

Submission provided? _____

Submission status _____

Company name _____

tech growth business of the year award

Sponsored by ECI Partners

CRITERIA. The winner will be able to demonstrate organic compound annual revenue growth greater than 10% over the last three years and be profitable with a minimum revenue of £5m for the last accounting period. The Voting Panel will use qualitative as well as quantitative measures in determining the winner – and so will be looking for a company that has a quality management team, excellent financial performance and unique IP, or a great technology platform at the heart of the business, all of which are driving growth.

key details

Contact name _____
 Telephone _____
 Main activity _____

 Year founded _____
 Co. reg. no. _____
 Website _____

 Head office address _____

 Postcode _____
 Country _____

key financials

Last financial year ends:	2019	2018	2017	2016
Trading weeks	_____	_____	_____	_____
Revenue UK (£'000)	_____	_____	_____	_____
Revenue international (£'000)	_____	_____	_____	_____
Gross profit	_____	_____	_____	_____
Operating profit (£'000)	_____	_____	_____	_____
Adjusted operating profit (excluding directors' remuneration/exceptional items – please explain below)	_____	_____	_____	_____
Number of employees	_____	_____	_____	_____
Directors (add no. if too many)	_____	_____	_____	_____
Shareholders (add no. if too many)	_____	_____	_____	_____
Notes: additional details (if required)	_____	_____	_____	_____

notes

We will judge nominations based on your answers to the following questions (please answer each question with max. 300 words)

ABOUT YOUR BUSINESS

What does your business do? When was it established? Key investors? Why has it grown so fast? How sustainable is this? Have you made any significant acquisitions? Have you taken any external finance to help with this growth? Why should you win this award in 2019?

MAX: 300 WORDS PER RESPONSE

YOUR BUSINESS MODEL

How do you charge for the products or services you offer? E.g. is it a one-time fee, long term contracts, traditional software model, SaaS or another model?

MAX: 300 WORDS PER RESPONSE

notes continued

YOUR GROWTH STRATEGY

What is your growth strategy and how has it changed in recent years? How will you achieve this?

MAX: 300 WORDS PER RESPONSE

YOUR GROWTH MEASURES (CAGR)

Three years' CAGR figures are required (see below). How do your growth rates compare to other businesses of your size and industry?

3-year CAGR (%) -
turnover growth:

MAX: 300 WORDS PER RESPONSE

YOUR INNOVATION

What are you doing differently that contributes to your success? Can you pinpoint your success to one idea or strategy in particular? How do you rate the importance of innovation within your business, and what specific measures do you have in place to foster an environment in which innovative ideas can flourish?

MAX: 300 WORDS PER RESPONSE

MARKET AND COMPETITION

Please explain the nature of the market in which you operate, your key competitors and your competitive advantage.

MAX: 300 WORDS PER RESPONSE

MANAGEMENT AND LEADERSHIP

Who leads your business? Please explain the unique skills the individuals, the board and management bring.

MAX: 300 WORDS PER RESPONSE

ANY ADDITIONAL COMMENTS?

MAX: 300 WORDS PER RESPONSE

PLEASE SEND THIS SUBMISSION TO:

jo.thomas@ford-sinclair.co.uk

By completing and submitting this submission form, you are consenting to any information within this form being shared with our Voting Panel of carefully selected judges.