

OTC MARKETING AWARDS

THURSDAY, 23 NOVEMBER, 2023
ROYAL LANCASTER HOTEL, LONDON

ENTRY GUIDE

ENTRY AND GENERAL ENQUIRIES:

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www.pharmaintelligence.informa.com/OTCAwards2023

In partnership with



HBW Insight 
Pharma Intelligence

RECOGNISING THE VERY BEST IN OTC

Now in its 28th year, the OTC Marketing Awards bring together hundreds of senior decision makers to meet, network and acknowledge the future leaders in OTC healthcare.

Covering 11 entered individual categories and 4 Principal Awards, this year's awards include OTC Brand Revitalisation of the Year, OTC Launch of the Year, Best Big Budget OTC Marketing Campaign, and new for this year, Sustainable OTC Product of the Year.

Entries are welcomed from consumer healthcare companies, including UK retailers, agencies and associates; and submissions must relate exclusively to OTC brands, marketed in the UK, including licensed non-prescription medicines, unlicensed food supplements, herbal and homoeopathic remedies, medical devices, plus numerous selected unlicensed healthcare products.

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List of categories

Principal Awards

- OTC Company of the Year
- OTC Brand of the Year
- OTC Launch of the Year
- OTC Brand Revitalisation of the Year

Why enter?

Known as 'the Oscars of the industry', the OTC Marketing Awards proudly recognise and reward the very best brands in OTC healthcare.

- ✓ Gain national exposure and industry recognition for your outstanding work
- ✓ Acquire a competitive edge and drive business growth by being in the running for one of the industry's highest accolades
- ✓ Be positioned as a specialist leader within your field
- ✓ These awards are not just for big brands, they are as much for small businesses too – winners will be those demonstrating cutting-edge campaigns or developments

Entered Awards

There is an entry fee of £99.00 plus VAT for the entered Awards.

- 1 Most Innovative New OTC Product
- 2 Best Big Budget OTC Marketing Campaign
- 3 Best Niche OTC Marketing Campaign
- 4 Best OTC Social Media Campaign
- 5 Best OTC Digital & Mobile Marketing Campaign
- 6 Best OTC Audio-Visual Advertising
- 7 Best OTC Public Relations Campaign for a Consumer Healthcare Product
- 8 Best OTC Packaging Design
- 9 Best OTC Pharmacy Training & Learning
- 10 Best OTC Trade Advertising & Sales Support
- 11 Sustainable OTC Product of the Year

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THE 2023 PRINCIPAL AND ENTERED AWARDS

HOW TO ENTER

VISIT

[pharmaintelligence.informa.com/
OTCAwards2023](https://pharmaintelligence.informa.com/OTCAwards2023)

SELECT

Your category or categories

CREATE

Your online account

COMPLETE

Your online entry form(s), explaining why you or your company should be a winner. Please refer to the category criteria as a guide

SUBMIT

Your entry or entries and you will receive an automated submission email receipt

Principal Awards

For the four Principal Awards, there is no entry fee. OTC companies or OTC retailers simply need to submit the name of the brand, company, or team along with a 500 – word entry of why they deserve to win the Award. No other supporting information or samples are required. All activities should have been completed within the period August 2022 – August 2023.

Before submitting your entry, please ensure that you have obtained authorisation from your client and permission to feature material created by external suppliers, as appropriate. Information contained in entries may be published in editorial unless it is clearly marked 'Not for publication'.



Entered Awards

For the Entered Awards, entrants must answer the questions outlined in the criteria providing no more than 500 words per question.

information for evaluation by members of our expert Judging Panel. All activities should have been completed within the period August 2022 – August 2023.

There is an entry fee of £99.00 plus VAT for the entered Awards. Entries will not be processed until payment is received.

Before submitting your entry, please ensure that you have obtained authorisation from your client and permission to feature material created by external suppliers, as appropriate.

