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THE AOTEAROA EFFIE AWARDS IN ASSOCIATION WITH TVNZ – ENTRY FORM

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| ENTRY ID |  |
| ENTRY TITLE |  |
| CLIENT |  |
| PRODUCT |  |
| FIRST MEDIA APPEARANCE DATE |  |
| **CATEGORY** | B09. Insights & Strategic Thinking |
| **CATEGORY DESCRIPTION** | Campaigns that showed the greatest fresh insights and strategic thinking to lead to the communications idea and achieve the marketing objectives. This is the thinking before the creative brief, as opposed to the creative idea or execution. Judges are looking for examples of where an agency has taken a client’s brief, and through fresh insight or inspired problem solving, developed a ground-breaking strategic direction. Judges will need to see a clear delineation between the strategic and creative thinking and understand how the strategic and creative platforms have or will deliver long-term success for the brand. |
|  | **WORD COUNT: 2500 MAX** |

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| 01. | **CASE SUMMARY [0%]**  Please write a brief summary of the case study and results not exceeding 90 words. |
|  | Please type here.. |
| Why was the Strategic Thinking so impressive? Tell us why we should be considering this paper in this category. (No more than 100 words. These words do not count towards your total word count). | |
|  | Please type here.. |

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| 02. | **WHAT WAS THE CHALLENGE AND WHAT WERE THE OBJECTIVES? (15%)**  What was the market context, what was the strategic challenge the client faced, what was the creative challenge the agency was set, and what were the short and long-term objectives that were set for the campaign? |
|  | Please type here.. |

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| 03. | **WHAT WAS THE STRATEGIC THINKING THAT INSPIRED YOUR BIG IDEA? (25%)**  You need to convince the judges why this entry deserves to win based on your strategy. You need to show how your market analysis, insights and interpretation were developed into a clever strategic direction that unlocked the solution and was instrumental in the success of the campaign. |
|  | Please type here.. |

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| 04. | **WHAT WAS YOUR BIG IDEA [5%]**  State in one sentence. What was your core idea that drove your effort? Consider ‘idea’ in the broadest sense, ie. ranging from communication-based to the creation of a new service or resource. The idea should not be your execution or tagline. |
|  | Please type here.. |

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| 05. | **WHAT WAS THE CREATIVE EXECUTION AND HOW DID IT BRING THE BIG IDEA TO LIFE? [10%]**  Describe how the creative solution helped the idea break out of the category and resulted in unexpected solutions. |
|  | Please type here... |

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| 06. | **WHAT WAS THE COMMUNICATIONS STRATEGY? [10%]**  Outline the media and communications thinking and strategy that brought the creative solution to life in the most powerful and relevant way for the target audience. Include all significant touchpoints and channels in this section. |
|  | Please type here.. |
|  | List all supplementary consumer communications touch points used in this campaign (the touchpoints that were not central to the campaign). |
|  | Please type here.. |

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| 07. | **WHAT WAS THE $ SPEND? [0%]**  Outline the media and production spend on the campaign within the campaign period. Use actual spend rather than rate card. In the case of donated media please list the rate card value separately from the bought media spend. | |
|  | Media Spend (if applicable): | Please type here.. |
|  | Outline the media spend in relation to competition and versus last year: | Please type here.. |
|  | Creative Production Spend: | Please type here.. |

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| 08. | **WHAT OTHER MARKETING EFFORTS WERE USED IN CONJUNCTION WITH THIS CAMPAIGN? [0%]**  List all other marketing or communications programmes not considered part of this campaign, that may have also affected the results e.g. coupons, sales promotion, planned PR, sampling, direct response, point-of-purchase, etc.  Indicate the extent to which any revised pricing, distribution or promotion programmes also affected the results.  Any marketing communications that contributed significantly to delivering an integrated campaign strategy and results should be described elsewhere in the entry form and any relevant contributing partners acknowledged in credits separate to the entry form.. |
|  | Please type here.. |

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| 09. | **WHAT WERE THE RESULTS? [35%]**  Outline the results achieved by the campaign against the short and long-term objectives set, provide conclusive  proof that it was the campaign that drove the results.  In this section, the judges will be looking to see a clear cause and effect between the communication activity and business performance over time. Show the compelling evidence that will convince even the most cynical finance director. They will be awarding points on the following basis:   * Overall achievement against objectives. Clear proof that objectives established in earlier sections have been achieved. Judges will be seeking quantified results. Demonstration of ROI is helpful. [15%] * Clear demonstration of long term results beyond 6 months [5%] * Convincing proof that the results were a direct consequence of your campaign, the inarguable evidence. [15%]   **Please Note:** All results must be sourced to be judged; any unsourced results will not be taken into consideration. |
|  | Please type here.. |