



Award Submission Rules and Regulations

SUBMISSION DEADLINE: Friday, March 5, 2021

ELIGIBILITY, ENTRY FEES and SUBMISSION REQUIREMENTS:

- The AUVSI XCELLENCE Awards are given to recognize emerging, ground-breaking advances in unmanned and autonomous technologies, products or solutions as well as creative and innovative ways of using these technologies, products and solutions to make our world better, safer and more productive. These are collectively referred to here as “solutions.” Interested applicants should not be limited by these descriptions, but rather should seek to push the boundaries of the possible.
- The AUVSI XCELLENCE Awards are open to any organization or individual. Eligible organizations include businesses, nonprofits, schools, and government agencies. Being an AUVSI member or AUVSI XPONENTIAL exhibitor is not required.
- All solutions must have been released, launched, implemented, deployed or otherwise put into use on or after May 1, 2019. Beta versions, upgrades or new releases that include significant changes and added features are also welcome.
- Entries must be submitted online via the Awards website, with payment by credit card, check or wire transfer payment of the appropriate fee. If submitting multiple entries or the same solution into several categories, each must have its own completed online entry and payment (if applicable). The deadline for completed online entries is Friday, March 5. Payments by credit card must be made with the online submission by that date. Payments by check or wire transfer must be received by AUVSI no later than March 15, 2021.
- Entry fees are non-refundable. Incomplete entries or those without payment by the dates specified will be disqualified. However, not all categories require an entry fee. A breakdown of fees follows:

Category Groups	AUVSI Member	Non-Member
XCELLENCE in Innovation XCELLENCE in Operations XCELLENCE in Technology	\$299	\$349
XCELLENCE in Mission	FREE	FREE

MULTIPLE ENTRIES:

- There is no limit on the number of entries permitted. An organization or individual may submit as many entries in as many categories as appropriate.
- Each entry requires a separate online submission and entry fee (if applicable).
- If the same solution is being entered into multiple categories, a separate submission and entry fee is required.

CATEGORIES:

The 2021 AUVSI XCELLENCE Awards features 8 categories for submission:

1. **XCELLENCE in Operations — Enabling Service OR Enterprise Solutions Provider**
Organizations or professionals using unmanned systems to deliver value-add services to a customer(s), including remote pilots, inspections, training and education, data collection and analysis, insurance, legal, etc.
2. **XCELLENCE in Operations — Enterprise Deployment OR Enterprise Adopter**
Organizations with pilot programs or enterprise integrations which highlight the opportunity and potential for using unmanned systems in an industry or sector.
3. **XCELLENCE in Technology — Enabling Components & Peripherals**
Sensors, processors, payloads, components, or other physical subsystems that support or enhance the capabilities of an unmanned or automated platform.
4. **XCELLENCE in Technology — Hardware & Systems Design**
Unmanned or automated air, ground or maritime platforms or vehicles.
5. **XCELLENCE in Technology — Software Design & Coding**
Programming, interface, mobile app, data management and analysis tools, or other software-based solutions that support or enhance the capabilities of an unmanned or automated platform.
6. **XCELLENCE in Innovation**
Recognizing organizations whose innovation boldly advances unmanned and automated systems toward the next phase of capabilities and expanded operations.
7. **XCELLENCE in Mission — Humanitarian**
Recognizing organizations and/or individuals who have made a significant impact using unmanned or autonomous systems to promote human welfare, provide relief and better the world.
8. **XCELLENCE in Mission — Public Safety**
Recognizing public safety organizations and/or individuals who have made a significant impact using unmanned or autonomous systems technology as to save lives, protect our communities and improve the safety of our first responders.

JUDGING

- Entries will be evaluated by a panel of judges consisting of industry experts, analysts and members of the media. The judges will be appointed by AUVSI, in consultation with others as deemed appropriate.
- Judging is scheduled to begin in late March and be completed by late April.
- The panel of judges will evaluate and score your solution based solely on your online entry.
- If your product is embargoed, you may indicate that on the online submission form, as well as the date until which the product is embargoed. We ask our judges to honor all embargoes and not share any information publicly prior to the embargo being lifted, however, AUVSI cannot assume responsibility for the actions of our judges.

- The **XCELLENCE in Operations, Technology, and Innovation** entries will be scored on the following:
 - Innovation and Ingenuity – Is this solution cutting-edge and unique from its competitors? Does it creatively solve a problem or leverage an opportunity in a way not demonstrated in other solutions? Is the idea revolutionary?
 - Functionality and Practicality – How practical and useful is the solution? Does it serve a true need in the marketplace? Are there limitations to the functionality and application of the solution? Consider regulatory, technological, and industry constraints.
 - Value, Impact and Effectiveness – How valuable or impactful is this solution? What reach does the solution have across the market?
 - Ease of Use/Implementation and Scalability – How easy is the solution to use or implement? Does it require specific training, and if so, how much?
 - Bonus Points as determined by the judges
 - Judge's discretion to award extra points for "Wow Factor", timeliness, market criticality, or other factors.
- The **XCELLENCE in Mission** entries will be scored based on the following:
 - Innovation and Ingenuity – Is this solution or program cutting-edge and unique from its competitors? Does it creatively solve a problem or leverage an opportunity in a way not demonstrated in other programs? Is the idea revolutionary?
 - Functionality and Practicality – How practical and useful is the solution? Has it been applied in a real-world situation? Does it serve to improve the human condition or save and protect lives and territory?
 - Implementation and Scalability – How easy is the solution to use or implement? Could it be easily transferred to a different context (i.e., region, disaster zone)? Does the solution require specific training and if so, how much?
 - Legacy – What is the lasting impact of this solution? Was it a one-off or did the solution create an ongoing program?
 - Impact – What is the impact of this solution on efforts to save lives, improve health and/or relieve hardship and suffering?

FINALISTS & WINNERS:

- Finalists will be notified prior to AUVSI XPONENTIAL 2021. Not all finalists will be winners.
- Finalists with the highest qualifying scores will be the winners of that category.
- Winners will be determined prior to AUVSI XPONENTIAL 2021 and will be announced during the event.
- Winners will be announced on two separate occasions to be announced soon!
- Winners (1st place, 2nd place, 3rd place, Humanitarian and Public Safety) will receive a prestigious trophy as well as an electronic promotional toolkit containing a press release template, photos and electronic file of the

“Xcellence Award Winner” logo which may be used in collateral materials, website, emails, etc. to promote your winning status.

- First Place winners will be invited on stage during each ceremony to accept their award and for a photo opportunity.
- Subject to sponsorships received for the Xcellence Awards program, up to the six highest-scoring entries for the Humanitarian and Public Safety categories will win a cash donation. This cash donation will be given to each winner, or to a charitable organization designated by the winner (subject to approval of the organization by AUVSI).
- All winners will be announced through social media and through a press release that will be issued the day of the awards ceremony.

GENERAL:

- Entry in the competition entitles AUVSI the rights to use company names, any solution descriptions or images for promotional materials created by AUVSI and/or its sponsors.
- Entry in the competition indicates an agreement to abide by these AUVSI XCELLENCE Awards 2021 Rules & Regulations.
- AUVSI and the judges reserve the right to interpret and apply these Rules and Regulations without claim for damage or recourse of any kind. The decisions of AUVSI and the judges are final.

QUESTIONS:

A list of [Frequently Asked Questions](#) regarding the awards program is available for reference. If your question is not addressed, please contact Shannon Walker, the Awards Administrator, at education@auvsi.org and we will respond as soon as possible.

Thank you and good luck!