

Impact on a different level
Apply today



The Deloitte Best Managed Companies Award



The Deloitte Best Managed Companies awards have recognised indigenous business success throughout the island of Ireland for more than a decade. Now in our twelfth year, we continue to celebrate those performing at the highest levels, driving their growth strategy and acknowledging the efforts of their entire organisation.

We launched in Ireland in 2008 following the success of our sister programme in Canada, which has been that country's leading business award since its inception in 1993.

The independent judging process considers a holistic view of the organisation that includes strategy, capability, commitment and financial performance in relation to their peers and industry sector. It is open to any company from the thirty-two counties of Ireland with clear benefits for everyone who enters, not just the winners.

We are delighted to have the continued support of Bank of Ireland as our main programme sponsor, the Irish Management Institute as our academic partner and The Sunday Business Post as our media partner.

Visit deloittebestmanaged.ie today to find out how your company can enter the programme, and if you need more information, the team & I are here to help.

A handwritten signature in black ink, appearing to read 'Anya Cummins'.

Anya Cummins.
Partner, Deloitte.

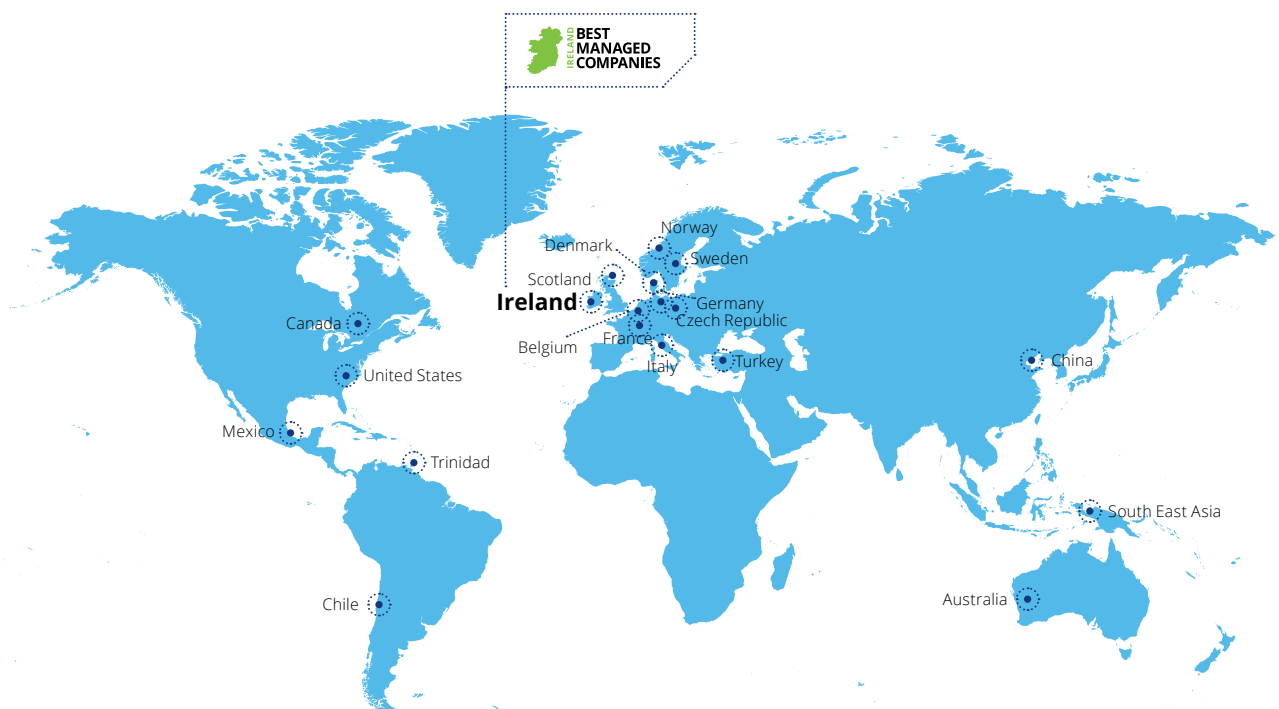


What is the Deloitte Best Managed Companies Award?

The Deloitte Best Managed Companies Awards — in association with Bank of Ireland — recognises excellence in Irish and Northern Irish owned and managed companies and is a symbol of organisational success and achievement. The awards programme celebrates companies across the island of Ireland that demonstrate superior

business performance. Winning businesses can requalify for a further two years, then having the opportunity to apply for the Gold Standard Award in the fourth year. Winners that maintain Best Managed status for seven consecutive years are awarded the prestigious Platinum Club status.

A unique program recognised locally and globally



2019 Launch Countries

- Norway
- Czech Republic
- Southeast Asia, including: Singapore, Indonesia, Malaysia, Thailand, Vietnam



Who Can Apply?

