How do you balance cost management with maintaining high-quality service and tenant satisfaction?

Explain how you manage operational costs while maintaining or improving the quality of services provided to tenants and property owners.

Operational Efficiency (25%)

- How does your company leverage technology to improve operational efficiency?

Explain any software tools, automation systems, or smart technologies used in property management, including their impact on efficiency, cost savings, and tenant experience.

- What processes have you put in place to ensure smooth day-to-day operations across all properties?

Describe your internal operational workflows, including how tasks are assigned, tracked, and completed, and how you ensure consistency and quality across multiple properties.

- How does your company manage staff effectively to ensure optimal performance and service delivery?

Discuss your approach to staff management, training, and development. How do you ensure your team is well-equipped to provide excellent service to tenants and property owners?

- What performance metrics or KPIs does your company track to assess operational efficiency?

Provide examples of the key performance indicators (KPIs) you use to evaluate the efficiency of your operations, including any regular reporting systems or performance reviews.

Additional Information:

Please attach any relevant supporting documentation (tenant satisfaction surveys, reports, property maintenance schedules, etc.) that demonstrates your company's excellence in property management.

Facility Management Company of the Year Criteria

Operational Efficiency (25%)

- What processes or systems has your company implemented to improve operational efficiency in facility management?

Describe the key processes or technologies you've introduced to streamline workflows, reduce inefficiencies, and improve overall service delivery.

- How does your company measure and track operational efficiency across the facilities you manage?

What metrics, KPIs (key performance indicators), or performance reviews do you use to assess the success of your operational initiatives? Please provide examples of specific goals or benchmarks you've achieved.

- Can you provide examples of initiatives that have led to significant cost savings or improvements in operational performance?

Please describe any successful projects or strategies that have reduced costs, increased productivity, or enhanced facility performance.

Innovation (25%)

- What innovative processes or technologies has your company implemented to enhance facility management services?

Describe any cutting-edge tools, systems, or technologies your company has introduced, such as smart building systems, IoT solutions, predictive maintenance, AI, or automation.

- How does your company stay adaptable to changing industry trends and evolving customer needs?

Explain how your company embraces change, adapts to new technologies, and stays ahead of industry trends to maintain competitiveness and meet customer expectations.

- Can you provide examples of innovative projects or services that have set your company apart from others in the industry?

Please describe specific examples of new ideas or practices that have had a positive impact on the quality of service or client satisfaction.

Environmental Consciousness (25%)

- What sustainability initiatives or eco-friendly practices has your company implemented in facility management?

Describe the green initiatives your company has introduced, such as energy conservation, waste reduction, sustainable building materials, or water-saving strategies.

- How does your company measure and reduce its environmental impact?

Explain how you track environmental performance and provide specific examples of measures you've taken to reduce energy consumption, carbon footprint, or resource use in the facilities you manage.

- Has your company received any certifications or awards related to sustainability or environmental management?

- What role does employee or tenant education play in your environmental responsibility efforts?

Explain how your company educates and engages employees, tenants, or stakeholders in sustainability practices, such as recycling programs, energy-efficient behaviours, or green building initiatives.

Industry Reputation (25%)

- How does your company ensure customer satisfaction and build long-term relationships with clients?

Describe your approach to customer service, communication, and relationship management. How do you ensure that clients are consistently satisfied with your services?

- What steps has your company taken to maintain a strong reputation in the facility management industry?

Explain how your company maintains its position as a trusted industry leader. This could include participation in industry forums, professional organizations, or other efforts to maintain visibility and credibility.

- Can you provide examples of customer testimonials, case studies, or awards that demonstrate your company's reputation for excellence?

Please provide specific examples or quotes from clients, case studies, or any awards that highlight your company's strong reputation in the facility management sector.

Architecture Firm of The Year Criteria

Design Excellence (25%)

- How does your firm define design excellence?

Describe the key principles, philosophies, or approaches that guide your firm's design process to ensure aesthetic quality and innovative outcomes.

- Can you describe a recent project that exemplifies your firm's design excellence?

