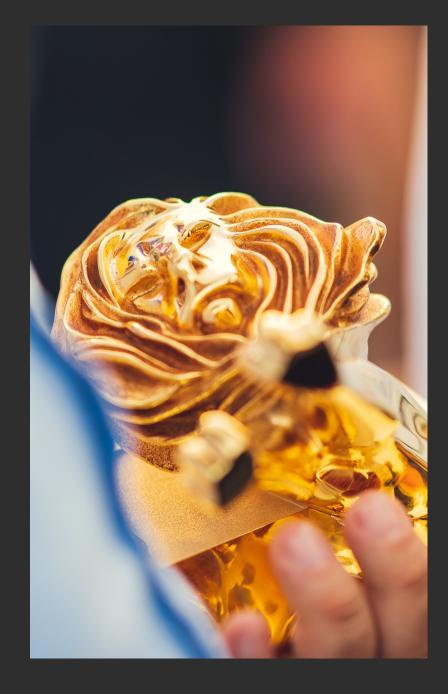


Cannes Lions International Festival of <u>Cre</u>ativity



**Entry Kit** Part 2 2020/2021

## Getting ready to enter

For 2021 the entry system is our most flexible ever. To enter a piece of work multiple times, simply enter the title of the entry, fill in the entry information, let us know which companies and people were involved and select all the relevant categories you wish to enter. You will be required to submit common information that applies to all the Cannes Lions Awards and some specific information unique to the category you are entering. Don't worry - you can still edit individual entries.

#### First Time Entering Cannes Lions?

Need help? Drop us an email at awards@canneslions.com and we'll arrange for one of our experts to talk you through the process.

#### Don't Have All The Details Right Away?

Don't worry, you can complete the form in any order and save your progress at any time.

#### What You'll Need To Enter | Common Info

**ENTRY TITLE:** Title, Brand, Product/Service, Sector and Subsector **COMPANIES:** Details of companies which were involved in the work: advertising agencies, media agencies, PR agencies, production companies, etc. **CONTACTS:** The contact details of someone in your company and on the brand/client side that we can contact about the entry.

#### What You'll Need To Enter | Entry Specific Info

MEDIA INFO & URLs: Launch date, different media placements and URLs of your entry THE WRITTEN EXPLANATION: Written information of the work in line with festival/lion/category guidelines CREATIVE TEAM: Details of the people who were involved in the work (e.g. John Smith, Creative Director, BBDO, New York) MEDIA UPLOADS: Digital materials in line with festival/lion/category guidelines. For material requirements see <u>Entry Kit 1: Categories &</u> Materials Guidelines. You will also need to familiarise yourself with the different Lions and categories and decide which you would like to enter.

# Sample Entry Forms | Common Info

#### **Entry Title**

#### **GIVE YOUR ENTRY A TITLE**

To begin, you need to give your entry a title. We need this information before you select the Lion and categories you would like to enter this work into. If this work is being entered into multiple categories, the title you give here will be applied across all of those selected entries.

ENTRY TITLE*       BRAND*         The name you give the work       The name of the brand, company or organisation who commissioned the work (e.g. Coca-Cola, P&G, Nike)	<b>PRODUCT / SERVICE*</b> The product or service featured in the work (e.g. Coke Life, Crest toothpaste, Nike+)
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Sector *	Subsector*
AUTOMOTIVE	Other Automotive
AUTOMOTIVE	Vehicles
B2B	B2B Technology
B2B	Consultancies & Professional
В2В	Legal
В2В	Other Business Services
CONSUMER DURABLES	Fashion
CONSUMER DURABLES	Furniture & Lighting
CONSUMER DURABLES	Home Appliances
CONSUMER DURABLES	Homewares
CONSUMER DURABLES	Technology
CONSUMER DURABLES	Toys
CONSUMER SERVICES	Energy
CONSUMER SERVICES	Financial
CONSUMER SERVICES	Insurance
CONSUMER SERVICES	Other Consumer Services
CONSUMER SERVICES	Private Education
CONSUMER SERVICES	Private Healthcare
CONSUMER SERVICES	Telecommunications
FMCG	Beauty
FMCG	Household Goods
FMCG	Drinks
FMCG	Food
FMCG	Other FMCG
HEALTHCARE	OTC Drugs
HEALTHCARE	Pharma

#### 3

HEALTHCARE	Wellness
LEISURE	Gambling
LEISURE	Gaming
LEISURE	Live Events
LEISURE	Museums & Galleries
LEISURE	Other Recreation
LEISURE	Sports
MEDIA / ENTERTAINMENT	Books
MEDIA / ENTERTAINMENT	Digital Platforms
MEDIA / ENTERTAINMENT	Film
MEDIA / ENTERTAINMENT	Music
MEDIA / ENTERTAINMENT	News
MEDIA / ENTERTAINMENT	Other Media
MEDIA / ENTERTAINMENT	Publications & Media
MEDIA / ENTERTAINMENT	Television
NOT-FOR-PROFIT / CHARITY / GOVERNMENT	Charities
NOT-FOR-PROFIT / CHARITY / GOVERNMENT	Government
NOT-FOR-PROFIT / CHARITY / GOVERNMENT	Military
NOT-FOR-PROFIT / CHARITY / GOVERNMENT	Non-profits
NOT-FOR-PROFIT / CHARITY / GOVERNMENT	Other Not-for-profit
RETAIL	eCommerce
RETAIL	Fast Food
RETAIL	Restaurants
RETAIL	Retail
TRAVEL	Transport
TRAVEL	Travel & Tourism

#### **CHOOSE LION & CATEGORIES**

It's time to select the Lions you'd like to enter with this piece of work. Each piece of work can be entered in up to 6 Lions. This limit does not include Titanium Lions. Entry limits within each Lions are different. Read the **Entry Kit Part 1** to find out more.

You may add, remove or edit the Lions selected at a later stage before payment.

You can see all the details about the Lions on our website

#### Categories & Material Guidelines.

You may add, remove or edit any Award at a later stage.

