



**Deloitte Technology Fast 50
Central Europe 2018**
Application guidelines

50 | Technology **Fast 50**
2018 CENTRAL EUROPE

Application guidelines

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Before you apply...

Do you have everything you need?

1. CEO and marketing/PR team contact information,
2. Company details: address/registration number/website/ownership structure/etc.,
3. FY'2017 financial statements*,
4. FY'2016 financial statements*,
5. FY'2015 financial statements*,
6. FY'2014 financial statements*,
7. Proprietary technology description.

*Financial statements must be sent via email upon completion of the entire application. Please send all statements and supporting documentation to cefast50@deloittece.com.



Technology Fast 50

Eligibility requirements

In order to be eligible for the **Technology Fast 50 Central Europe** Programme companies must:

1. **Be in business a minimum of 4 years** - founded on or prior to December 31, 2013.
2. **Own proprietary intellectual property or proprietary technology***, sold to customers in products that contribute to a majority of the company's operating revenues.
 - Own proprietary technology that contributes to a significant portion of the company's operating revenues.
 - Manufacture a technology related product.
 - Devote a significant proportion of operating revenues to research and development of technology.
 - Be technology intensive, or use unique technology to solve problems.
3. Have **base-year operating revenues of at least €50,000** in 2014, 2015, 2016 and a current year operating revenue (2017) of at least **€100,000**.
4. Be headquartered **within Central Europe**.

Notes: Subsidiaries or divisions of companies are not eligible unless they have some public ownership and are separately traded. Companies that are acquired prior to the finalization of the list are not eligible to participate.

The application should go through the country where the operational HQ is located.

**Note:*

1. *Using other companies' proprietary technology or intellectual property in a unique way does not satisfy this requirement.*
2. *Consulting companies, professional service firms, resellers, and others are not eligible.*

Technology Fast 50

More information

Percentage revenue growth is computed as:

$$[(\text{FY}'17 \text{ revenue} - \text{FY}'14 \text{ revenue}) / \text{FY}'14 \text{ revenue}] \times 100$$

Disclosures - percentage growth vs. revenue:

The Fast 50 ranking discloses percentage revenue growth. Revenue is not disclosed, however, participants are required to provide revenue support to Deloitte.

Companies are classified in one of the following industry segments:

- Communications
- Environmental Technology
- Fintech
- Hardware
- Healthcare and Life sciences
- Media and Entertainment
- Software



Technology Fast 50

Industry segments

Communications:

- Equipment manufacturer
- Satellite telecommunications service
- Service provider
- Wireless service provider
- Other

Environmental Technology

- Clean tech
- Energy tech
- Green tech
- Other

Fintech

- Asset management
- Cryptocurrency
- Consumer credit/Lending
- Digital banking
- Insurtech
- Money transfer
- Payments
- Regtech
- Other

Hardware

- Electronic devices/Computers/Peripherals
- Semiconductors/Components
- Internet of things
- Other

Healthcare and Life sciences

- Biotechnology
- Medical Devices
- Medtech
- Other

Media and Entertainment

- Adtech
- Digital commerce
- Gaming
- Over the top service
- Social media
- Other

Software

- App development/Mobile
- Artificial intelligence
- Blockchain
- Consumer software
- Data analytics
- Enterprise software
- Food Tech
- Health Tech
- HR training
- Logistics
- Real estate
- SaaS/Cloud
- Security
- Smart city/Mobility/Transport
- Social Enterprise /Not for profit/Charity
- Tourism/Travel/Lodging
- Other

Rising Stars

Eligibility requirements

This Technology Fast 50 Central Europe subcategory recognizes companies that are too young to be listed in Fast 50, but are growing rapidly. **Rising Stars** must:

1. **Be in business a minimum of 3 years** - founded on or prior to December 31, 2014.
2. **Own proprietary intellectual property or proprietary technology***, sold to customers in products that contribute to a majority of the company's operating revenues.
 - Own proprietary technology that contributes to a significant portion of the company's operating revenues.
 - Manufacture a technology related product.
 - Devote a significant proportion of operating revenues to research and development of technology.
 - Be technology intensive, or use unique technology to solve problems.
3. Have **base-year operating revenues of at least €30,000** in each of the past 3 years (2015-2017).
4. Be headquartered **within Central Europe**.

Notes: Subsidiaries or divisions of companies are not eligible unless they have some public ownership and are separately traded. Companies that are acquired prior to the finalization of the list are not eligible to participate.

The application should go through the country where the operational HQ is located.

**Note:*

1. *Using other companies' proprietary technology or intellectual property in a unique way does not satisfy this requirement.*
2. *Consulting companies, professional service firms, resellers, and others are not eligible.*

Big 5

Eligibility requirements

The **Big 5** is a special category which recognizes those technology companies which are too big to compete in growth rates with smaller companies participating in the main Fast 50 ranking but are still growing at a rapid pace for their size. **Big 5** companies must:

1. **Be in business a minimum of 4 years** - founded on or prior to December 31, 2013.
2. **Own proprietary intellectual property or proprietary technology***, sold to customers in products that contribute to a majority of the company's operating revenues.
 - Own proprietary technology that contributes to a significant portion of the company's operating revenues.
 - Manufacture a technology related product.
 - Devote a significant proportion of operating revenues to research and development of technology.
 - Be technology intensive, or use unique technology to solve problems.
3. Have **base-year operating revenues of at least €50,000** in 2014, 2015, 2016 and a current year operating revenue (2017) of at least **€25 million**.
4. Be headquartered **within Central Europe**.

