



AWARDS SUMMARY

On September 23, ITR will host its annual ITR Americas Tax Awards 2021 in New York, celebrating the leading 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 four broad sets of awards for national firm of the year, regional firm of the year, in-house team of the year, and individual practice leader of the year. ITR will also announce the winning impact deals and cases.

Review period: The 2021 awards will review all the work and achievements that had key milestones or closed during the research period – February 1 2020 to January 31 2021. For impact deal and case awards, deals and cases must have closed between February 1 2020 and January 31 2021.

Research overview

A single, multi-use submission form will provide the basis for the awards research. To have your work and achievements reviewed for the awards, please submit the [Submission Form](#) through the [Online Submission Portal](#).

The submission deadline is March 31 2021.

As well as reviewing the written submissions, which form a vital part of the awards research, the awards team will also be speaking 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** on the form. All information will be used *strictly* for research purposes only. We are also happy to accept submissions in alternative document format, but please take care to note the information that the form asks for.

The ITR Americas awards will recognise:

- **National / Jurisdiction 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 awards will be based primarily on 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?
- **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?

All award decisions are made by an internal panel consisting of awards researchers and the ITR editors. All decisions are made independently. Throughout the research, the team will review all written submissions and speak with leading practitioners and in-house counsel.

National / Jurisdiction Tax Firm of the Year

National firm of the year awards will be divided into:

- **Tax Firm of the Year:** for the firm that demonstrates exceptional performance and impact in advising clients on direct and indirect tax matters in its jurisdiction, as part of cross-border matters or as domestic deals, cases or projects.
- **Transfer Pricing Firm of the Year:** for the firm that can demonstrate exceptional performance and impact in advising clients on transfer pricing matters.

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.

Regional Tax Firm of the Year

The Pan-American and regional awards will go to firms that displayed outstanding strength and depth in the relevant category. The awards will be based on the work handled by firms that closed or had key milestones during the February 1 2020 – January 31 2021 period.

Section 2 “Deal/case highlights” of the submission form will provide a vital basis for judging all these award categories, as well as the further research conducted by the team. As noted below, for some categories, the submission form has a dedicated Section 3 “Special award categories” area.

The award categories are:

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

*These awards have a dedicated Section 3 “Special award categories” on the submission form.

The best performing firms will also be recognised across North America and Latin America in the following 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:** for the top tax team across the region that has used a diverse range of people across its tax team to complete goals to further diversity through tax matters. The evaluation will consider how your firm has embraced diversity and inclusion in the workplace, looking at balance and policies across gender, culture, LGBT, disabilities and social class. Where possible, please include examples of programs and statistics. (Submission form, Section 3)
- **Americas pro bono award:** for the top tax team across the region that has engaged in the most impactful pro bono work with presentable results in the awards period. (Submission form, Section 3)

- **Americas best newcomer award:** for any international tax practice that has been set up in any jurisdiction across the Americas region in the past five years (incorporation no earlier than 2016).
- **International firm in the Americas award:** for the team at the non-American firm that has displayed outstanding strength in depth in cross-border work in the awards period in the region.
- **Americas regional firm award:** for the firm that demonstrate an exceptional ability to deliver complex, innovative tax advice in cross-border or domestic tax, indirect tax and TP work during the review period. The firm must be an independent national firm headquartered in the region.
- **Americas innovator award:** for the firm that has used an innovative offline or online approach or solution to deal with a tax matter, or explain the practicalities of tax and increase the understanding of clients. (Submission form, Section 3)
- **Americas tax technology award:** for the firm that has used/implemented/integrated new technology-based processes, systems or tools to improve the efficiency of a tax team. (Submission form, Section 3)
- **Americas compliance and reporting award:** for the firm that has displayed exceptional strength in tax compliance and reporting matters in the awards period. (Submission form, Section 3)
- **Americas policy award:** for the firm that has contributed most to the development of national tax policy in consultations with the government between February 1 2020 - January 31 2021. Results of the contributions should be included in the submission. (Submission form, Section 3)
- **Americas tax court award:** recognising 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 2021.
- **Americas indirect tax award:** for the firm that demonstrates an exceptional ability to deliver complex, innovative tax advice in cross-border or domestic indirect tax work during the awards period.
- **Americas transfer pricing award:** for the firm that demonstrates an exceptional ability to deliver complex, innovative tax advice in cross-border or domestic TP work during the awards period.
- **Americas tax award:** for the tax firm with the most impressive overall record across all categories.

- **North America / Latin America litigation and disputes awards:** recognising 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 2021. The firm must be based in the respective region.
- **North America / Latin America tax and transfer pricing awards:** for the firms that demonstrate an exceptional ability to deliver complex, innovative tax advice in cross-border or domestic tax and TP work during the awards period. The firm must be based in the respective region.

Practice Leader of the Year (individual)

These awards will be given to the private practitioner that can demonstrate an outstanding record of achievement in leading their team in complex and innovative work for clients in the relevant areas: tax, transfer pricing, indirect tax, and litigation and disputes. The awards will also reflect the development of their team’s practice in the relevant area. The winner from the previous year will be excluded from the following year’s shortlist.

The awards will prioritise work examples and developments that closed or had key milestones between February 1 2020 – January 31 2021. The research team will consider lawyers that led on case/deal highlights and written nominations from Section 3 “Special award categories” of the submission form.

The award categories for practice leaders 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, the awards will consider successful work on pre-court settlements, court cases that made a material difference to their 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 2020 and January 31 2021. 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:** 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?
- **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?

In-house Team / Individual of the Year

There is a dedicated submission form for all in-house team awards. Awards will be based on the work handled by a team / individual between February 1 2020 and January 31 2021. The awards will recognise exceptional work on direct tax, transfer pricing, indirect tax and tax technology matters.

The tax teams must be based in the Americas. Teams may be part of a wider tax team, or work across several tax areas, but the examples presented must focus on the specific 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. Eligible candidates will demonstrate an outstanding record of achievement in leading their team in work that made a material difference to their company; and/or in the development of tax through their representation in 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