Information contained in entries may be published in editorial unless it is clearly marked 'Not for publication'.



ENTRY
FEE
£99
+VAT

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CATEGORY CRITERIA FOR THE ENTERED AWARDS

To enter these categories, please answer the following

- Description of the main elements of the marketing campaign (500 words maximum), including a list of the media used and timings
- Description of the main objectives of the campaign (500 words maximum)
- Description of any innovative features of the campaign (500 words maximum)
- Evidence that the campaign was effective (500 words maximum)
- Electronic sample materials

1 Most Innovative New OTC Product

This Award is open to any OTC product – either a new brand or a line extension to an existing brand – launched between August 2022 – August 2023.

Judges will be looking for innovation in terms of active ingredients, switch of legal status, delivery format, packaging and/or market positioning. Samples must be submitted.

2 Best Big Budget OTC Marketing Campaign*

This Award is designed for big-budget OTC brands which have been supported by a total marketing spend – both above-the-line and below-the – line – exceeding £0.5 million between August 2022 – August 2023.

Your entry can be for the umbrella OTC brand or for a product/sub – brand of the umbrella OTC brand. Please provide an overview of all the main marketing initiatives, such as advertising, public relations, and training. Sponsorship campaigns should also be submitted in this category if the spend is eligible. Sponsorship may involve broadcast media, such as television and radio;

sporting events; health-related initiatives; the arts; the environment, or community projects. The target audience can be consumers, retailers, and/or healthcare professionals. Judges will be looking for creative excellence and effective use of a big budget in communicating an OTC brand's essence, positioning, and key sales messages to the target audience(s).

3 Best Niche OTC Marketing Campaign†

This Award is designed for OTC brands which have been supported by a total marketing spend – both above-the-line and below-the – line – of up to and including £0.5 million August 2022 – August 2023.

By OTC brand, we mean the overall umbrella OTC brand. Line extensions of umbrella OTC brands can only enter for this Award if the total marketing spend for the umbrella OTC brand falls within the definition of a small budget. Please provide an overview of all the main marketing initiatives – advertising, public relations, etc – for the brand. Sponsorship campaigns should also be submitted in this category if the spend is eligible.

Sponsorship may involve broadcast media, such as television and radio; sporting events; health-related initiatives; the arts; the environment, or community projects. The target audience can be consumers, retailers, and/or healthcare professionals. Judges will be looking for creative excellence and effective use of a small budget in communicating an OTC brand's essence, positioning, and key sales messages to the target audience(s).

* Products/sub-brands of a big-budget umbrella OTC brand may not be entered individually for the Best Niche OTC Marketing Campaign.

† Please note: Products/sub-brands of a big-budget umbrella OTC brand cannot be entered individually for this Award.

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4 Best OTC Social Media Campaign

This Award is open to any social media campaign aimed at consumers, patients or healthcare professionals run on social networks like Facebook, Twitter, LinkedIn, or other social platforms – for an OTC brand between August 2022 – August 2023.

Judges will be looking for creative excellence and effectiveness in raising awareness, promoting the personality, and encouraging sales of the OTC brand directly or indirectly to a target audience.

5 Best OTC Digital Or Mobile Marketing Campaign

This Award is open to any digital or mobile campaign (excluding terrestrial and satellite television) aimed at consumers, patients, or healthcare professionals – such as mobile device apps, websites, email marketing, for an OTC brand between August 2022 – August 2023.

Judges will be looking for creative excellence and effectiveness in raising awareness, promoting the personality, and encouraging sales of the OTC brand directly or indirectly to a target audience.

6 Best OTC Audiovisual Advertising

This Award is open to any television or video advertising campaign – excluding sponsorship and point-of – sale broadcasting – for an OTC brand running between August 2022 – August 2023. This can include television commercials, videos created for social media, and YouTube channels and videos.

Judges will be looking for creative excellence and effectiveness in communicating an OTC brand’s essence, positioning, and key sales messages to the target audience(s).