#### **MULTIPLE EXECUTIONS INFORMATION**

In some Lions you must link a series of 2 or more executions of the same creative idea, advertising the same product/service with the same Brand, in the same medium, for more information if the Lion accepts multiple executions, please check **Entry Kit 1** 

#### Does this have multiple executions?

You must link a series of 2 or more executions of the same creative idea, advertising the same product/service with the same Brand, in the same medium

Yes No

#### **GIVE YOUR WORK A TITLE\***

#### **GIVE THE INDIVIDUAL EXECUTION A TITLE\***

#### COMPANIES

#### WHICH COMPANIES WERE INVOLVED?

You are the Entrant Company. Fill in your own company information first and click 'Add your first company'. Then click 'Add company' to add other contributors. You may add as many additional companies as you wish. Every entry requires at least one 'Entrant Company' and one 'Idea Creation' company. Sometimes it will be the same company for both.

The Entrant Company is responsible for payment of entry fees and will be considered the sole contact for any entry related queries. You should enter the companies the order you would like them to be published as this is how they will appear on the Cannes Lions website and on your certificates. When making your entry please make sure you credit companies in the correct roles as this directly affects the calculations for the Special Awards.

**IMPORTANT:** You may be asked to return to this page to add more companies depending on the Lion and categories you select later (e.g. If you enter Media, you will be asked to provide a company that played a 'Media Placement' role).

If you click 'save and continue' any information you entered will be saved and you will proceed to the next page, but you may return to add more companies at any time.

If your entry wins a Lion, companies and individuals credited here will automatically be eligible to purchase trophies and certificates.

COMPANY NAME*	COMPANY ACTIVITY * Please select from the drop-down: (Advertiser/Brand/Client, Agency, Government/Not for Profit/Education, Media, N/A, Production)	ADDRESS*
CITY*	POSTCODE*	COUNTRY*

#### CONTACTS

#### WHO IS THE LEAD CONTACT?

We may need to contact you about your entry. Please provide details of who we should contact.

#### **CONTACT DURING JUDGING**

This is the person the festival will contact if queries regarding the work arise during judging. This contact person must be from the entrant company, must have been directly involved with the campaign and must be contactable both within and outside of office hours, in the week preceding and the week of the festival.

NAME*	TITLE / POSITION*
TEL / MOBILE NUMBER*	EMAIL*

#### **BRAND CONTACT**

Contact at the brand that commissioned the work.

NAME*	TITLE / POSITION*	TEL / MOBILE NUMBER*
EMAIL*	CITY*	COUNTRY*

You will need to verify that this email address is your brand work email. We do not accept private or general contact details e.g. info@gmail.com\*

#### **ENTRY SPECIFIC INFO**

#### MEDIA INFO

Here you need to provide Information about where and when your work launched.

Eligibility dates are dependent on the Lion that is being entered.

If you're not sure whether your work is eligible get in touch. We strongly recommend checking eligibility before you start to create your entry submissions

#### MEDIA PLACEMENT

Please provide information about the executions of your campaign. Tell us what you did and where it happened.

ELEMENT* E.g. Live Event	LOCATION / PLATFORM* Where specifically did the work appear? (E.g. On BBC1, Facebook, Times Square, Inside a Shopping Mall)	NUMBER OF AIRINGS / PLACEMENTS *	DATE RANGE* (E.g. From 20/10/2017 to 25/10/2018)	COUNTRY / REGION*
			to	

Note: You will have the option to provide multiple media placements for your entry.

#### URLS

#### URLs are compulsory for:

Brand Experience & Activation (B03), Design (C03 and C04), Digital Craft, Direct (Section D) Entertainment (B03) Music (C01), Sport (A03 and C03), Film (Section B, C01, D02 and E02), Media (Section B), Mobile, PR (B01) and Social & Influencer.

If your work was presented online, please provide the URL. In order to avoid your work being withdrawn from the festival, your URL must be live until 30 Sept 2021. URLs must start with http:// or https:// and preferably be accessible without a login or password.

_	ТҮРЕ	IS LIVE?	
E.g. http://www.domain.com	Please select from the drop-down	Yes	No

#### IF ENTERING 'APP URL'

If your App is not available globally/in the UK please provide the following details. These details will not be shared with anyone and are solely for app testing during judging.

APP STORE/ GOOGLE PLAY USERNAME	APP STORE/ GOOGLE PLAY PASSWORD

#### **PHYSICAL SUPPORT MATERIALS**

Each Lion has different compulsory and optional supporting physical material requirements. You can find our Supporting Material Guidelines here.

#### PHYSICAL MATERIALS (COMPULSORY)

It is a compulsory requirement to send unmounted proofs for entries into:

- Industry Craft (A02, A03, B02, B03, C02, C03, D02, D03, E02, E03)
- Outdoor (Section A and B only)
- Print & Publishing (Section A only)

An unmounted proof is the physical version of the original advertisement or execution, exactly as it ran. **Specifications: 594mm x 420mm.** Please attach the label(s) provided in the post-payment email to the back of your unmounted proof.

#### PHYSICAL MATERIALS (OPTIONAL)

Do you want to send additional physical materials to support your entry? (E.g. Packaging, stationery, book) Yes No

Please list the physical support material you will be sending to us for judging (E.g. 1 x Design sample: bottle of shampoo). Make sure you use the labels provided in the post-payment email for us to identify your entry easily.

If you have entered the same piece of work more than once, we recommend sending one piece of physical material for each entry. Please send us your physical materials within 7 days of completing your submission.

#### **CREATIVE TEAM**

#### WHO WAS INVOLVED?

Enter the details of people who made a significant contribution to this entry. Enter the names of your creative team members in the order you would like them to appear. This information will be visible to delegates at the festival and will appear alongside your entry. When making your entry please submit the names of your creative team in the order you would like them to be published as this is how they will appear. Creative team credits can be altered up to and including 3rd July 2021.

NAME*	TITLE*	ROLE ON THIS ENTRY*	
COMPANY*	EMAIL*		
	Any emails you provide will not be shared with 3 <sup>rd</sup> parties.		

#### **MEDIA UPLOAD**

#### UPLOAD MEDIA

Upload your work! Each lion has different digital media requirements. Please upload the 'compulsory media' first.