Provide details about a recent project that highlights the creativity and aesthetic value your firm has brought to the design. Include information on materials, form, and spatial arrangements.

- How do your projects address user experience and the integration of space within the built environment?

Explain how your designs create spaces that are not only visually appealing but also improve the experience of the people who inhabit or interact with them.

Innovation (25%)

- What innovative technologies or design solutions has your firm used in recent projects?

Describe any new technologies, construction methods, or design approaches your firm has incorporated into its projects to enhance functionality, efficiency, or aesthetics.

- Can you provide an example where your firm utilized a unique solution to solve a complex design challenge?

Provide details about a project or design where your firm introduced an innovative solution to overcome a specific challenge, such as site constraints, regulatory hurdles, or design limitations.

- How does your firm integrate digital tools (e.g., BIM, AI, VR, parametric design, etc.) into the design process?

Explain how digital technologies are employed to improve design accuracy, enhance client presentations, streamline the construction process, or optimize building performance.

Sustainability (25%)

- How does your firm incorporate sustainability into its design and construction practices?

Explain the strategies your firm uses to minimize environmental impact, such as energy-efficient systems, renewable energy solutions, or sustainable building materials.

- Can you provide examples of projects where sustainability played a central role in the design?

Describe one or more projects in which sustainable design principles were particularly emphasized, including specific practices or technologies implemented to reduce the environmental footprint.

- What certifications or sustainability standards has your firm or its projects achieved?

Expertise (25%)

- What complex or multidisciplinary projects has your firm successfully delivered?

Provide examples of projects that required a high level of expertise, such as large-scale developments, mixed-use projects, adaptive reuse, or projects that required integrating multiple architectural disciplines.

- How does your firm collaborate with other specialists (e.g., engineers, consultants, contractors) to ensure project success?

Explain how your firm works alongside other professionals to unify different areas of expertise and achieve a successful design outcome. Provide specific examples where interdisciplinary collaboration was key to the project's success.

- What notable industry awards or public recognition has your firm received for its architectural work?

Please list any awards, accolades, or public recognition that highlight your firm's expertise and contribution to the architecture industry.

Additional Information:

Please Upload any additional information that you believe makes your firm a standout candidate for Architecture Firm of the Year.

Proptech Company of the Year Criteria

Diverse Projects and Innovation in Technology Solutions (30%)

- What are some of the most innovative technology solutions your company has developed to advance the real estate industry?

Describe the technologies or products your company has introduced that have had a transformative impact on property management, real estate transactions, or user experience.

- Can you provide examples of diverse projects or applications where your technology has been successfully implemented?

Provide examples of how your technology has been applied across various real estate sectors (e.g., residential, commercial, property management, construction, etc.) and the specific problems it solves.

- How does your technology contribute to streamlining operations and improving efficiency in the real estate industry?

Explain how your technology helps reduce costs, enhance productivity, or simplify processes for real estate professionals, property managers, or end-users.

Strategies to Attract Business, Growth Metrics, and Client Retention (30%)

- What strategies have you implemented to attract new clients and grow your business over time?

Describe the marketing, sales, and business development strategies that have helped your company expand its customer base and market presence.

- Can you provide growth metrics or data that demonstrate the success and expansion of your business over the past year(s)?

Please share key performance indicators (KPIs) that illustrate your company's growth, such as revenue growth, user adoption, customer acquisition, or market share expansion.

- How does your company retain existing clients and maintain long-term business relationships?

Explain the strategies or tactics you employ to ensure client satisfaction, loyalty, and repeat business, such as personalized service, continuous product updates, or customer support initiatives.

Client Relationships and Engagement (30%)

- How does your company measure and track client satisfaction?

Describe the methods your company uses to assess customer feedback, such as surveys, user reviews, or regular check-ins with clients.

- Can you provide an example of a long-term partnership your company has developed with a client or industry partner?

Provide details of any long-term relationships that have been built through your services, showcasing how your company has added value to the client over time.

- What initiatives or programs have you implemented to foster strong relationships with clients and engage them with your solutions?

Explain any customer success programs, educational initiatives, or client engagement strategies that help deepen your client relationships and promote ongoing satisfaction.

