



AWARDS SUMMARY

On September 22, ITR will host its annual ITR Americas Tax Awards 2022 in New York, celebrating the best tax and transfer pricing firms and lawyers in North, Central and South America, as well as the leading firms across six US metropolitan areas.

There are five sets of awards: national/jurisdictional firm of the year; regional firm of the year; practice leader of the year; in-house awards for teams and individuals; and the impact case and deal awards, recognising the most influential deals and cases from across the region.

The 2022 awards will review all the work and achievements that had key milestones between February 1 2021 to January 31 2022. For impact deal and case awards, deals/cases must have closed between February 1 2021 and January 31 2022.

Research overview

A single, multi-use submission form will provide the basis for the awards research. Please submit the completed form using the online submission portal, available on ITR.com.

The submission deadline is March 9 2022

As well as reviewing the written submissions, which are a vital part of the awards research, ITR will speak with leading practitioners and in-house counsel across the market.

For any queries about the research, please contact: james.wilson@legalmediagroup.com

You may include confidential matters on the submission form, but please mark all confidential information clearly in **RED**. All information will be used for research purposes only. Submissions in alternative formats are accepted, but please take care to note the information that the form asks for.

The ITR Americas awards will recognise:

- **National / Jurisdictional Tax Firm of the Year**
- **Regional Tax Firm of the Year**
- **Practice Leader of the Year**
- **Impact Deal and Case Awards**
- **In-house Team / Individual of the Year**

CATEGORIES AND CRITERIA

Judging process

The primary basis for awarding firm, team and individual awards is the role that a firm, team or individual had on key deals/cases/matters, judged according to four metrics:

- **Size:** not conclusive, though it does indicate what a tax team is capable of handling
- **Innovation:** did a firm's advice show something more than the straightforward answer that is commonly used? Did the matter address tax issues that were novel or untested? What ingenuity did the firm show? Has the work set any precedents?
- **Complexity:** did the matter have complexities that were out of the ordinary? What specialist attributes did a firm draw from to solve them? Were there pressures on the project that added complexity to managing the work, such as timing issues, political/public scrutiny, multiple parties etc? Were there cross-border considerations?
- **Impact:** what effect did the matter have on the client's business? Was it transformative? What has the conclusion of the matter enabled the client to achieve? Did the work have a wider impact than just for the client?

Decisions will also encompass the broader research undertaken by the ITR World Tax researchers. All decisions are made by an internal panel consisting of the ITR editors, the ITR awards team and the ITR World Tax research team. All decisions are made independently.

National / Jurisdiction Tax Firm of the Year

- **Tax Firm of the Year:** will go to the best overall tax firm in its jurisdiction based on its record in advising clients on direct and indirect tax matters; disputes; policy; innovation; compliance and reporting; diversity and inclusion; and technology.
- **Transfer Pricing Firm of the Year:** will go to the best overall TP firm in its jurisdiction based on its record in advising clients on TP projects, standalone or transaction-related; TP disputes; TP policy; diversity and inclusion; and technology.

These awards will be given for the following jurisdictions:

- Argentina
- Bolivia
- Brazil
- Canada
- Caribbean^{II*}
- Central America^I
- Chile
- Colombia
- Ecuador
- Mexico
- Paraguay*
- Peru
- Uruguay
- US
- Venezuela

And the following US metropolitan areas:

- US: Chicago*
- US: Houston and Dallas*
- US: Los Angeles*
- US: New York*
- US: San Francisco & the Bay Area*
- US: Washington DC*

^I Includes Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama

^{II} The Dominican Republic is considered as a part of the Caribbean for judging purposes

*In these jurisdictions there will only be a single, overall Tax Firm of the Year award

Note: categories may be added or modified based on quantity and quality of submissions

Regional Tax Firm of the Year

The Pan-American and regional awards will go to firms that demonstrated an outstanding record in the relevant regionwide category.

The “Deal/case highlights” section of the submission form is key for judging these award categories; further research will also be conducted by the team. The submission form also allows for direct nominations to specialised award categories.

