

### 1 Key details

Company		Website	
Company registration number			
Main activity		Founded	
Head office address		Contact name and number	

### 2 Key financials (last financial year ends)

	2017	2016	2015	2014
Trading weeks				
Revenue (£'000)				
Gross profit				
Operating profit (£'000)				
Adjusted operating profit (excl. directors remuneration/exceptional items – please explain below)				
Number of employees				
Directors (add no. if too many)				
Shareholders (add no. if too many)				

### 3 Notes

<b>Criteria</b>	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.
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We will judge nominations based on your answers to the following questions: (please answer with max 1,000 characters including spaces per box)

**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 2018?

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

**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 required. How do your growth rates compare to other businesses of your size and industry?

Max: 1,000 characters per response, including spaces

	3 year CAGR (%)
Turnover growth	

**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

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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 to be shared with our voting panel of carefully selected judges.