



**Deloitte Technology Fast 50 Central Europe**  
Application Guidelines  
2017 edition

**50**<sup>TM</sup> | Technology **Fast 50**  
2017 CENTRAL EUROPE

# Before you apply...

## Do you have everything you need?

### **What you need to apply:**

1. CEO, CFO and marketing/PR team contact information,
2. Company details: Address/Registration number/website/ownership structure/etc.,
3. FY'2016 financial statements\*,
4. FY'2015 financial statements\*,
5. FY'2014 financial statements\*,
6. FY'2013 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](mailto:cefast50@deloittece.com).

# Eligibility criteria – Technology Fast 50

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, 2012.
2. Each entrant must be a **technology company**.  
A “technology company” is one that develops or owns proprietary technology that contributes to a significant portion of the company's operating revenues; or manufactures a technology-related product; or devotes a high percentage of effort to research and development of technology. **NOTE:** Using another company’s technology in a unique way does not qualify.
3. Must have a **minimum turnover of €50,000** in each of the past 4 years (2013-2016). Revenue must be accounted for on a consistent basis throughout the full period of four years.
4. Be **headquartered in Central Europe**:
  - Entrants must have an ownership structure that excludes majority owned subsidiaries of foreign strategic entities. Thus, subsidiaries of international companies do not qualify.
  - Entrants can be public or private companies but the parent company must be Central European-owned.

## More information

### Percentage revenue growth is computed as:

$$[(\text{FY'16 revenue} - \text{FY'13 revenue}) / \text{FY'13 revenue}] \times 100$$

### 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 categories:

- Hardware
- Software
- Communications
- Media
- Life Sciences
- Clean Technology

### Questions

For questions or more information contact us at:

[cefast50@deloittece.com](mailto:cefast50@deloittece.com)

## Eligibility requirements – Rising Stars

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, 2013.
2. Each entrant must be a **technology company**.  
A “technology company” is one that develops or owns proprietary technology that contributes to a significant portion of the company's operating revenues; or manufactures a technology-related product; or devotes a high percentage of effort to research and development of technology. **NOTE:** Using another company’s technology in a unique way does not qualify.
3. Must have a **minimum turnover of €30,000** in each of the past 3 years (2014-2016).
4. Be **headquartered in Central Europe:**
  - Entrants must have an ownership structure that excludes majority owned subsidiaries of foreign strategic entities. Thus, subsidiaries of international companies do not qualify.
  - Entrants can be public or private companies but the parent company must be Central European-owned.

## Eligibility requirements – Big 5

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, 2012.
2. Each entrant must be a **technology company**.  
A “technology company” is one that: develops or owns proprietary technology that contributes to a significant portion of the company's operating revenues; or manufactures a technology-related product; or devotes a high percentage of effort to research and development of technology. **NOTE:** Using another company’s technology in a unique way does not qualify.
3. Must have a **minimum turnover of €50,000** in each of the past 4 years (2013-2016). 2016 revenues must be in excess of €25 milion.
4. Be **headquartered in Central Europe:**
  - Entrants must have an ownership structure that excludes majority owned subsidiaries of foreign strategic entities. Thus, subsidiaries of international companies do not qualify.
  - Entrants can be public or private companies but the parent company must be Central European-owned.

# Most Disruptive Innovation Award

The award for the 'Most Disruptive Innovation' recognizes a 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 in Central Europe:**
  - Entrants must have an ownership structure that excludes majority owned subsidiaries of foreign strategic entities. Thus, subsidiaries of international companies do not qualify.
  - Entrants can be public or private companies but the parent company must be Central European-owned.

Only one winner will be selected based on an assessment by an independent jury.

The MDI award is particularly exciting for us, as we believe it will identify the regional leaders of the future and highlight those companies with the greatest potential to revolutionise their markets, industries and business sectors.

**Magdalena Burnat-Mikosz**  
CE Fast 50 Programme Leader

# Technology Fast 50 Application Form

Below is a summary of company information that must be entered into the Fast 50 application form.

You can use this sheet to help you prepare the relevant information and documents before you click 'apply'.

## 1. Company information

- Company name
- Registration number
- Website address

## 2. Company location

- Street Address
- City
- Postal code
- Country

## 3. Contact details

- Name
- Title
- Email address
- Contact number

## 4. Details of your current CEO

- Name
- Email address

## 5. Type of company

- Listed
- Unlisted

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

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

## 8. How many employees did your company have in 2013?

## 9. How many employees did your company have in 2016?

## 10. What area does your company operate in?

- IT & Digital Solutions
- Clean Technology & Energy
- Biotech, Nanotech & Medtech
- Internet, Media & Telecom

## 11. Which industry sector describes your business best?

- Hardware
- Software
- Communications
- Media
- Life Science
- Renewable Energy

## 12. Has your company developed its own proprietary technology?

# Technology Fast 50 Application Form

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

## 14. Gross operating revenues

Applicants must submit verified financial statements including details of accounting policies to complete their eligibility.

- FY 16
- FY 15
- FY 14
- FY 13
- Currency
- Start of fiscal year (month)

## 15. What was your estimated expenditure on R&D activities in 2016?

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

## 16. Where did you hear about the program?

- LinkedIn
- Facebook
- Previous Fast 50 Finalist
- Media (newspaper/online/press)
- Email notification
- Deloitte employee
- Program Partner
- Other

## 17. Would you like to apply for the 'Most Disruptive Innovation' award?

- Yes
- No

# Most Disruptive Innovation Award Application Form

If you selected 'Yes' in question 17, you will be asked to provide the following additional information pertaining to your innovation.

## Company name

## Company profile

Explain the product / service / proposition you provide and the revenue model.

## Technology

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

## Relevance for society

Describe what specific societal needs are being addressed by your technology

## Unique selling points

How distinctive is your company / technology in comparison to your competition? What is your competitive advantage?

## Impact

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

## Client portfolio

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

## Sales approach

Describe your sales approach, from concept to initial sale.

## 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 here**

All questions and comments can be sent to



**[cefast50@deloittece.com](mailto:cefast50@deloittece.com)**



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