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7 Best OTC Public Relations Campaign For A Consumer Healthcare Product

This Award is open to any trade or consumer public relations campaign running August 2022 – August 2023 for an OTC product. Judges will be looking for evidence that the campaign's objectives have been realised in terms of measurable results.

Entries are invited for initiatives including trade – press launches, innovative pharmacist training and brand involvement, help-lines, disease awareness days, healthcare websites, consumer information packs, work with patient or healthcare professional groups, activities supporting sponsorship campaigns, newsletters or a myriad of other activities and techniques that can be used to promote the personality and use of an OTC brand indirectly to a target audience.

8 Best New OTC Packaging Design

This Award is for any OTC brand launched or repackaged between August 2022 – August 2023.

Judges will be looking for packaging that is not only informative and practical to use, but also gets noticed on the shelf and conveys the essence of the OTC brand. Judges will also be interested in the design of any patient information leaflet. Images of samples must be submitted.



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9 Best OTC Pharmacy Training & Learning

This Award is open to any pharmacy education, learning and/or training initiative running between August 2022 – August 2023 for an OTC product, brand, or portfolio of OTC brands.

Education and training initiatives in a variety of formats – including training manuals, digital and/or online guides and seminars – are eligible to enter for this Award. The scale of training is unimportant: entries may range from a single seminar up to an extensive programme comprising many different elements. The target audience could be either pharmacists or their assistants or both. Judges will be particularly keen to see evidence that the training achieved its objectives.

10 Best OTC Trade Advertising & Sales Support

This Award is open to any trade and/or professional advertising campaign and/or support package for an OTC brand running between August 2022 – August 2023.

Advertising in any type of trade/professional media – online, magazines, newsletters, or a combination of some or all of these – is eligible to enter. This Award is also open to sales packages – alone or in combination with trade and/or professional advertising – such as in-store promotions and point-of-sale materials. Judges will be looking for creative excellence and effectiveness in communicating an OTC brand's essence, positioning, and

key sales messages to the target audience(s). Salesforce teams should also enter this category. Demonstrate the use of in-store support given by sales teams including face-to-face engagement, sales strategy support, trade planning, partnership agreements. Judges will be looking for creative excellence and effectiveness in communicating an OTC brand's essence, positioning, and key sales messages to the target audience(s).

11 Sustainable OTC Product of the Year

This Award is open to any OTC product launched between August 2022 – August 2023 which has been designed to be more sustainable/ environmentally friendly.

This could include use of recycled materials or sustainable ingredients, recyclability of packaging, reduced environmental impact in the manufacturing process, or encouraging consumer behaviour change.



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ENTRY GUIDELINES

Who Can Enter?

The OTC Marketing Awards are open to all consumer healthcare companies, including retailers operating in the UK, and their agencies or associates. Entries are restricted to OTC brands – licensed non – prescription medicines, unlicensed food supplements, herbal and homoeopathic remedies, medical devices, and other selected unlicensed healthcare products – marketed in the UK.

How do the judges select a winner?

The OTC Marketing Awards prides itself on its Judging Panel, composed of independent, senior industry experts from around the world, each chosen for their knowledge, objectivity, and credibility. The judges separately consider entries from those categories that are relevant to their particular areas of specialist knowledge,

expertise, and experience, ensuring a considered response to every individual submission. Each category is reviewed by at least six judges.

The judges mark each entry against the published criteria and score it out of 10. The scores are then collated by the OTC Marketing Awards team to determine which entries are included in the shortlist, and the ultimate winner.

The chair of the Judging Panel reserves the right to cast any deciding vote, should the need arise. The judges' decision is final and neither the organisers nor the Judging Panel will enter into any correspondence about the results. Details of the winners are strictly embargoed until the night but further details of all of the shortlisted entries will be published digitally in the weeks leading up to the ceremony on Thursday, 23 November, 2023 at the Royal Lancaster London.