#### DIGITAL MEDIA (COMPULSORY)

You can find our Supporting Material Guidelines, which include compulsory/optional requirements, accepted specifications and examples here.

Once you've uploaded some media it will become available in your 'Media Library'. From here, you can assign the media to multiple entries to save time. You media has to the final version and you must hold all applicable rights We do not accept replacement files.

You can only checkout once you've uploaded the 'compulsory media'.

#### DIGITAL SUPPORTING MEDIA (OPTIONAL)

You may also upload the following optional supporting digital materials with your entry:

- Case Film
- Awards Show Film
- Digital Supporting Images
- Digital Supporting Content

#### **2020 AWARDS**

#### **SAMPLE ENTRY FORMS**

Common entry information for all Lions awards: • Entry title • Companies • Contacts

#### **ENTRY SPECIFIC INFO**

- Choose Lion & categories
  Media info
  Physical support materials
  Written explanation

### **BRAND EXPERIENCE & ACTIVATION LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WHY IS THIS WORK RELEVANT FOR BRAND EXPERIENCE & ACTIVATION?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### **DESCRIBE THE CREATIVE IDEA (20% OF VOTE)\* (150 WORDS)**

#### DESCRIBE THE STRATEGY (20% OF VOTE)\* (150 WORDS)

- Target audience (consumer demographic/individuals/organisations)
- Approach

#### DESCRIBE THE EXECUTION (30% OF VOTE)\* (150 WORDS)

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS (30% OF VOTE)\* (150 WORDS)

- Business impact sales, donations, site traffic
- Response rate
- Impressions
- Change in behaviour
- Consumer awareness

#### CANNES LIONS AWARDS 2021 ENTRY KIT 2 • BRAND EXPERIENCE & ACTIVATION LIONS

[ONLY FOR E01.LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

[ONLY FOR E02.CHALLENGER BRAND]\* (150 WORDS) Please tell us about how the work challenged / was different from the brands competitors

[ONLY FOR E03.SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

[ONLY FOR E04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

[ONLY FOR E05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR E06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered in the confidential information field)

- Overall budget
- Breakdown of costs

[ONLY FOR E07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### CANNES LIONS AWARDS 2021 ENTRY KIT 2 • BRAND EXPERIENCE & ACTIVATION LIONS

#### [ONLY FOR E08. MARKET DISRUPTION] (150 WORDS)\*

Please tell us how disruption in your market inspired the work

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

### **CREATIVE BUSINESS TRANSFORMATION LIONS**

#### THE WRITTEN EXPLANATION

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#### WHY IS THIS WORK RELEVANT FOR CREATIVE BUSINESS TRANSFORMATION?\* (100 WORDS)

#### **BACKGROUND\* (200 WORDS)**

- Situation / Driving factors
- The challenge the brand / business was facing
- Objectives

#### STRATEGY & PROCESS (30% OF VOTE)\* (200 WORDS)

- Creative interpretation of the business challenge
- The challenge the brand / business was facin
- Evidence of creativity in planning the approach testing, engagement, experimentation, etc
- Innovation and ingenuity in solution design, evidence of breakthrough thinking

#### EXPERIENCE & IMPLEMENTATION (35% OF VOTE)\* (200 WORDS)

- Creative impact for customers, employees and other stakeholders
- Evidence that the initiative made a material positive difference to people's lives / work
- Quality of execution of creative vision / solution in the real-world

#### **BUSINESS RESULT & IMPACT (35% OF VOTE)\* (200 WORDS)**

- Business impact profit, performance and market share growth
- Delivery of the original objective / business KPI
- Brand loyalty / customer lifetime value (CLV)
- Productivity / operational efficiencies

#### **CONFIDENTIAL INFORMATION FOR THE JURY (200 WORDS)**

### **CREATIVE DATA LIONS**

#### THE WRITTEN EXPLANATION

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WHY IS THIS WORK RELEVANT FOR CREATIVE DATA?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

DESCRIBE THE CREATIVE IDEA / DATA SOLUTION (20% OF VOTE)\* (150 WORDS)

- Data Insights
- Innovation
- Originality

DESCRIBE THE DATA DRIVEN STRATEGY (30% OF VOTE)\* (150 WORDS)

- Data gathering
- Data interpretation
- Targeting

DESCRIBE THE CREATIVE USE OF DATA, OR HOW THE DATA ENHANCED THE CREATIVE OUTPUT (30% OF VOTE)\* (150 WORDS)

- Data journey
- Implementation
- Data integration
- Application

#### LIST THE DATA DRIVEN RESULTS (20% OF VOTE)\* (150 WORDS)

- Data enhanced consumer experience
  Data driven behaviour change
- Business impact

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

### **CREATIVE ECOMMERCE LIONS**

#### THE WRITTEN EXPLANATION

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#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### DESCRIBE THE CREATIVE IDEA (30% OF VOTE)\* (150 WORDS)

#### DESCRIBE THE STRATEGY (20% OF VOTE\* (150 WORDS)

- Data gathering
- Target audience (consumer demographic / individuals / organisations)
- Relevance to platform
- Approach

#### DESCRIBE THE EXECUTION (20% OF VOTE)\* (150 WORDS)

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS (30% OF VOTE)\* (150 WORDS)

- Sales
- Engagement
- Reach
- Achievement against business targets

#### [ONLY FOR E01.LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR E02.CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

#### [ONLY FOR E03.SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

#### [ONLY FOR E04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

[ONLY FOR E05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR E06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

[ONLY FOR E07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### [ONLY FOR E08. MARKET DISCRUPTION] (150 WORDS)

Please tell us how disruption in your market inspired the work

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

### **CREATIVE STRATEGY LIONS**

#### THE WRITTEN EXPLANATION

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#### WHY IS THIS WORK RELEVANT FOR CREATIVE STRATEGY?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### INTERPRETATION (30% OF VOTE)\* (150 WORDS)

Explain clearly how you came to understand the brand's challenge / objective:

- The business challenge the brand was facing
- Interpretation of the client needs and brand values
- Industry / target market
- The desired outcome

