

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:

2018

2017

2016

2015

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. 1,000 characters, including spaces)

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: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

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: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

notes continued

YOUR GROWTH STRATEGY

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

MAX: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

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: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

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: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

MARKET AND COMPETITION

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

MAX: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

MANAGEMENT AND LEADERSHIP

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

MAX: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

ANY ADDITIONAL COMMENTS?

MAX: 1,000 CHARACTERS PER RESPONSE, INCLUDING SPACES

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.