4. Awards or Recognitions (10%)

- What industry awards or recognitions has your company received for innovation or contributions to the Proptech sector?

- Please list any awards, accolades, or recognitions your company has received for its innovative technology, products, or services in the real estate or Proptech industry.

Additional Information:

Please include any other information you believe showcases your company's outstanding contributions to the Proptech industry.

CEO of The Year Criteria

Exceptional Leadership in Developing and Mentoring Teams (25%)

- How do you develop and mentor your teams to drive success within your organization?

Describe your approach to leadership and how you actively work to develop and mentor your teams. What specific strategies or programs have you implemented to engage, support, and grow employees?

- Can you provide examples of how you have overcome obstacles or challenges in leading teams?

Share specific instances where you have navigated challenges (e.g., a difficult market situation, managing a crisis, leading through a period of transformation). How did your leadership contribute to achieving a successful outcome?

- How do you engage newcomers and foster an inclusive, collaborative work culture?

Explain how you help integrate new employees into your company's culture and ensure they feel welcomed, supported, and empowered. What mentorship, onboarding, or employee engagement programs have you championed?

- How do you empower employees at all levels to contribute to the success of the organization?

Describe how you create an environment where employees feel encouraged to take initiative, make decisions, and contribute meaningfully to the company's objectives.

2. Outstanding Results in Company Operations (25%)

- What specific operational initiatives or projects have you led that resulted in outstanding company performance?

Provide examples of key initiatives or changes you have implemented that improved operational efficiency, profitability, or market share. What were the measurable results?

- Can you share specific examples of how you have set and exceeded company goals?

Describe instances where you set ambitious goals for your company and successfully led the organization to exceed them (e.g., revenue growth, market expansion, or innovation).

- How do you ensure that your company remains adaptable and competitive in a changing market?

Discuss how you monitor industry trends and competitive forces, and how you adjust your company's operations to remain relevant and competitive in a dynamic market environment.

Events Involvement, Awards, or Recognitions (25%)

- What key events or conferences have you participated in over the past year?

Please list any major industry events, speaking engagements, or leadership roles you have taken on, such as conferences, panels, or forums where you represented your company or the industry.

- Have you received any awards, recognitions, or public acknowledgments over the past year?

Provide details of any awards or recognitions you have received for leadership, innovation, or contributions to the industry. Include any media coverage, interviews, or features that highlight your impact.

Community Service and Engagement (25%)

- How do you engage in meaningful community service related to property management or real estate?

Describe your involvement in community initiatives, volunteer work, or charitable contributions that are directly related to the property management, real estate, or broader community development sectors.

- Have you contributed to education or knowledge-sharing within the industry, such as through training, workshops, or authoring content?

Provide examples of how you have supported industry education, such as hosting webinars, offering training programs, publishing articles, or authoring books that contribute to the growth and development of others in the field.

- What initiatives have you led to improve diversity, equity, and inclusion within the industry or your company's operations?

Discuss any specific actions you have taken to promote diversity, equity, and inclusion, whether within your company's workforce, the property management industry, or the local community.

Women Leader of the Year Criteria

Outstanding Success and Innovation (40%)

What do you consider your most significant professional achievement or innovation to date?

Describe a project, initiative, or accomplishment that stands out in your career. What was the impact, and why do you view it as a defining moment in your success?

How has your work or leadership positively impacted your industry or community?

Discuss how your actions or contributions have led to a positive change, either within your industry, your organization, or in the wider community. Include specific outcomes or transformations that resulted from your work.

Mentorship, Advocacy, and Community Work (30%)

How have you mentored or supported others in your industry or community?

Explain the ways in which you have provided guidance, mentorship, or support to other women or individuals in your field. What specific efforts have you made to nurture talent and encourage others to succeed?

What role have you played in advocating for women's advancement or gender equality within your industry?

Describe the actions you have taken to advocate for gender equality, diversity, or inclusion in your industry. This could include supporting policies, creating opportunities, or raising awareness about challenges faced by women in the workplace.

