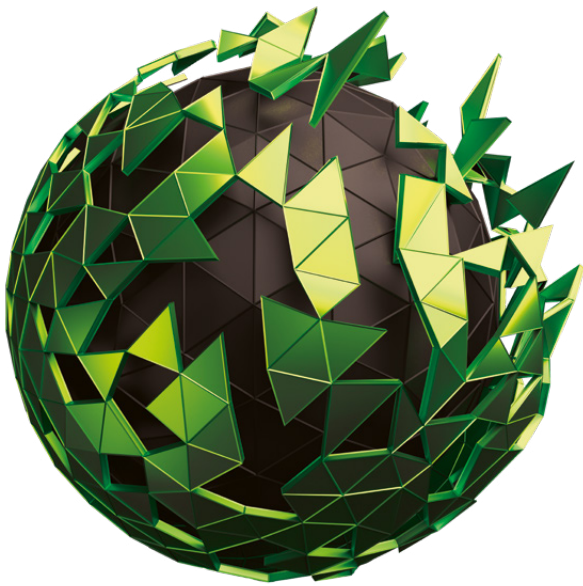


Impact on a different level
Requalification form 2019

Deloitte
Best Managed
Companies
2019



Requalification form 2019

Deloitte Best Managed Companies 2019

The Deloitte Best Managed Companies awards, in association with Bank of Ireland recognises companies operating at the highest levels of business performance. The Deloitte Best Managed Companies designation symbolises Irish corporate success: companies focused on their core vision, creating stakeholder value and excelling in the global economy.

The requalification review process aims to ensure that companies continue to uphold the standard of a Deloitte Best Managed Company requalified member.

Please complete the
following application form
by 5pm on Friday
23 November 2018

How to enter

Please email this form with the requested documentation to ieBMC@deloitte.ie by 5pm on Friday 23 November 2018

Company information

Company legal name:

Company name as it should appear in print:

Please provide details of any changes since last year in regard to company address, contact details etc.

Company Address:

Industry:

Number of staff:

Website:

Twitter Handle:

Please provide details of any changes in senior management since last year.

Eligibility criteria:

Prior to requalifying, companies must ensure that they continue to satisfy the following eligibility criteria:

- Irish/Northern Irish substantially privately owned, managed and controlled companies (incorporated in either the Republic of Ireland or Northern Ireland)
- Turnover in excess of €5 million (£4 million)
- Established for at least five years
- Demonstration of superior financial performance over the past three years

Total revenues reported in millions:

2017

2016

2015

Please include a copy of your most recent audited financial statements with this application together with a copy of your internal financial results, dating back no more than three months. Please include this with your submission or provide an attachment if submitting by email.

We hereby certify that we continue to meet the eligibility criteria in the current year. (Tick as appropriate)

Company Information continued

Total number of employees:

2017:

2016:

2015:

Total Sales reported:

2017:

2016:

2015:

Total Export Sales reported:

2017:

2016:

2015:

What is your most important export market?

--

What market has seen the most growth over the past 12 months?

--

Key business challenges

What are the three most significant factors that give your company a key advantage in the marketplace?

Exceptional or unique products or services	Training and learning programmes for employees
Excellent customer relationship management	Investment in technology
Encouragement of employee innovation	Supportive corporate culture
Strong marketing and sales programme	Leadership team
Commitment to continuous improvement	Good business strategy
Lower cost than our competitors	Regional / geographic spread
Other (specify)	

What do you see as the three most challenging issues being faced by your company at present?

Raising capital for growth	Maintaining good customer service
Developing a management team	Dealing with regulatory issues e.g. GDPR
Developing a strong marketing and sales strategy	Finding, hiring and retaining qualified employees
New product/service development	Building corporate infrastructure
International expansion	Maintaining a consistent corporate culture
Leadership succession planning	Remaining competitive
Geopolitical uncertainty (Brexit)	
Other (specify)	

**How do you plan to achieve sustainable growth in the future?
(Tick as appropriate)**

Acquisitions	Expanding into new product or service lines
Strategic alliances and partnerships	Use of new sales channels
Expansion internationally	Reduction in current product or service cost
Development of existing products and services	

Key business challenges continued

Other (specify)

**What is your reason for seeking to requalify for the Deloitte Best Managed Companies Awards?
(Select all that apply)**

Enhance employee morale

Improve recruiting

Improve customer awareness

More attention from financial community

Improve marketing

Media recognition

Other (specify)

Please describe how your business may have changed since becoming a Deloitte Best Managed Company by answering the following questions:

1. Describe any significant changes in the following areas: attracting capital and managing finances, capitalising and developing technology solutions, leveraging core competencies, innovation and key personnel.

2. How has your company assessed its current market positioning and reflected key market drivers in the company's strategic plan?

a)

b)

We would like to hear more about how the Deloitte Best Managed Companies award has benefited your company

3. How has your company showcased its achievement as one of the Deloitte Best Managed Companies? Have you promoted your award in any other way? Please explain.

4. Please indicate any other significant events that have occurred since becoming a Deloitte Best Managed company (e.g. awards, media exposure, etc.). What benefits, if any, have resulted?

Contact details	
Please provide the relevant contact details to be added to the BMC mailing list.	
CEO	CFO
Name	Name
Phone number	Phone number
Email address	Email address
Marketing	Submitter
Name	Name
Phone number	Phone number
Email address	Email address

Declaration
I confirm to the best of my knowledge that the information in accordance with the terms and conditions of the Deloitte Best Managed Companies awards programme is accurate and that I have obtained all necessary authorisations, including consents, to permit handling of this information in accordance with the Deloitte Best Managed Companies awards programme terms and conditions. (Terms and conditions are set out on our website at www.deloittebestmanaged.ie)
Form completed by:
Title:
Tel:
Email:

Please provide a paragraph on your company (max 40 words). If your application is successful, this will be used in marketing material including the Best Managed Companies Sunday Business Post supplement.



Please email this application form along with the required financials to ieBMC@deloitte.ie by 5pm, 23 November.

Notes

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