



Welcome to the EY Entrepreneur Of The Year™ programme

Choose language



Two ways to get started – please select one.

Do you know a great entrepreneur – Recommend them

There is a quick way to recommend an entrepreneur if you have limited information and limited time. Simply complete the Recommend an Entrepreneur form, which only requires entering the contact information for the nominee and your own contact information. Once you have submitted the form, the nominee will be sent an email informing them they have been nominated and they will be given instructions on how to complete and submit their nomination for consideration. No further action is required on your part.

Select the country programme from the dropdown and then click on the **Recommend an entrepreneur** button.

Recommend an entrepreneur

Submit a nomination – For yourself or on behalf of an entrepreneur

If you are new to this site, you first need to register to be able to complete a full nomination form. You can register by clicking the button below.

Register

If you have already registered, you can enter your login credentials below.

Email address*

Password*

Transformation and change programme increases efficiency and effectiveness of EY Entrepreneur Of The Year™

Client:	Big Four Consulting Firm
Value:	£200k
Date:	September 2015 – July 2017
Services:	Change Management / Programme Management

The objective

To implement a complex change programme which aimed to bring global consistency and best practice to the way in which EY Entrepreneur Of The Year™ is run across all 60 participating countries.

Major challenges faced

- Local teams had been successful in running their competitions in silo for many years and didn't want to change core practices that had served their needs very well in the past
- Some countries had their own bespoke online system in place already which captured insights about entrepreneurs that they deemed to be more relevant to their local needs
- Teams were resource constrained. Running the competition was one of a number of responsibilities they had

Our approach

Our consultant spent 21 months driving and owning the overall quality of the deployment of a new global tool into 60 countries. A hands-on approach first sought to understand and assess the impact that the change would have on each of the key stakeholder groups whilst working with leaders to raise awareness of the value of proactively managing the change process.

A bespoke global deployment plan was then executed which took into account specific processes which should remain unique within each country due to political, legislative and cultural reasons.

Our consultant quickly partnered with client communication and L&D specialists to design and lead the communications and training activity before implementing a robust post go-live support model to ensure the changes were fully embedded and all transformation objectives were met.

End benefits to the client

- EY was able to gain a holistic view of the effectiveness of *EY Entrepreneur Of The Year™* for the first time
- Significant reduction in administration time
- A huge increase in the volume of insights captured centrally about the journey to success of approximately 10,000 entrepreneurs who compete annually, for what is the leading entrepreneur competition globally
- An increased focus at a national level in converting existing client relationships into revenue as EY aims to more than double its revenue conversion rate from 16.8% to 35% by 2020

We were delighted by the energy, fresh ideas and structured approach to change that consultants from Championing Change Ltd bring. The provision of a highly skilled Business Change Manager made all the difference to our transformation. From start to thinking, critical thinking was brought to the overall timeline and deployment. There was a thorough understanding of methodologies and an appreciation of global legal risk and cultural considerations. A key contribution was made to the development of the learning materials and strong leadership was maintained throughout to ensure the program was delivered to timeline and budget. I was particularly impressed by the effective ability to stay laser focused on objectives despite changing circumstances.

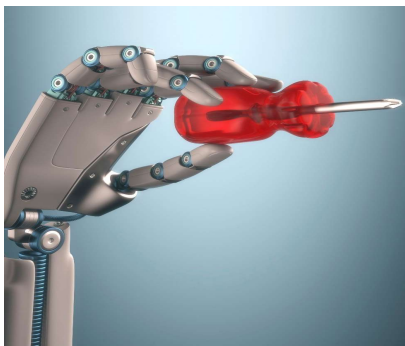
Linda Moss, Global EY Entrepreneur Of The Year™ Program Manager



A satisfactory outcome

When the running of the change programme was transitioned to an in-house resource as BAU, over 50 teams had transformed the ways in which they now perform the day-to-day running of their competitions. Local bespoke systems had been retired and onerous, manual admin activity had been removed so that client-facing resources could spend more time building relationships with entrepreneurs.

There was widespread praise for our consultant's ability to work at a fast pace, secure quick wins and drive a diverse set of project management, change, communications and training activity. A new momentum had been created and there was a real appetite in the leadership team to seize this opportunity for change.



For more information contact
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