WAIPA Excellence in Investment Facilitation Award - Snapshot of online form

Category 3

WAIPA Excellence in Investment Facilitation Award

Recognising Investment Promotion Agencies (IPAs) that have demonstrated exceptional investment facilitation in supporting a specific investment project from initial investor engagement through successful implementation. The Award recognises the distinctive contribution of the IPA in coordinating government, overcoming challenges and helping transform an investment opportunity into an operational project.

APPLY FOR EXCELLENCE IN INVESTMENT FACILITATION AWARD

Note: The IPA's investment attraction, facilitation, expansion or aftercare support for the investment project should have taken place, in whole or in part, **on or after 1 January 2023**

+ **More details**

WAIPA Excellence in Investment Facilitation Award

Recognising Outstanding IPA Contribution to Investment Facilitation

Investment facilitation lies at the heart of every successful Investment Promotion Agency (IPA). While attracting investor interest is important, the true measure of an IPA's success is its ability to help transform investment intentions into successfully implemented projects. Achieving this often requires proactive investor support, close coordination across multiple government agencies, timely problem-solving, effective stakeholder engagement and sustained assistance throughout the investment lifecycle.

The WAIPA Excellence in Investment Facilitation Award recognises Investment Promotion Agencies that have demonstrated outstanding leadership in facilitating a specific investment project from initial investor engagement through implementation or expansion. The Award places particular emphasis on the contribution of the IPA, recognising agencies that have successfully coordinated stakeholders, resolved bottlenecks, accelerated decision-making, improved the investor experience and helped deliver successful investment outcomes.

The Award is not intended to recognise the investment project itself or the size of the investment. Rather, it celebrates the distinctive value added by the IPA through exceptional investment facilitation, investor servicing and whole-of-government coordination.

The Award also seeks to identify and showcase practical facilitation approaches and institutional practices that can be replicated by Investment Promotion Agencies around the world.

Submission deadline: 24 September 2026

Next

Applicant Information

IPA detail

IPA name *

IPA Contact Details – Address

Street Address

Street Address Line 2

City

State / Province

Please Select

Postal / Zip Code

Country

Phone Number *

e.g. +1 702 123 4567

Website

Head of the IPA

CEO / Head Name *

Designation *

Email *

Focal Contact Person for Coordination of the IPA's Award Entry

Name *

Designation *

Email *

Phone Number *

e.g. +1 702 123 4567

Back

Next

Investment Project Information

Please complete the following section. This information provides background information to the Jury and will not form part of the evaluation.

Name of Investing Company *

In case the project has multiple investors, please separate the investor names by commas.

Title of Investment Project *

Current Status of Project *

- ◯ Ground Breaking
- ◯ Facilitation Completed
- ◯ Project is Operational
- ◯ Expansion Phase
- ◯ Other

Description of the Investment Project *

0/50

Investment Project Start Date *

DD-MM-YYYY

Date

Investment Project End Date

DD-MM-YYYY

Date

Source Country of Investment *

Destination Country of Investment *

Type of Investment *

- [ ] Greenfield
- [ ] Brownfield
- [ ] Joint Venture
- [ ] Merger & Acquisition
- [ ] Expansion
- [ ] Public-Private Partnership (PPP)
- [ ] Other

Sector of Investment *

- [ ] Agribusiness
- [ ] Automotive
- [ ] Chemicals
- [ ] Digital Economy / ICT
- [ ] Education
- [ ] Energy
- [ ] Engineering
- [ ] Food Processing
- [ ] Healthcare & Life Sciences
- [ ] Hospitality
- [ ] Infrastructure
- [ ] Logistics
- [ ] Manufacturing
- [ ] Mining
- [ ] Renewable Energy
- [ ] Shared Services
- [ ] Textiles
- [ ] Tourism
- [ ] Other

Total Investment by Capital Expenditure (USD) *

Current Investment	
Expected Investment over the Next Five Years	

Total Direct Employment *

Current Employment	
Expected Employment over the Next Five Years	

Back

Next

Question 1. Describe the Investment Facilitation Journey and the Role Played by Your IPA (20 Marks) *

Describe the investment facilitation journey from initial investor engagement through implementation, including the key stages of the investment project and the principal facilitation activities undertaken by your IPA. Explain the role played by the IPA at each stage, the key government agencies or stakeholders involved, and how your interventions helped advance the investment. The response should clearly demonstrate the value added by the IPA throughout the investment lifecycle. (max 300 words)

0/50

Question 2. What Made Your IPA's Facilitation Approach Exceptional? (20 Marks) *

Identify up to three aspects of your IPA's facilitation approach that best demonstrate outstanding investment facilitation. These may relate to investor-centric service delivery, proactive problem-solving, whole-of-government coordination, innovative facilitation practices, regulatory or procedural improvements, executive engagement, digital solutions (where relevant), or other interventions that significantly improved the investor experience or accelerated project implementation. For each example, briefly explain: (i) What was done; (ii) Why it was distinctive; (iii) What specific role was played by the IPA; and (iv) What measurable value or impact was achieved for the investor or the investment project. Wherever possible, support your response with quantitative evidence. (max 300 words)

0/50

Question 3. How Did Your IPA Coordinate Government and Other Stakeholders? (20 Marks) *

Describe how your IPA organised and managed coordination among the key stakeholders involved in the investment project. Focus on the governance or coordination mechanisms adopted, the respective roles of the IPA and partner institutions, how issues were escalated and resolved, and how coordination contributed to timely decision-making and project implementation. Rather than listing all stakeholders, concentrate on the arrangements and practices that made coordination effective. (max 350 words)

0/50

Question 4. Describe the Most Significant Challenge that Could Have Materially Impacted the Investment Project and How Your IPA Helped Resolve It (20 Marks) *

Describe the single most significant challenge or bottleneck that could have materially delayed, disrupted or jeopardised the implementation of the investment project. Explain the role played by your IPA in addressing the challenge, including the actions taken, the stakeholders involved, the solution adopted and the outcome achieved. Where relevant, explain how your intervention helped reduce delays, mitigate risks, improve investor confidence or facilitate timely project implementation. (max 300 words)

0/50

Question 5. How has your IPA strengthened its investment facilitation capabilities over the period January 2023 – June 2026? (20 Marks) *

Describe the four or five most significant initiatives introduced by your IPA between June 2023 and June 2026 that have strengthened its investment facilitation capabilities. Explain how your investment facilitation function has evolved during this period, highlighting the transition from previous practices to the current approach. The initiatives may relate to organisational reforms, dedicated facilitation teams, investor relationship management, inter-agency coordination, project monitoring, service standards, digital solutions, policy or regulatory improvements, staff capability development, or other institutional enhancements. Where relevant, briefly explain how these initiatives contributed to the successful implementation of the investment project submitted under this application. (max 300 words)

0/50

Supporting Documents

Browse Files

Drag and drop files here

Please upload any relevant supporting documentation that strengthens your submission, such as project summaries, investor testimonials, impact assessments, government notifications, photographs, publications or media coverage.

Evaluation Criteria

Section	Marks
0. Investment Project Profile	(Not Scored)
1. Investment Facilitation Journey	20
2. Exceptional Facilitation Practices	20
3. Coordination Across Government	20
4. Challenges & Resolution	20
5. Institutional evolution and strengthening of facilitation capabilities	20
Total	**100**

Back

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