Notes: Subsidiaries or divisions of companies are not eligible unless they have some public ownership and are separately traded. Companies that are acquired prior to the finalization of the list are not eligible to participate.

The application should go through the country where the operational HQ is located.

**Note:*

1. *Using other companies' proprietary technology or intellectual property in a unique way does not satisfy this requirement.*
2. *Consulting companies, professional service firms, resellers, and others are not eligible.*

Most Disruptive Innovation award

Eligibility requirements

The award for the **Most Disruptive Innovation (MDI)** was introduced by Deloitte Central Europe in 2016. It recognizes a Central European company that develops a unique and innovative product or provides services that have a revolutionary impact on the market.

Those interested in applying for the **MDI award** must:

1. **Develop a technology that disrupts the market.**
2. Be headquartered **within Central Europe.**

Important note

The CE MDI and SI awards are not a part of the Fast 500 EMEA Programme. The winner/winners will be selected based on an assessment by an independent jury.

Social Impact award

Eligibility requirements

The newest addition to the Programme is a special award for **Social Impact (SI)**. It recognizes a company which successfully links great digital products/services with a positive impact on society and/or the environment.

Those interested in applying for the **SI award** must:

1. Sell a product and/or a service that **makes a contribution to the achievement of at least one of the Sustainable Development Goals 2030 (SDGs) of United Nations**.
2. Be headquartered **within Central Europe.**

Examples: digital solutions that support kids' education or products that contribute to urban sustainable development.

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Application Form

1. Company information

- Company name
- Registration number
- Company website

2. Company location

- Street address
- City
- Postal code
- Country

3. Your contact details

- Name (first, surname)
- Position in company
- E-mail
- Contact number

4. Details of the current Chief Executive Officer

- Name (first, surname)
- E-mail

5. Type of company

- Listed
- Private

6. Is your company a subsidiary of another company (more than 50% controlled by another entity)?

- Yes
- No

If you choose 'Yes', please provide name of the company.

7. When did your company officially begin to operate (month and year)?

8. How many employees did your company have in 2014?

9. How many employees did your company have in 2017?

10. Please choose the industry sector that best describes your business:

- Communications
- Environmental Technology
- Fintech
- Hardware
- Healthcare and Life sciences
- Media and Entertainment
- Software

Technology Fast 50

Application Form

11. Has your company developed its own proprietary technology?

- Yes (if so, when)
- No
- If uncertain, please describe what your company does.

12. Provide a description of your company and proprietary technology.

13. Gross operating revenues

- Specify currency
- Fiscal year start (month)
- FY17
- FY16
- FY15
- FY14

All financial statements must be sent to cefast50@deloittece.com.

14. What was your estimated expenditure on R&D activities in 2017?

- None
- 1-5% of operating revenue
- 6-25% of operating revenue
- 26-50% of operating revenue
- 51% and more of operating revenue

15. Is your company focused on having positive impact on society and/or environment? If so, you can also apply for the Social Impact award, which is additional to the main Fast 50 category.

- Yes
- No

If you choose 'Yes', please explain how the product/service supports accomplishment of indicated Sustainable Development Goals (SDG)* targets. What is the impact of your product/service?

16. Where did you hear about the Programme?

- LinkedIn
- Facebook
- Previous Fast 50 Finalist
- Media (newspaper/online/press)
- Email notification - please specify the source
- Deloitte employee
- Programme Partner
- Other

Those interested in entering for a chance to win the 'Most Disruptive Innovation' award, please complete the additional questionnaire, once you finish the Fast 50 application.

**The impact will be assessed by using criteria based on the [Sustainable Development Goals 2030 \(SDGs\) of United Nations](#).*

Most Disruptive Innovation Award

Application Form

A. Company name

B. Company profile: Explain the product/service/proposition you provide and the revenue model.

C. Technology: Describe the technology/innovation you have developed. What is unique about it? How disruptive is the innovation that you have developed?

D. Relevance for society: Describe what specific societal needs are being addressed by your technology.

E. Unique selling points: How distinctive is your company/technology in comparison to those of your competition? What is your competitive advantage?

F. Impact: Do you measure your impact on the economy, environment, society? If so, please describe how.

G. Client portfolio: Give at least 1 client name with contact information. The client might be used as a reference.

H. Sales approach: Describe your sales approach, from concept to initial sale.

I. Ambition: Describe your ambition(s). What are your goals and ambitions for the next three years? Will your business grow out to be a Technology Fast 50 company? If so, how will you achieve this?



Ready to apply?

Apply now!

All questions and comments can be sent to

cefast50@deloittece.com

To find out more visit

www.deloitte.com/cefast50

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