

# The RFlx<sup>23</sup> Awards

22 May 2023 | London

## Introduction

Global economic activity is experiencing a broad-based and sharper-than-expected slowdown, with inflation higher than seen in decades. The cost-of-living crisis, tightening financial conditions in most regions, Russia's invasion of Ukraine, and the lingering Covid-19 pandemic all weigh heavily on economic prospects. Despite this, receivables and payables market players show great resilience, commitment to their clients, and growth in a climate which also requires enhanced risk management, competitive ingenuity, and heightened market awareness. The 5th annual *Receivables Finance International Awards* will focus on those players finding industry positivity and celebrate their success in leading the way in receivables and payables finance around the globe.

BCR Publishing will be holding its 5th annual *Receivables Finance International Awards* on the evening of 22 May 2023, the day before first day of the BCR's 23rd annual *RFlx Convention*.

The Awards are international in scale and entries are open to all companies involved in the receivables and payables finance ecosystem including banks, non-banks, fintechs, consultancies and legal advisors.

All winners will be announced at the Awards Gala Dinner on 22 May 2023 in London – an annual event not to be missed!

This information pack provides all your company needs to enter the Awards:

- Categories and Criteria
- Submission Rules
- Entry Form
- Entry Deadline

Deadline: 1 April 2023

Please send all entries to [awards@bcrpub.com](mailto:awards@bcrpub.com)



Awards Team | [awards@bcrpub.com](mailto:awards@bcrpub.com)

# Categories & Criteria

## The RFlx Industry Awards

### Supply Chain Finance Provider of the Year

This award recognises a supply chain finance or confirming provider of domestic and/or cross border financing that is driving change in the industry with market initiatives, product offerings and supplier on-boarding.

Supply chain finance, for the purpose of this award, is defined as approved payables supplier finance including reverse factoring and confirming.

**Judges will consider:**

- Demonstrable growth in market share and/or global coverage in the past 12 months
  - Clear endorsement from suppliers and buyers
  - Evidence of deal volumes with a few examples provided, detailing size and complexity
  - Examples of how the supply chain finance programme stands out from its competitors in terms of product design, services supplied and technology
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### Invoice Finance Provider of the Year – Non-bank

This award recognises an independent invoice finance provider (including factoring, selective invoice finance and invoice discounting) that has over the past 12 months shown exemplary customer service, high customer retention, innovative product design and delivery.

**Judges will consider:**

- How the company has developed their invoice finance product(s) in the past 12 months
- Demonstrable growth in market share and/or global coverage in the past 12 months
- Number of clients and number of new clients in the past 12 months, including volume of deals
- Examples of why the company stands out from its competitors in terms of innovative product offerings, use of technology, client experience and growth
- Evidence of successful deal execution with a few examples provided, detailing size, complexity, and client testimonials

# Categories & Criteria

## The RFlx Industry Awards

### Invoice Finance Provider of the Year – Bank

This award recognises a bank that has over the past 12 months shown exemplary customer service, high customer retention, innovative product design and delivery.

**Judges will consider:**

- How the company has developed their invoice finance product(s) in the past 12 months
  - Demonstrable growth in market share and/or global coverage in the past 12 months
  - Number of clients and number of new clients in the past 12 months, including volume of deals
  - Examples of why the company stands out from its competitors in terms of innovative product offerings, use of technology, client experience and growth
  - Evidence of successful deal execution with a few examples provided, detailing size, complexity, and client testimonials
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### Domestic Factoring Provider of the Year

This award recognises a domestic factoring provider that is driving change in the industry with market initiatives, product offerings and client investment.

**Judges will consider:**

- Demonstrable growth in market share and/or global coverage in the past 12 months
- Evidence of deal volumes with a few examples provided, detailing size and complexity
- Examples of how the factoring product stands out from its competitors in terms of product design, services supplied, and technology utilised
- Customer satisfaction – client testimonials to be provided

# Categories & Criteria

## The RFlx Industry Awards

### International (import/export) Factoring Provider of the Year

This award recognises an international factoring provider that is driving change internationally in the industry with market initiatives, product offerings and client investment.