How to Enter:

1. **SELECT** the most suitable category or categories
2. **CREATE** your online account
3. **SUBMIT** in advance of the deadline: Friday, 1 September 2023. For the entered awards, you will need to pay a £99 fee, an invoice will be sent to you
4. **CONFIRMATION** of your submission will be sent via email. If you do not receive this, please contact: natalia.kay@informa.com

The Rules

- All entries must be written in English.
- All entries must be submitted via our online entry system.
- All entries must be based on activities undertaken between August 2022 – August 2023
- Companies may enter more than one category, provided that each entry has been specifically written to address the relevant criteria

Confidentiality

Citeline, organiser of the OTC Marketing Awards, recognises and respects the sensitive nature of the information submitted in the entries. We ensure that this recognition is shared by our Judging Panel as well. Entries are not disclosed or discussed outside the judging process. Once an entry is shortlisted, extracts from the entry will be sourced for inclusion in the Awards ceremony and any subsequent editorial coverage.

Useful Tips for a Winning Entry

- ✓ Read the entry details and judging criteria carefully for each category before starting your submission.
- ✓ Write your entry specifically for the category in question, check the nomination is in the correct category and would not stand a better chance of winning in a different category.
- ✓ Do not exceed the word limit(s).
- ✓ Supporting materials for the entered awards should be uploaded with your entry. But do carefully think about what you are submitting. Less is more!
- ✓ Ensure the activities included were undertaken between the date parameters – August 2022 – August 2023.
- ✓ Ensure you have answered each entry question under a separate heading in your submission.
- ✓ Plan ahead to ensure your entry is submitted in plenty of time, so that should it be incomplete, there will still be time to correct and resubmit before the closing date of Friday, 1 September 2023.

FAQS

Q How do I enter?

It's very simple. Ensure you have read the entry guidelines and category criteria. Decide which category (or categories) you wish to enter and create your online. Your online account allows you to save and amend your entry, until you are ready to submit. Once you are ready, click 'Enter Now', follow the onscreen instructions and submit your entry by clicking 'Enter'.

Q How much does it cost to enter?

There is a £99 entry fee for the entered awards while no fee for the principal awards.

Q I am not sure which category (or categories) our entry would fit into?

If you are not sure which category your entry fits into, please contact Natalia Kay at natalia.kay@informa.com for further assistance.

Q When is the entry deadline?

Entries are being accepted until Friday, 1 September, 2023.

Q Can I enter the same submission into more than one category?

We encourage entries in more than one category per individual or company, where appropriate; please ensure to review the category criteria and tailor your entry accordingly.

Q I am a sponsor of the Awards. Am I still able to enter?

Yes, you can enter the Awards and we would encourage this; however, you are unable to enter the category you are sponsoring. But don't worry there are plenty of other categories.

Q How will I know whether my submission has been received?

All submissions will be acknowledged by an automated email. Our awards team will also get in touch with you again shortly after the entry deadline. If you have any concerns, please contact Natalia Kay: natalia.kay@informa.com.

Q How will I know if my submission has been successful?

Following the judging, all companies and individuals will be notified by email. Finalists will be announced on our website.

Q What do I get if I win?

OTC Marketing Awards are highly regarded within the industry and winning an award marks you out as a leader within your field. Winners are announced on the Awards evening, where they will receive a trophy and certificate of recognition.

Q How can I ensure I'm at the ceremony on 23 November for the networking?

It's essential to book your place at the event. Please contact Natalia Kay at T: +44 7917 265 637 or email: natalia.kay@informa.com for more information.

Q Are there other ways I can get involved in the Awards?

Yes, there are a variety of sponsorship opportunities available. Please contact Christopher Keeling at T: +44 (0)7917 647 859 or email christopher.keeling@informa.com for more details on our packages for 2023.

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**FOR FURTHER QUESTIONS, OR TO SECURE
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