#### INSIGHT / BREAKTHROUGH THINKING (30% OF VOTE)\* (150 WORDS)

Explain clearly the creative use of research, data or resources that lead to an original and compelling strategy:

- Outline the strategic process used to tackle the problem
- How did you arrive at the insight? Details here could include:
- Research
- Workshops
- Collaboration
- Data
- Audience / consumer / culture
- Internal /external challenges faced and how they were overcome
- The breakthrough moment

#### CREATIVE IDEA (20% OF VOTE)\* (150 WORDS)

- Clearly explain the creative idea
- · How the creative strategy directly influenced the creative execution

#### OUTCOME / RESULTS (20% OF VOTE)\* (150 WORDS)

- Explain clearly what impact your creative strategy had on the client. This may include:
- Business impact
- Change in behaviour or consumer awareness / value added to the brand
- Achievement against the original challenge / client satisfaction.
  The impact on the industry / culture

#### [ONLY FOR CO1. CHALLENGER BRAND STRATEGY]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

#### [ONLY FOR CO2. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details

(Any confidential information should be entered in the confidential information field) Overall budget

Breakdown of costs

#### [ONLY FOR CO3. MULTI-MARKET STRATEGY]\* (150 WORDS)

Please tell us how the work was designed / adapted for multiple countries / regions / markets

#### [ONLY FOR CO4. LONG-TERM STRATEGY]\* (150 WORDS)

Please tell us about the long-term strategic planning

#### [ONLY FOR C05. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### [ONLY FOR CO6. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your market inspired the work

CANNES LIONS AWARDS 2021 ENTRY KIT 2 • CREATIVE STRATEGY LIONS

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

### **DESIGN LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### **BACKGROUND\* (150 WORDS)**

- Situation
- Brief
- Objectives
- Budget
- Project scale and volume

#### DESCRIBE THE CREATIVE IDEA (40% OF VOTE)\* (150 WORDS)

- Brand relevance
- Target audience (consumer demographic / individuals / organisations)

#### DESCRIBE THE EXECUTION (40% OF VOTE)\* (150 WORDS)

- Design elements and their integration
- Design touch points
- Materials, style elements, design choices
- Design development and process
- Choice of campaign elements
- Approach
- Scale

#### LIST THE RESULTS (20% OF VOTE)\* (150 WORDS)

- Value added to brand
- Value for consumer
- Reach / cultural impact
- Sales
- Achievement against brief
- Other KPIs

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

### **DIGITAL CRAFT LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### **DESCRIBE THE CREATIVE IDEA\* (150 WORDS)**

#### **DESCRIBE THE EXECUTION\* (300 WORDS)**

- Implementation
- Placement
- Scale
- Brand relevance
- Touch points
- Materials, style elements, design choices
- Methods and process
- Timeline

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

### **DIRECT LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WHY IS THIS WORK RELEVANT FOR DIRECT?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### DESCRIBE THE CREATIVE IDEA (30% OF VOTE)\* (150 WORDS)

#### DESCRIBE THE STRATEGY (20% OF VOTE)\* (150 WORDS)

- Data gathering
- Target audience (consumer demographic / individuals / organisations)
- Approach
- Call to action

#### DESCRIBE THE EXECUTION (20% OF VOTE)\* (150 WORDS)

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS (30% OF VOTE)\* (150 WORDS)

- Business impact sales, donations, site traffic
- Response rate
- Change in behaviour

[ONLY FOR CO1. & CO2. DATA-DRIVEN DIRECT STRATEGY / TARGETING]\* (150 WORDS)

Describe the use of data, or how the data enhanced the campaign output

- Data gathering and interpretation • Data insights and targeting
- Data integration and impact

#### [ONLY FOR F01.LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR F02.CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

#### [ONLY FOR F03.SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market.

#### [ONLY FOR F04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR F05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR F06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

#### [ONLY FOR F07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### [ONLY FOR F08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your market inspired the work

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

### **ENTERTAINMENT LIONS**

#### THE WRITTEN EXPLANATION

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WHY IS THIS WORK RELEVANT FOR ENTERTAINMENT?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

**DESCRIBE THE CREATIVE IDEA\* (150 WORDS)** 

**DESCRIBE THE STRATEGY\* (150 WORDS)** 

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### **DESCRIBE THE OUTCOME\* (150 WORDS)**

- Reach
- Engagement
- Impact

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

### **ENTERTAINMENT LIONS FOR MUSIC**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

WHY IS THIS WORK RELEVANT FOR ENTERTAINMENT?\* (100 WORDS)

#### **BACKGROUND\* (150 WORDS)**

- Situation
- Brief
- Objectives

**DESCRIBE THE CREATIVE IDEA\* (150 WORDS)** 

**DESCRIBE THE STRATEGY\* (150 WORDS)** 

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### **DESCRIBE THE OUTCOME\* (150 WORDS)**

- Reach
- Engagement
- Impact

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

### **ENTERTAINMENT LIONS FOR SPORT**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

WHY IS THIS WORK RELEVANT FOR ENTERTAINMENT?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

**DESCRIBE THE CREATIVE IDEA\* (150 WORDS)** 

#### **DESCRIBE THE STRATEGY\* (150 WORDS)**

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### **DESCRIBE THE OUTCOME \* (150 WORDS)**

- Reach
- Engagement
- Impact

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

### **FILM LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### [ONLY FOR SECTION A, B,C,D & E] (150 WORDS)

Please explain any cultural terms, references or viewing context which would be known by the local audience but may not be known by our international jury.

[ONLY FOR SECTION E. INNOVATION IN FILM]\* (150 WORDS)

Explain how the work innovatively used the film medium.

[ONLY FOR F01.LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

[ONLY FOR F02.CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged /was different from the brands competitors

#### [ONLY FOR F03.SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

#### [ONLY FOR F04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR F05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR F06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

#### [ONLY FOR F07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### [ONLY FOR F08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your market inspired the work

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

### **FILM CRAFT LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WRITE A SHORT SUMMARY OF WHAT HAPPENS IN THE FILM\* (150 WORDS)

• Do not comment on the brief / challenges / success of the film.