The regional award categories are:

- Diversity & Inclusion Firm of the Year
- Pro Bono Firm of the Year*
- Best Newcomer*
- International Tax Law Firm of the Year in the Americas
- Regional Tax Firm of the Year
- Tax Innovator of the Year*
- Tax Technology Firm of the Year*
- Tax Compliance and Reporting Firm of the Year*
- Tax Policy Firm of the Year*
- Tax Court Firm of the Year
- Indirect Tax Firm of the Year*
- Transfer Pricing Firm of the Year
- Tax Firm of the Year

*These awards have dedicated sections on the submission form

The best firms across North America and Latin America will also be recognised in the categories:

- North America Litigation and Disputes Firm of the Year
- Latin America Litigation and Disputes Firm of the Year
- North America Transfer Pricing Firm of the Year
- Latin America Transfer Pricing Firm of the Year
- North America Tax Firm of the Year
- Latin America Tax Firm of the Year

Please note the following specific criteria:

- **Americas Diversity & Inclusion Award:** the winning firm will not only need to show a strong record for and commitment to initiatives promoting diversity, equity, and inclusion, within their own firm, the markets and wider industry, over the review period, but will also need to demonstrate that their diversity policy has had a positive impact on their performance and their client offering. Where possible, please include examples of programmes and statistics. Career development, diversity in women practitioners, gender diversity and work-life balance will be considered.
- **Americas Pro Bono Award:** judges will evaluate a firm’s commitment to its pro bono programmes; to reducing the environmental impact of operations; promoting workforce development and social mobility; innovative and effective initiatives to strengthen local communities in which firms are domiciled; and ethical business conduct.
- **Americas Best Newcomer Award:** will go to the best performing and most promising young tax firm that has been set up in a jurisdiction in the Americas region in the past five years (incorporation no earlier than 2017).

- **International Firm in the Americas Award:** will go to the best firm headquartered outside the Americas during the review period, demonstrating: a deep commitment, integration and understanding of the region's markets; outstanding performance on sophisticated and challenging projects; or an impressive growth into the region.
- **Americas Regional Firm Award:** will go to an industry-leading independent national firm headquartered in the region. The winner will have demonstrated consistent high performance on the most sophisticated and innovative projects in its market, as well as an ability to support clients on complex regional projects. Judges will consider cross-border and domestic tax work, indirect tax, disputes, policy and TP work during the review period.
- **Americas Innovator Award:** seeks to reward pure innovation. Judges will consider a single innovation or a series of innovations that have come into live production and that solve real world-problems for customers, or improve, strengthen or clarify the tax environment. This could include innovative proposals that develop tax policy, rules, frameworks and treatment; bring certainty to new areas of business; or provide clients with a new way of handling a tax issues.
- **Americas Tax Technology Award:** will award a firm for its development and application of a piece of technology that has come into live production and that solves real world-problems for clients. We will consider the firm's work in developing the technology; how the technology has helped the firm to better support clients; and how the technology has transformed a client's approach tax. Judges will look at impact, efficiency savings, sophistication, and precedent value.
- **Americas Compliance and Reporting Award:** the winning firm will have demonstrated an exceptional record in tax compliance and reporting for clients during the awards period, including: the delivery of sophisticated reporting solutions for clients and work across multiple jurisdictions or with complex or uniquely challenging compliance demands.
- **Americas Tax Policy Award:** seeks to recognise a firm for its contribution to the development of national or multinational tax policy in consultations with public authorities between February 1 2021 - January 31 2022. The importance and impact of the policy change will be considered, along with the role that the firm played in its development. Results of a firm's contributions should be included in the submission.
- **Americas Tax Court Award:** will go to the firm with the most impressive court wins during the review period. The award will reflect a firm's achievements in resolving / concluding disputes decided by courts in the Americas. To be considered, the final decision on proceedings, after all appeals, must have been delivered before January 31 2022.
- **Americas Indirect Tax Award:** the winning firm will have demonstrated exceptional performance in delivering sophisticated tax advice on complex, challenging and high-stakes cross-border or domestic indirect tax work during the awards period.