How do you balance your professional achievements with giving back to your community or industry?

Explain how you dedicate time and resources to causes outside of your immediate professional obligations. How do you contribute to the broader social good through community work, volunteerism, or industry engagement?

Awards, Recognitions, and Public Acknowledgment (30%)

What awards, recognitions, or honors have you received over the past year?

List any awards, recognitions, or accolades you have received within the last year that highlight your achievements, leadership, or impact in your industry or community.

In addition to awards, how has your work been recognized in other ways (e.g., media coverage, speaking engagements,)?

Describe any public acknowledgments, media features, or invitations to speak at industry events that have recognized your contributions. How has this visibility helped amplify your work?

Broker of the Year Criteria

Exceptional Achievements and Influence in the Commercial Real Estate Sector (40%)

What would you consider your most significant achievements or successful deals in the past year?

Describe the key deals or transactions you closed in the past year that had the greatest impact on your career and the commercial real estate sector. How did these deals demonstrate your expertise, negotiation skills, and market knowledge?

What is the most challenging deal you have successfully completed in the past year, and how did you navigate the challenges?

Share an example of a particularly difficult transaction or deal in the past year. What

obstacles did you face, and how did you overcome them to secure a successful outcome for your client or organization?

What is the most impactful project or client relationship you've developed in the past year, and why?

Describe a project or client relationship that stands out as particularly impactful in the past year. What made this relationship unique, and how did it contribute to your professional success or industry reputation?

Outstanding Service and Value to Clients (30%)

How do you provide outstanding service and value to your clients?

Describe your approach to client service. What do you do differently to ensure your clients receive exceptional service and value? How do you maintain long-term, trusting relationships with your clients?

Can you share an example where you provided exceptional strategic insights or advice that resulted in significant value for a client?

Provide a specific example where your insights, advice, or recommendations led to a positive outcome for your client—whether it was through a cost-saving strategy, a lucrative investment, or a successful transaction.

How do you tailor your approach to meet the specific needs and goals of each client?

Explain how you customize your strategies and services for different clients based on their unique requirements. How do you ensure that each client's specific objectives are met while exceeding their expectations?

What feedback have you received from clients regarding the value you bring to their business?

Share any positive client feedback or testimonials you have received. How do your clients express their satisfaction with your services, and how does this feedback motivate you to continue providing top-tier service?

Creativity and Adaptability in Responding to Market Changes (30%)

How have you demonstrated creativity or innovation in responding to market changes in the past year?

Discuss how you have adapted to shifts in the commercial real estate market in the past year. Whether through new investment strategies, market expansion, or unique deal structuring, how have you leveraged creativity to stay ahead of market trends?

How have you used new technologies or digital tools to enhance your business performance or improve client outcomes?

Provide examples of how you have incorporated new technologies (e.g., data analytics, virtual tours, AI-driven market insights) into your work. How have these tools improved your processes, client satisfaction, or deal outcomes?

Can you share a time when your adaptability to market conditions or client needs resulted in a successful deal?

Provide a specific example where your ability to quickly adjust to changing market conditions, client needs, or unexpected challenges led to a successful outcome for both you and your client.

Emirati Women Leader of the Year Criteria

Outstanding Success and Innovation (40%)

What do you consider your most significant professional achievement or innovation to date?

Describe a project, initiative, or accomplishment that stands out in your career. What was the impact, and why do you view it as a defining moment in your success?

How has your work or leadership positively impacted your industry or community?

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Describe the actions you have taken to advocate for gender equality, diversity, or inclusion in your industry. This could include supporting policies, creating opportunities, or raising awareness about challenges faced by women in the workplace.

Awards, Recognitions, and Public Acknowledgment (30%)

What awards, recognitions, or honors have you received over the past year?
List any awards, recognitions, or accolades you have received within the last year that highlight your achievements, leadership, or impact in your industry or community.

In addition to awards, how has your work been recognized in other ways (e.g., media coverage, speaking engagements,)?
Describe any public acknowledgments, media features, or invitations to speak at industry events that have recognized your contributions. How has this visibility helped amplify your work?

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