#### CULTURAL / CONTEXT INFORMATION FOR THE JURY (150 WORDS)

Please explain any cultural terms, references or viewing context which would be known by the local audience but may not be known by our international jury.

#### [ONLY FOR A01. DIRECTION] (150 WORDS)

Tell the jury anything relevant about the direction. Do not name the director.

[ONLY FOR A02. SCRIPT]\* (NO LIMIT)

Provide the full film script in English.

[ONLY FOR A03. CASTING] (150 WORDS)

Tell the jury about the casting process.

#### [ONLY FOR A04. PRODUCTION DESIGN / ART DIRECTION] (150 WORDS)

Tell the jury about the production design / art direction.

#### [ONLY FOR A05. CINEMATOGRAPHY] (150 WORDS)

Tell the jury anything relevant about the cinematography.

CANNES LIONS AWARDS 2021 ENTRY KIT 2 • FILM CRAFT LIONS

#### [ONLY FOR A06. USE OF ORIGINAL MUSIC] (150 WORDS)

Tell the jury about the creation of the original music track.

#### [ONLY FOR A07. USE OF LICENSED OR ADAPTED MUSIC] (150 WORDS)

Tell the jury about the choice of music track.

#### [ONLY FOR A08.ACHIEVEMENT IN PRODUCTION] \* (150 WORDS)

Tell the jury about the ambitions & challenges of the production process.

**[ONLY FOR BO1. EDITING] (150 WORDS)** Tell the jury anything relevant about the edit. Do not name the editor.

#### [ONLY FOR B02. COLOUR CORRECTION / GRADING] (150 WORDS)

Tell the jury about the colour grading.

#### [ONLY FOR B03. SOUND DESIGN] (150 WORDS)

Tell the jury about the sound design.

#### [ONLY FOR B04. ANIMATION] (150 WORDS)

Tell the jury about the animation used and summarise any relevant challenges or techniques.

CANNES LIONS AWARDS 2021 ENTRY KIT 2 • FILM CRAFT LIONS

#### [ONLY FOR B05. VISUAL EFFECTS] (150 WORDS)

Tell the jury about the visual effects and summarise any relevant challenges or techniques.

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

### **GLASS: THE LION FOR CHANGE**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### BACKGROUND\* (150 WORDS)

- Brand values regarding gender representation
- Brief
- Objectives

### DESCRIBE THE CULTURAL / SOCIAL / POLITICAL CLIMATE AND THE SIGNIFICANCE OF THE WORK WITHIN THIS CONTEXT\* (200 WORDS)

- Media regulations / restrictions
- Civil liberties issues
- Gender representation

#### **DESCRIBE THE CREATIVE IDEA\* (150 WORDS)**

#### **DESCRIBE THE STRATEGY\* (150 WORDS)**

- Data gathering
- Target audience (consumer demographic / individuals / organisations)
- Approach

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### **DESCRIBE THE RESULTS / IMPACT\* (150 WORDS)**

- Business impact sales, donations, site traffic
- Response rate
- Impressions
- Change in behaviour
- Consumer awareness

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

# ENTERING HEALTH & WELLNESS LIONS and PHARMA LIONS

### When it comes to entering Health Lions and Pharma Lions you will be required to enter your work in a slightly different way.

**STEP 1:** Decide if you want to enter your work into either Health & Wellness Lions or Pharma Lions. Browse the categories and choose which ones your work is most suited to.

**STEP 2:** Complete the Common Entry Information sections: Entry Title, Companies, Contacts, Creative Team, and Media Information

STEP 3: Choose your categories then select your mediums from the dropdowns.

STEP 4: Complete the Health & Wellness or Pharma written explanation section.

STEP 5: Complete the medium specific written explanation based on your chosen medium.

In most cases, the medium-specific written explanation is identical to the associated Lions (with the exception of Ambient Outdoor, Film Craft, Industry Craft, Integrated Campaign, Print Collateral, Use of Technology, and Product Innovation). For example, if entering the Mobile medium in Health & Wellness, the written explanation is the same as that required for Mobile Lions.

#### **NEED SOME HELP?**

Contact us and we'll arrange for one of our experts to talk you through the process

#### **HEALTH & WELLNESS AND PHARMA MEDIUMS**

Brand Experience & Activation Branded Content & Entertainment: Digital & Social Branded Content & Entertainment: Film, TV and Online Film Content Branded Content & Entertainment: Live Experience Creative Data: Creative Data Collection & Research Creative Data: Creative Data Enhancement Creative Data: Data Visualisation Creative Data: Use of Real-Time Data Diaital: Platforms Digital: Social & Influencer Digital Craft: Interface & Navigation (UI) Digital Craft: User Experience (UX) Direct Film: Cinema, TV and Digital Film Content Film Craft: Animation & Visual Effects Film Craft: Cinematography Film Craft: Direction Film Craft: Production Design / Art Direction Film Craft: Script Film Craft: Use of Music / Sound Design Industry Craft: Art Direction Industry Craft: Copywriting Industry Craft: Illustration Industry Craft: Photography Industry Craft: Typography Integrated Campaign Mobile Outdoor: Ambient Outdoor: Standard PR Print & Publishing: Collateral Print & Publishing: Standard Product Innovation Radio & Audio Use of Technology

### **HEALTH: PHARMA LIONS**

#### THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

### DESCRIBE ANY RESTRICTIONS OR REGULATIONS REGARDING HEALTHCARE / RX / PHARMA COMMUNICATIONS IN YOUR COUNTRY / REGION INCLUDING:\* (50 WORDS)

- Healthcare regulatory bodies
- Government
- TV stations / media channels

#### DESCRIBE THE TARGET AUDIENCE AND WHY YOUR WORK IS RELEVANT TO THEM\* (50 WORDS)

Pharma audience types:

- Healthcare Professional
- Patient
- Consumer (Canada, USA & New Zealand only)

You will also need to complete the MEDIUM-specific WRITTEN EXPLANATION based on your chosen Pharma MEDIUM.

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: FILM CRAFT MEDIUM

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WRITE A SHORT SUMMARY OF WHAT HAPPENS IN THE FILM\* (150 WORDS)

• Do not comment on the brief / challenges / success of the film.