- **Americas Transfer Pricing Award:** will go to the best transfer pricing firm in the Americas during the awards review period, based on a firm's record in delivering sophisticated advice in cross-border or domestic TP work. We will pay particular attention to the delivery of multi-jurisdictional client solutions and TP projects that involve new or developing frameworks.
- **Americas Tax Firm Award:** will recognise the best overall tax firm in the Americas, based on performance and impact across tax, indirect tax, disputes, policy, innovation, diversity and inclusion and technology. Impact across the region and beyond national borders, will score highly
- **North America / Latin America Litigation and Disputes Award:** will go to the best litigation and disputes firms, based on their achievements in resolving / concluding disputes and tax controversies decided in the Americas. Judges will rate in-court litigation highly. To be considered, the final decision on proceedings, after all appeals, must have been delivered before January 31 2022. The firm must be based in the respective region.
- **North America / Latin America Tax and Transfer Pricing awards:** the winners will be the overall best firms in their regions for both tax and TP. Judges will focus on regional impact but will also consider firms that demonstrated outstanding performance in their national markets. The tax award will include tax, indirect tax, disputes, policy, technology, innovation and diversity and inclusion, excluding TP. The TP award will focus exclusively on TP-specific work and projects.

Practice Leader of the Year (individual)

Candidates must be a practice leader. The awards will be given to the individual that demonstrates the best record in leading their team in the relevant area: tax, indirect tax, litigation and disputes and TP. The awards will reflect the individual's record in leading their team's work for clients, as well as in development of their team to better service clients and for the betterment of the firm. The winner from the previous year will be excluded from the following year's shortlist.

The research team will also consider individuals that led on the most impactful cases/deals in each market.

The award categories for Practice Leader of the Year will be:

- North America Tax Practice Leader
- Latin America Tax Practice Leader
- North America Transfer Pricing Practice Leader
- Latin America Transfer Pricing Practice Leader
- North America Tax Litigation and Disputes Practice Leader*
- Latin America Tax Litigation and Disputes Practice Leader*
- North America Indirect Tax Practice Leader
- Latin America Indirect Tax Practice Leader

*For litigation and disputes, we will consider successful work on pre-court settlements, court cases that made a material difference to clients and cases that have had a substantial impact on the development of tax law

Impact Deal and Case Awards

ITR will award the most impactful deals and cases that closed between February 1 2021 and January 31 2022. The deal and case highlights from the submissions will form the basis of this research. The ITR team will also review other sources and consult leading practitioners and in-house counsel.

The four key metrics for judging deals/cases are:

- **Size/value:** only where size/value is a direct indicator of a matter's impact on the market and where it added to the complexity and challenges of that matter
- **Innovation:** did a deal/case address tax issues that were novel or untested? Did the matter set any precedents, or will it change how similar matters in the future are approached or resolved? Did the matter result in any rule clarifications or changes?
- **Complexity:** did the matter have complexities that were out of the ordinary? Did they require specialist advice across different disciplines? Were there other challenges that compounded the matter: number of parties, political sensitivities, public scrutiny, timing etc
- **Impact:** was the matter transformative for the client's business? Has it had a wider impact on the industry/sector?

In-house Team / Individual of the Year

There is a dedicated submission form for all in-house awards. Awards will be based on the work handled by a team / individual between February 1 2021 and January 31 2022, as well as a team/individual's performance, achievements and influence in supporting their companies. The awards will recognise industry-leading in-house teams / individuals in tax, indirect tax, disputes and transfer pricing.

Teams/individuals must be based in the Americas. They may be part of a wider tax team, or work across several tax areas, but the examples presented must highlight achievements specific to the relevant award category.

There will be in-house awards recognising the achievements of both in-house tax teams and individual in-house counsel. The in-house team awards will include the following categories:

- Tax Team of the Year
- Indirect Tax Team of the Year
- Transfer Pricing Team of the Year
- Tax Technology Team of the Year

Individual awards will be based on an in-house tax director's work, including deals/cases; transformative projects; team development; and industry-wide advocacy, influence and thought leadership. Candidates will need to demonstrate an outstanding record in leading their team on projects that made a material difference to the company; in championing the importance of good tax planning and practice at the highest level of the company; or in influencing tax developments through industry associations or participation in government consultations.

Individual in-house awards will cover the following categories:

- Tax Director of the Year
- Transfer Pricing Director of the Year
- Indirect Tax Director of the Year