



Impact on a different level
Requalification form 2018

Deloitte
Best Managed
Companies
2018



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Deloitte Best Managed Companies 2018

The Deloitte Best Managed Companies awards programme 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 5:30pm on Friday 17 November 2017

- 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

How to enter

Please complete the following application form by 5.30pm on Friday, 17 November, 2017.

The requested information includes company information and operating highlights. A soft copy of this form will be emailed to you which you can complete and return to us either by email to ieBMC@deloitte.ie or as a hard copy to:

Dearbhla Meaney

Deloitte
Deloitte & Touche House
Earlsfort Terrace
Dublin 2

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:

2016

2015

2014

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:

2016:

2015:

2014:

Total Sales reported:

2016:

2015:

2014:

Total Export Sales reported:

2016:

2015:

2014:

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
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
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	
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?

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:

A hardcopy can be submitted to:

Dearbhla Meaney

Deloitte
Deloitte & Touche House
Earlsfort Terrace
Dublin 2

A soft copy should also be submitted to ieBMC@deloitte.ie

Notes

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