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**Deloitte Technology Fast 50
Central Europe 2019**
Application guidelines

50 | Technology **Fast 50**
2019 CENTRAL EUROPE

Before you apply...

Do you have everything you need?

What you need to apply:

1. CEO and marketing/PR team contact information,
2. Company details: address/registration number/website/ownership structure/etc.,
3. FY'2018 financial statements*,
4. FY'2017 financial statements*,
5. FY'2016 financial statements*,
6. FY'2015 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, 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 €50,000** in 2015, 2016, 2017 and a current year operating revenue (2018) 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.

*The CE Fast 50 Programme is open to companies with headquarters based in the following countries: Estonia, Latvia, Lithuania, Poland, the Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Croatia, Bosnia and Herzegovina, Slovenia, Serbia, Montenegro, North Macedonia, Moldova, Albania and Kosovo.

More information

A definition of the proprietary technology:

Proprietary technology is any combination of processes, tools, techniques or systems of interrelated connections that are the property of a business or an individual. These combinations provide a benefit or competitive advantage to the owners of proprietary technologies.

Companies that are capable of developing useful proprietary technologies in-house are rewarded with a valuable asset: they can either use it exclusively or profit from the sale of licensing of their technology to other parties. Access to valuable proprietary technologies can also be purchased, but this option is often costlier and comes with greater restrictions on the use of underlying technologies.*

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.

*Source: <https://www.investopedia.com/terms/p/proprietarytechnology.asp>



More information

Percentage revenue growth is computed as:

$$[(\text{FY}'18 \text{ revenue} - \text{FY}'15 \text{ revenue}) / \text{FY}'15 \text{ revenue}] \times 100$$

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



Industry segments

Detailed information

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, 2015.
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 €30,000** in each of the past 3 years (2016-2018).
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.

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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, 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 €50,000** in 2015, 2016, 2017 and a current year operating revenue (2018) 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.

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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 will disrupt the market.**
2. Be headquartered **within Central Europe.**

Important

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

Special award for **Social Impact (SI)** was introduced by Deloitte Central Europe and Ashoka in 2018. 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 clear 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, easy to use solutions which improves quality of education
- innovative solution for waste management
- smart city solutions etc.

Please note that CSR activity of the company won't count and only real product and/or service offered by the company which links to the implementation to SDGs will be taken into consideration for this award.

Technology Fast 50 Application Form

1. Has your company developed its own proprietary technology?

- Yes
- No

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

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

3. Company information

- Company name
- Registration number
- Company website

4. Company location

- Street address
- City
- Postal code
- Country

5. Your contact details

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

6. Details of the current Chief Executive Officer

- Name (first, surname)
- E-mail

7. Type of company

- Listed
- Private

8. 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.

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

10. How many employees did your company have in 2015?

Technology Fast 50 Application Form

11. How many employees did your company have in 2018?

12. When has your company developed its own proprietary technology?

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

14. Gross operating revenues

- Specify currency
- Fiscal year start (month)
- FY18
- FY17
- FY16
- FY15

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

15. 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 Parter
- Other

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

Does company that develop a unique and innovative product or provide services that have a revolutionary impact on the market? If so, you can also apply for the Most Disruptive Innovation award, which is additional to the main Fast 50 category.

- Yes
- No

Is your company having positive impact by your products 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

Most Disruptive Innovation award Application Form

Most Disruptive Innovation: Why do you believe that your innovative products or services have a revolutionary impact on the market? In your answer please consider your company's profile, developed technology, relevance for society, unique selling points, impact, sales approach and ambition.

Social Impact award Application Form

Social Impact: If you choose 'Yes', please explain how your products/services support accomplishment of Sustainable Development Goals (SDG)* targets.

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



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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