**Judges will consider:**

- Demonstrable growth in market share and/or global coverage in the past 12 months
  - Evidence of deal volumes with a few examples provided, detailing size and complexity
  - Examples of how the product stands out from its competitors in terms of product design, services supplied, and technology utilised
  - Customer satisfaction – client testimonials to be provided
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### Alternative Receivables Finance Platform of the Year

This award recognises an alternative receivables finance platform that has over the past 12 months shown exemplary customer service, high customer retention, innovative product design and delivery.

An alternative receivables finance platform for the purpose of this award is defined as a platform that delivers working capital receivables or payables finance solutions to SMEs.

**Judges will consider:**

- How the company has developed their invoice finance product(s) in the past 12 months
- Demonstrable growth in market share and/or global coverage in the past 12 months
- Number of clients and number of new clients in the past 12 months, including volume of deals
- Examples of why the company stands out from its competitors in terms of innovative product offerings, use of technology, client experience and growth
- Evidence of successful deal execution with a few examples provided, detailing size, complexity, and client testimonials

# Categories & Criteria

## The RFlx Industry Awards

### Receivables Finance Technology Solution Provider of the Year (vendor)

This award recognises a technology solution provider whose products are tailored for factoring and/or invoice financing, enabling financiers greater efficiency, security and customer experience.

**Judges will consider:**

- How the product is tailored for factoring and specific issues that are solved through implementation
  - Number of clients and number of new clients in the past 12 months
  - Examples of how the solution stands out from its competitors in terms of offering greater efficiency, security, and customer experience
  - Evidence of successful implementation with a few examples provided, detailing size, complexity, and client testimonials
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### Most Innovative Technology Vendor of the Year

This award recognises companies making receivables/payables finance industry-changing innovation through their products. We are looking for a vendor's technology platform which is new or has been majorly renewed or improved.

**Judges will consider:**

- Market interest achieved in the past 12 months
- Evidence of innovative approach to the development of the platform
- Evidence of market deployment (e.g. number of users/licences etc.)
- Clear endorsement from the clients

# Categories & Criteria

## The RFlx Industry Awards

### Most Innovative Fintech of the Year

This award recognises a receivables finance financial technology (Fintech) company that is disrupting the receivables finance industry using the latest digital innovations.

**Judges will consider:**

- How the product is tailored for receivables finance and specific issues that are solved through implementation
  - Number of clients and number of new clients in the past 12 months
  - Examples of how the company stands out from its competitors in terms product offering, customer experience and unique product design
  - Evidence of successful implementation with a few examples provided, detailing size, complexity, and client testimonials
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### ESG Invoice Financier of the Year

This award recognises an organisation that in the past 12 months has made a significant contribution to ESG-linked invoice finance sector.

For this category, sustainability and ESG-linked finance is a financial practice designed to incentivise the borrower's achievement of environmental, social, or governance targets through pricing incentives.

**Judges will consider:**

- Demonstrate growth of the share of sustainability-linked finance in the overall receivables finance portfolio
- Evidence of sustainability-linked finance deals growth with a few examples, detailing the size and complexity
- Examples of the support initiatives of the responsible ESG projects
- Examples of withdrawal from supporting non-sustainable business activities if any, for example thermal coal sector etc.

# Categories & Criteria

## The RFlx Industry Awards

### Global Receivables Finance Provider of the Year

This award recognises an outstanding financial institution that, over the past 12 months, has grown its receivables finance business and proven itself as a key international player within the industry.

