



**MATA AWARDS NIGHT 2019  
NOMINATION FORM  
BEST TOUR OPERATOR (INBOUND)**

**NOMINATED BY / SELF NOMINATION**

**SECTION A**

FULL NAME

GROUP / ORGANIZATION/ BUSINESS  
(IF APPLICABLE)

MATA MEMBERSHIP NO.  
(IF APPLICABLE)

KPL/KPK NO:  
(IF APPLICABLE)

ADDRESS

TELEPHONE

EMAIL

**NOMINEE DETAILS**

**SECTION B**

FULL NAME

GROUP / ORGANIZATION/ BUSINESS  
(IF APPLICABLE)

MATA MEMBERSHIP NO.

KPL/KPK NO:

ADDRESS

TELEPHONE

EMAIL

**AWARD CRITERIA**

Judging is based on:

- Value and numbers of tourists brought into Malaysia (12 – 24 months duration)
- Sales network
- Active selling and promotion of Malaysia
- Reliability of services offered

QUESTION		SECTION C
<b>Organisational Statement</b> (150 words)	A short statement about your organisation	
<b>Why you should win this award</b> (150 words)	Briefly tell us why you should win this award	
<b>Awards Statements</b> Award statements should concisely outline how the organisation has demonstrated the criteria for this award, for each of the below areas:		
<b>Leadership</b> Describe your financial strategy and how you drive value over volume (500 words) – 35 points	<b>Describe how you are experiencing sustainable economic growth through ongoing profitability, innovation, quality improvement and investment, including:</b> <ul style="list-style-type: none"> <li>• Your focus on long-term financial performance</li> <li>• How you invest capital to grow, and/or improve quality and productivity</li> <li>• How you innovate and have effective strategies to mitigate challenges facing your business</li> <li>• A clear link between your financial performance and business plan goals</li> </ul>	
<b>Operational Excellence</b> (350 words) – 25 points	<b>Areas to cover may include:</b> <ul style="list-style-type: none"> <li>• Demonstrate excellence in financial reporting to stakeholders on business plan deliverables</li> <li>• How well you manage your financial risks and opportunities</li> </ul>	
<b>Impact and outcomes</b> Why results were achieved? (500 words) – 40 points	<b>Areas to cover may include:</b> What are the impacts of the organisation marketing/economic strategy? <ul style="list-style-type: none"> <li>• Growth in value</li> <li>• Growth in tourist's volume</li> <li>• Capital investment driving growth and/or quality and productivity improvements</li> <li>• Business innovations and strategies have mitigated challenges</li> <li>• Quantifiable superior results achieved over a sustainable period</li> <li>• Returns on investment exceeds original business plan goals</li> <li>• How is this marketing and economic strategy futureproofing the business?</li> </ul>	

**DECLARATION**

I, \_\_\_\_\_ hereby declare that I have complete authority to act on behalf of the \_\_\_\_\_ with regards to this nomination and their participation in the MATTA Awards Night 2019.

On behalf of \_\_\_\_\_, I agree to be bound by the terms and conditions of nomination for the Best Tour Operator (Inbound) at the MATTA Awards Night 2019.

I declare that all information provided in this nomination form is true and correctly represented. I am aware that should any of the information provided be inaccurate or misrepresented, then this nomination will be disqualified.

_____ <i>(Authorised Signatory)</i>	_____ <i>(Official Stamp)</i>

Date: \_\_\_\_\_

**Nomination forms should be completed and submitted with all supporting documents to [awards@matta.org.my](mailto:awards@matta.org.my)**

**by  
31 May 2019, 5.00pm**