[ONLY FOR ANIMATION / VISUAL EFFECTS] (150 WORDS)

Tell the jury about the animation / visual effects used and summarise any relevant challenges or techniques.

### [ONLY FOR CINEMATOGRAPHY] (150 WORDS)

Tell the jury anything relevant about the cinematography.

[ONLY FOR DIRECTION] (150 WORDS)

Tell the jury anything relevant about the direction. Do not name the director.

[ONLY FOR PRODUCTION DESIGN / ART DIRECTION] (150 WORDS)

Tell the jury about the production design / art direction.

#### CANNES LIONS AWARDS 2021 ENTRY KIT 2 • HEALTH & WELLNESS AND PHARMA LIONS

## [ONLY FOR SCRIPT]\* (NO LIMIT)

Provide the full film script in English.

### [ONLY FOR USE OF MUSIC / SOUND DESIGN] (150 WORDS)

Tell the jury about the music / sound design.

### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: INDUSTRY CRAFT MEDIUM

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### **TRANSLATION (NO LIMIT)**

Provide a full English translation of any text.

[ONLY FOR ART DIRECTION] (150 WORDS)

Tell the jury about the art direction.

[ONLY FOR COPYWRITING] (150 WORDS)

Tell the jury about the copywriting.

[ONLY FOR ILLUSTRATION] (150 WORDS)

Tell the jury about the illustration.

[ONLY FOR PHOTOGRAPHY] (150 WORDS)

Tell the jury about the photography. Do not name the photographer.

#### [ONLY FOR TYPOGRAPHY] (150 WORDS)

Tell the jury about the typography.

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: INTEGRATED CAMPAIGN MEDIUM

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WHY IS THIS WORK RELEVANT FOR INTEGRATED?\* (100 WORDS)

#### **BACKGROUND\* (150 WORDS)**

- Situation
- Brief
- Objectives

#### **DESCRIBE THE CREATIVE IDEA\* (150 WORDS)**

#### **DESCRIBE THE STRATEGY\* (150 WORDS)**

- Target audience (consumer demographic / individuals / organisations)
- Integration
- Approach

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

### LIST THE RESULTS \* (150 WORDS)

- Reach
- Engagement
- Impact
- Sales
- Achievement against business targets

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: OUTDOOR MEDIUM

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### [OUTDOOR: STANDARD ONLY] (NO LIMIT)

Translation. Provide a full English translation of any text.

[OUTDOOR: AMBIENT ONLY] (150 WORDS)

Write a short summary of the ambient work. Do not comment on the brief / challenges / success of the work

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: PRINT AND PUBLISHING MEDIUM

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### [PRINT & PUBLISHING: STANDARD ONLY] TRANSLATION. (NO LIMIT)

Provide a full English translation of any text.

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: PRODUCT INNOVATION MEDIUM

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### BACKGROUND\* (150 WORDS)

- Situation
- Brief
- Objectives
- Current Stage

#### DESCRIBE THE CREATIVE IDEA (40% OF VOTE)\* (150 WORDS)

- Insights
- Intention / purpose
- Adaptation of an existing product or innovation
- Research
- Considerations

#### DESCRIBE THE FINAL PRODUCT (40% OF VOTE)\* (150 WORDS)

- How it works
- Materials
- Production
- Techniques
- Components
- User interaction

#### LIST THE RESULTS (20% OF VOTE)\* (150 WORDS)

- Long-term outcomes
- Scalability
- Value for consumer / brand
- Reach / product impact
- Business impact / sales

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# HEALTH: HEALTH & WELLNESS AND PHARMA LIONS: USE OF TECHNOLOGY MEDIUM

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### **DESCRIBE THE CREATIVE IDEA\* (150 WORDS)**

**DESCRIBE THE STRATEGY\* (150 WORDS)** 

#### **DESCRIBE THE EXECUTION \* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS\* (150 WORDS)

- Reach
- Engagement
- Impact
- Sales
- Achievement against business targets

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

## **INDUSTRY CRAFT LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### CULTURAL / CONTEXT INFORMATION FOR THE JURY (150 WORDS)

Please explain any cultural terms, references or viewing context which would be known by the local audience but may not be known by our international jury.

**TRANSLATION (NO LIMIT)** Provide a full English translation of any text.

[ONLY FOR SECTION A. TYPOGRAPHY] (150 WORDS)

Tell the jury about the typography.

[ONLY FOR SECTION B. ART DIRECTION] (150 WORDS) Tell the jury about the art direction.

[ONLY FOR SECTION C. ILLUSTRATION] (150 WORDS) Tell the jury about the illustration.

#### [ONLY FOR SECTION D. PHOTOGRAPHY] (150 WORDS)

Tell the jury about the photography. Do not name the photographer

#### [ONLY FOR SECTION E. COPYWRITING] (150 WORDS)

Tell the jury about the copywriting.

### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

## **INNOVATION LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in eurobest awards. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WHY IS THIS WORK RELEVANT FOR INNOVATION?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Technological influences
- Context
- Limitations, restrictions, regulations
- Budgets

#### **DESCRIBE THE IDEA\* (150 WORDS)**

- Insights
- Intention / purpose
- Adaptation of an existing platform or new innovation

#### WHAT WERE THE KEY DATES IN THE DEVELOPMENT PROCESS?\* (NO LIMIT)

Please include a timeline of the details and dates. (e.g. '3 November 2017 - First patent agreed)

#### **DESCRIBE THE INNOVATION / TECHNOLOGY\* (200 WORDS)**

- How it works
- Components
- Platforms
- Development stage

#### **DESCRIBE THE EXPECTATIONS / OUTCOME\* (150 WORDS)**

- Long-term outcomes
- Scalability
- Industry relevance
- Results / successes / developments to date
- Investment received

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

## **MEDIA LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WHY IS THIS WORK RELEVANT FOR MEDIA?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### DESCRIBE THE CREATIVE IDEA / INSIGHTS (30% OF VOTE)\* (150 WORDS)

• Research and data gathering

#### DESCRIBE THE STRATEGY (20% OF VOTE)\* (150 WORDS)

- Target audience (consumer demographic / individuals / organisations)
- Media Planning
- Approach