#### Judges will consider:

- Demonstrable growth in market share and/or global coverage in the past 12 months
  - Clear endorsement from clients
  - Evidence of deal volumes with a few examples provided, detailing size and complexity
  - Evidence of innovative approach to the development of the product
  - Examples of how the institution stands out from its competitors in terms of innovation, thought leadership, client experience and positive growth
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### *Personal Awards*

*The following awards are presented to individuals and as such these will be awarded by the judging panel without prior nominations being made public. Companies are welcome to nominate individuals within their organisations.*

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### Industry Ambassador of the Year

This award will be given to an individual who is considered to have done more than any other to promote, develop and enhance the reputation, economic role, and social status of the industry.

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### Lifetime Achievement

This prestigious award goes to an individual who has made a significant contribution to build and shape the global receivables finance industry during their career. Their contribution will have driven new developments across the industry. They will have successfully steered companies and mentored colleagues through challenges and taken strategic leadership within their organisation and the factoring community as a whole. They will be a top influencer amongst their peers, and with the wider business.

# Categories & Criteria

## The RFlx Industry Awards

**Deadline: 1 April 2023**

Please send all entries to [awards@bcrapub.com](mailto:awards@bcrapub.com)

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### Who Can Apply

The awards are international in scale and entries are open to all companies involved in the receivables finance ecosystem including, banks, non-banks, fintechs, consultancies and legal advisors.

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### Submission Rules

Nominees should follow these guidelines to ensure their submission has the best chance of winning:

1. Submissions can be made either on behalf of your own company or in recognition of a colleague or partner firm. in strict confidence and any quotes or information to go into the public domain will be pre-cleared by the Nominee.
2. Maximum of 1,000 words in Word format, no appendices.
3. Entry must address the award category explicitly, not generic links to web sites, corporate marketing etc.
4. Submissions should highlight the key differentiator and competitive nature of the company, product, or implementation.
5. It is made explicit that the Nominee, Judges and BCR Publishing will treat any and all information
6. Submissions made after the publicised deadline will be ignored irrespective of their relative merits.
7. Judges reserve the right to make no award for any specific category.
8. Judges reserve the right to move a submission to a more appropriate category at their discretion.
9. In submitting for more than one category the submissions must be unique and individual entry forms completed (see 3).
10. The Judges' decision is final.

**Please note:** Whilst we recommend you submit against as many of the listed criteria as possible, we appreciate that for some this may not be possible. The more you can respond against, the stronger your application will be.

Should you require further guidance on your entry please contact: [awards@bcrapub.com](mailto:awards@bcrapub.com)

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### Judging Process

All entries will be judged by an independent panel of experts, moderated by BCR Publishing, with categories being judged against the specified criteria to ensure all entrants have a fair chance of winning an award.

The awards shortlist will be announced in late April 2023 and the winners will be revealed at the RFlx '23 Awards Gala Dinner in London on 22 May 2023.

# Categories & Criteria

## The RFlx Industry Awards

### Entry Form

Name .....

Your Email .....

Your Contact Number .....

Your Organisation .....

Nomination Name or Organisation .....

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### Award Categories - The RFlx Industry Awards

*Please tick appropriate box/boxes:*

Supply Chain Finance Provider of the Year

Invoice Finance Provider of the Year – Non-bank

Invoice Finance Provider of the Year – Bank

Domestic Factoring Provider of the Year

International (import/export) Factoring  
Provider of the Year

Alternative Receivables Finance Platform  
of the Year

Receivables Finance Technology Solution  
Provider of the Year (vendor)

Most Innovative Technology Vendor of the Year

Most Innovative Fintech of the Year

ESG Invoice Financier of the Year

Global Receivables Finance Provider of the Year

Industry Ambassador of the Year

Lifetime Achievement

Please send this form along with supporting documents

How did you hear about the Receivables Finance International Awards?

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### Declaration

I have read the information as provided in the Awards Information Pack. I am submitting this entry in accordance. The information provided is true and correct at the point of submission.

Signature.....

Deadline 1 April 2023

Please send all entries to: [awards@bcrpub.com](mailto:awards@bcrpub.com)

or Post FAO: Awards Team, BCR Publishing, 3 Cobden Court, Wimpole Close, Bromley BR2 9JF, UK