**Written Entry Form**

From the initial onboarding process right the way through to the day-to-day support they provide for the ISPs, this category is for network providers who provide impactful channel support to the ISPs using their FTTP infrastructure.

**Please fill out this written entry form (keep the document size to no more than two pages of A4 - minimum size font: Arial 10) and send to awards@ispa.org.uk by end of play on 1st July 2024. Additional supporting documents can be supplied via email. This could be in the form of a video, testimonial or other specific figures or graphs.**

**Company name**

|  |
| --- |

**How has your organisation provided comprehensive channel support to your ISPs over the past 12 months?**

**Entrants must provide an 800-word case study that demonstrates the following:**

* Comprehensive understanding of an ISPs proposition and growth objectives
* Support offering that enables their ISPs to identify target markets
* Beneficial impact on their go to market strategies & direction on the channels they use
* Incentivisation for incremental growth
* Tactical support for campaign activity and data harnessing
* Comprehensive support team to ensure all avenues of support are provided to the ISP

**The case study can provide a broad overview of the support you provide or look at the support you provide for a specific ISP.**

|  |
| --- |