#### **DESCRIBE THE EXECUTION (20% OF VOTE)\* (150 WORDS)**

- Implementation
- Media channels and integration
- Timeline
- Scale

#### LIST THE RESULTS (30% OF VOTE)\* (150 WORDS)

- Action / business results sales, donations, site traffic, achievement against business target
- Outcomes / awareness change in behaviour, reach, public opinion, content response

#### [ONLY FOR SECTION C. DATA]\* (150 WORDS)

Describe the use of data, or how the data enhanced the work

- Data gathering and interpretation
- Data insights and targeting
- Data integration and impact

#### [ONLY FOR F01.LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR F02.CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

#### [ONLY FOR F03.SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

[ONLY FOR F04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR F05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR F06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

## [ONLY FOR F07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

[ONLY FOR FO8. MARKET DISRUPTION]\* (150 WORDS) Please tell us how disruption in your market inspired the work

CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

## **MOBILE LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### BACKGROUND\* (150 WORDS)

- Situation
- Brief
- Objectives

#### **DESCRIBE THE CREATIVE IDEA\* (150 WORDS)**

#### **DESCRIBE THE STRATEGY\* (150 WORDS)**

- Data gathering and insights
- Target audience (consumer demographic / individuals / organisations)
- Relevance to platform
- Approach

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS\* (150 WORDS)

- Reach
- Engagement
- Sales
- Achievement against business targets

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

## **OUTDOOR LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### [FOR SECTIONS A, B, C, D AND E] CULTURAL / CONTEXT INFORMATION FOR THE JURY (150 WORDS)

Please explain any cultural terms, references or viewing context which would be known by the local audience but may not be known by our international jury

[FOR SECTIONS A. BILLBOARDS AND B. POSTERS] (NO LIMIT)

Translation. Provide a full English translation of any text

[FOR SECTIONS A. BILLBOARDS AND B. POSTERS]\* (50 WORDS)

Is the poster / billboard larger or smaller than a 6 sheet poster (1200 x 1800mm)

[ONLY FOR CO1. ANIMATED DIGITAL SCREENS ONLY]\* (150 WORDS) Tell the jury about the animated component of the work.

**[ONLY FOR CO2. INTERACTIVE / DYNAMIC DIGITAL SCREENS ONLY]\* (150 WORDS)** Tell the jury about the interactive / dynamic component of the work.

**[FOR SECTION D. AMBIENT & EXPERIENTIAL]\* (150 WORDS)** Write a short summary of the ambient work. Do not comment on the brief / challenges /success of the work.

#### [FOR SECTION E. INNOVATION IN OUTDOOR]\* (150 WORDS)

Please outline the innovative elements of the work.

#### [ONLY FOR F01. LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed.

#### [ONLY FOR FO2. CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

#### [ONLY FOR F03. SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

[ONLY FOR F04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR F05. CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR F06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered in the confidential information field)

• Overall budget

• Breakdown of costs

[ONLY FOR FO7. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS) Please tell us how the brand purpose inspired the work

#### [ONLY FOR F08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your market inspired the work

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

## **PR LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WHY IS THIS WORK RELEVANT FOR PR?\* (100 WORDS)

#### **BACKGROUND\* (150 WORDS)**

- Situation
- Brief (Specify if the brief was to come up with the creative (your own idea) or to amplify an existing creative idea (inherited creative for amplification)
- Objectives

#### DESCRIBE THE CREATIVE IDEA (20% OF VOTE)\* (150 WORDS)

• Demonstrate how the idea was designed to earn attention from the target audience

#### DESCRIBE THE PR STRATEGY (30% OF VOTE)\* (150 WORDS)

- Insight
- Key message
- Target audience (consumer demographic / individuals / organisations)
- Creation and distribution of assets

#### **DESCRIBE THE PR EXECUTION (20% OF VOTE)\* (150 WORDS)**

- Implementation of the PR
- Timeline
- Scale

#### LIST THE RESULTS (30% OF VOTE)\* (250 WORDS)

- Media Outputs coverage depth (quality / quantity), tone and message delivery, purchase intent (survey)
- Target Audience Outcomes measurable changes in awareness, comprehension, perceptions / attitudes / opinions, and target behaviours / actions / responses achieved
- Business Outcomes campaign's measurable effect on sales / revenues / profits, market share, stock valuation, brand equity, reputation scores and other traditional marketing and business metrics

#### [ONLY FOR CO1. RESEARCH, DATA & ANALYTICS]\* (150 WORDS)

Provide evidence of how the research, insight and use of data enhanced the campaign output

- Data and /or insights gathering and interpretation
- Data Targeting
- Data and /or insight integration and impact

#### [ONLY FOR CO2. PR EFFECTIVENESS]\* (150 WORDS)

- Describe the effectiveness of the PR campaign
- Achievement of results against KPIs
- Effect of PR activities on brand awareness
- Measurable impact of the PR effort on client's objectives

#### [ONLY FOR F01. LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR FO2. CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

[ONLY FOR F03. SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

[ONLY FOR F04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR F05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR F06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field) • Overall budget

• Breakdown of costs

[ONLY FOR FO7. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS) Please tell us how the brand purpose inspired the work

### [ONLY FOR F08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your market inspired the work

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

## **PRINT & PUBLISHING LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### [FOR SECTIONS A, B AND C] CULTURAL / CONTEXT INFORMATION FOR THE JURY (150 WORDS)

Please explain any cultural terms, references or viewing context which would be known by the local audience but may not be known by our international jury.

**TRANSLATION (NO LIMIT)** Provide a full English translation of any text

[ONLY FOR CO1. ADAPTED PRINT]\* (150 WORDS)

Please outline how the work was adapted or modified

#### [ONLY FOR CO2. INNOVATIVE USE OF PRINT]\* (150 WORDS)

Please outline the innovative elements of the work

#### [ONLY FOR DO1. LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR D02. CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged /was different from the brand competitors

CANNES LIONS AWARDS 2021 ENTRY KIT 2 • PRINT & PUBLISHING LIONS

#### [ONLY FOR D03. SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

[ONLY FOR D04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR D05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR D06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

[ONLY FOR DO7. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### [ONLY FOR D08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your marker inspired the work

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# **RADIO & AUDIO LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

#### WRITE A SHORT SUMMARY OF WHAT HAPPENS IN THE RADIO OR AUDIO WORK\* (150 WORDS)

- Do not reference your company.
- Do not comment on the brief / challenges / success of the work.

TRANSLATION \* (NO LIMIT)

Please provide a full English translation of any audio.

### [FOR SECTIONS A, B AND C] CULTURAL / CONTEXT INFORMATION FOR THE JURY (150 WORDS)

Please explain any cultural terms, references or viewing context which would be known by the local audience but may not be known by our international jury.

[ONLY FOR B01. USE OF MUSIC]\* (150 WORDS)

Tell the jury about the use of music.

[ONLY FOR BO2. SOUND DESIGN]\* (150 WORDS)

Tell the jury about the sound design.

[ONLY FOR B04. CASTING & PERFORMANCE]\* (150 WORDS) Tell the jury about the casting process.

#### [ONLY FOR SECTION C. INNOVATION IN RADIO & AUDIO]\* (150 WORDS)

Please outline the innovative elements of the work.

[ONLY FOR DO1. LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR D02. CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

[ONLY FOR D03. SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how the work was designed / adapted for a single country / region / market

[ONLY FOR D04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

### [ONLY FOR D05. CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR D06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

#### [ONLY FOR D07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### [ONLY FOR D08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)

# **SOCIAL & INFLUENCER LIONS**

## THE WRITTEN EXPLANATION

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#### WHY IS THIS WORK RELEVANT FOR SOCIAL & INFLUENCER?\* (100 WORDS)

#### **BACKGROUND\* (150 WORDS)**

- Situation
- Brief
- Objectives

#### DESCRIBE THE CREATIVE IDEA (30% OF VOTE)\* (150 WORDS)

#### DESCRIBE THE STRATEGY (20% OF VOTE)\* (150 WORDS)

- Data gathering
- Target audience (consumer demographic / individuals/ organisations)
- Relevance to social platform
- Approach

#### **DESCRIBE THE EXECUTION (20% OF VOTE)\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS (30% OF VOTE)\* (150 WORDS)

- Reach
- Engagement
- Sales
- Achievement against business targets

#### [ONLY FOR F01.LOCAL BRAND]\* (150 WORDS)

Please tell us about the brand in relation to the locality or market where the product / service is distributed

#### [ONLY FOR F02.CHALLENGER BRAND]\* (150 WORDS)

Please tell us about how the work challenged / was different from the brands competitors

## [ONLY FOR F03.SINGLE MARKET CAMPAIGN]\* (150 WORDS)

Please tell us how you designed / adapted for a single country / region / market

#### [ONLY FOR F04. SOCIAL BEHAVIOUR]\* (150 WORDS)

Please tell us about the social behaviour that inspired the work

#### [ONLY FOR F05.CULTURAL INSIGHT]\* (150 WORDS)

Please tell us about the cultural insight that inspired the work

#### [ONLY FOR F06. BREAKTHROUGH ON A BUDGET]\* (150 WORDS)

Please provide budget details (Any confidential information should be entered it in the confidential information field)

- Overall budget
- Breakdown of costs

#### [ONLY FOR F07. CORPORATE PURPOSE & SOCIAL RESPONSIBILITY]\* (150 WORDS)

Please tell us how the brand purpose inspired the work

## [ONLY FOR F08. MARKET DISRUPTION]\* (150 WORDS)

Please tell us how disruption in your market inspired the work

## **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# SUSTAINABLE DEVELOPMENT GOALS LIONS

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous.

Fields marked with  $\,^*$  are compulsory

#### **BACKGROUND\*** (150 WORDS)

- Brand values specific to the chosen goal
- Brief
- Objectives

# DESCRIBE THE CULTURAL / SOCIAL / POLITICAL CLIMATE AND THE SIGNIFICANCE OF THE WORK WITHIN THIS CONTEXT\* (150 WORDS)

- Media regulations / restrictions
- Civil liberties issues
- People
- Environment
- Economic
- Peace & Justice
- Inclusivity & Partnership

#### DESCRIBE THE CREATIVE IDEA (30% OF VOTE)\* (150 WORDS)

#### DESCRIBE THE STRATEGY (20% OF VOTE)\* (150 WORDS)

- Data gathering
- Target audience (consumer demographic / individuals / organisations)
- Approach

#### DESCRIBE THE EXECUTION (20% OF VOTE)\* (150 WORDS)

- Implementation
- Timeline
- Placement
- Scale

#### DESCRIBE THE RESULTS / IMPACT (30% OF VOTE)\* (150 WORDS)

- Contribution to the advancement of the selected Sustainable Development Goal
- Business impact / sales / donations
- Scalability
- Behaviour change / action
- Legislation change / regulations
- Awareness / attitude shift

#### **CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)**

# **TITANIUM LIONS**

## THE WRITTEN EXPLANATION

The written explanation is what the Jury will refer to during the judging process in Cannes Lions. For this reason, we recommend that it's as detailed as possible. Please don't mention your company or any of the companies who contributed to the entry (unless it's a self-promotion campaign) as our judging is anonymous. Fields marked with \* are compulsory

WHY IS THIS WORK RELEVANT FOR TITANIUM?\* (100 WORDS)

#### **BACKGROUND\*** (150 WORDS)

- Situation
- Brief
- Objectives

#### **DESCRIBE THE CREATIVE IDEA\* (150 WORDS)**

- Scalability
- Industry Impact

#### **DESCRIBE THE STRATEGY\* (150 WORDS)**

- Target audience (consumer demographic / individuals / organisations)
- Approach

#### **DESCRIBE THE EXECUTION\* (150 WORDS)**

- Implementation
- Timeline
- Placement
- Scale

#### LIST THE RESULTS\* (150 WORDS)

- Reach
- EngagementImpactSales

- Achievement against business target

#### CONFIDENTIAL INFORMATION FOR THE JURY (150 WORDS)