Eligibility criteria for entering the programme are as follows:

- Companies must be Irish/Northern Irish, substantially privately owned, managed and controlled companies (incorporated in either the Republic of Ireland or Northern Ireland)
- Have a turnover in excess of €10 million / £8STG million
- Be established for at least five years
- Demonstrate superior performance over the past three years (in relation to their peers)

The following companies are ineligible:

- Public companies
- Foreign multinationals and their subsidiaries
- Credit unions / insurance companies / banks / co-ops
- Charities, not-for-profit organisations and their subsidiaries
- Government-owned / public sector agencies
- Partnerships



It's Easier Than You Think

Is there a programme application fee?

There is no cost to participate in the programme.

Will this take up a lot of my time?

We have taken care to streamline the application process to make it as smooth as possible. Our evaluation is comprehensive, and so requires sufficient information, but the return on investment for that time will be made clear in the following pages.

Will my company's financial information become public?

No. The confidentiality of your financial information is vital to the integrity and continued success of the programme. Only your coaches that work directly with you and the independent judging panel will view sensitive information.

Is my revenue growth sufficient for qualification?

Financial growth is a key attribute, but it is not the sole criteria under which you are judged. We also include measures for strategy, commitment and capability in awarding successful applicants.



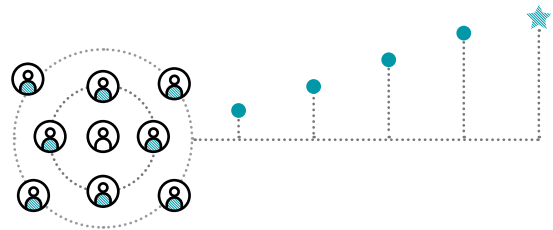
Coaching Your Way To Success

If your initial application for the programme is successful, your company will receive exclusive and personalised coaching sessions from both Deloitte and Bank of Ireland representatives. Not only is this a chance to fine tune your application, but it is also an excellent opportunity to review and evaluate

your business strategy and help with a future development path for the organisation. Even if your company is not among the final winners, you are guaranteed to benefit from the business expertise gained during the coaching process.



100 coaches from **Deloitte** and **Bank of Ireland**



"The mentoring and coaching we received has encouraged us to think more strategically, and this will be invaluable as we map out a plan for the next phase of our development".

**Trevor Annon, Chairman,
The Mount Charles Group**



"We entered the programme initially for the publicity, but they ask absolutely piercing questions about your business. The process has been well worthwhile in making us reassess what we're all about. Having Deloitte giving you this advice and guidance is hugely beneficial".

Bill Wolsey, MD, Beannchor





A Network Like No Other

This prestigious programme provides abundant networking opportunities throughout the year at a series of events. Winning companies become part of an exclusive network of Deloitte Best Managed Companies. Our annual symposium, run in conjunction with the Irish Management Institution, is an excellent opportunity for professional

development as well as a chance to meet fellow participants. Moreover, should you be a successful finalist, you will attend an exclusive, black tie, gala awards ceremony that is recognised by other business leaders as one of the most important events in their networking calendar.



400⁺ attendees at the
Symposium



200⁺ attendees
at the
**Gold and
Platinum
reception**



800⁺ attendees at the
**Gala Awards
Ceremony**



"Friday was wonderful. The overall organisation was impeccable and is certainly getting better year on year. The pace of the evening allowed for better engagement with fellow guests and your personal contribution was impressive. Thank you and all the team, who delivered such an impressive event."

Jack O'Riordan, CEO, PRL



"As Paul Tierney leafed through the Sunday Business Post one morning in 2013, he came across a supplement that grabbed his attention. By the time he'd finished it, he was left with one overriding thought; "We need to be in that club".

Paul Tierney, MD, Extraspace Solutions



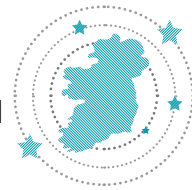
Publicity You Can't Buy

As a winner, you will have exclusive use of the Deloitte Best Managed Companies designation. This is an important marketing tool for your business, both nationally and internationally. You will also enjoy excellent public recognition and profile through our media partner, The Sunday Business Post, including a special Deloitte Best

Managed Companies supplement. Winners also receive extensive coverage in national and local media, giving them an enhanced ability to attract and retain top talent. Also, as the award recognises the entire company — not just one individual — internal stakeholders and staff will share in the success.

136 winning companies representing

27 counties on the island of Ireland



"We always feature our BMC award in tender submissions as an indication of our company values. We also make sure recruiters working on our behalf mention it to candidates, as we ourselves do so when pursuing talent directly".

**Paul Tierney, MD,
Extraspace Solutions**



"The Deloitte Best Managed Companies Awards gives us a validation that our strategy is right, it helps our employer brand and it helps when we present to prospective customers. For us to continue to grow, we rely heavily on professional advice and Deloitte provide that".

John Purdy, CEO, Ergo



"The programme has allowed us to think big in terms of the opportunities of scaling our business. We're going to strive to make sure we are part of this programme for many years to come".

**Martin McVicar, CEO,
Combilift**





How to Apply

To be considered for a Deloitte Best Managed Company Award, companies go through a two-phase application process.

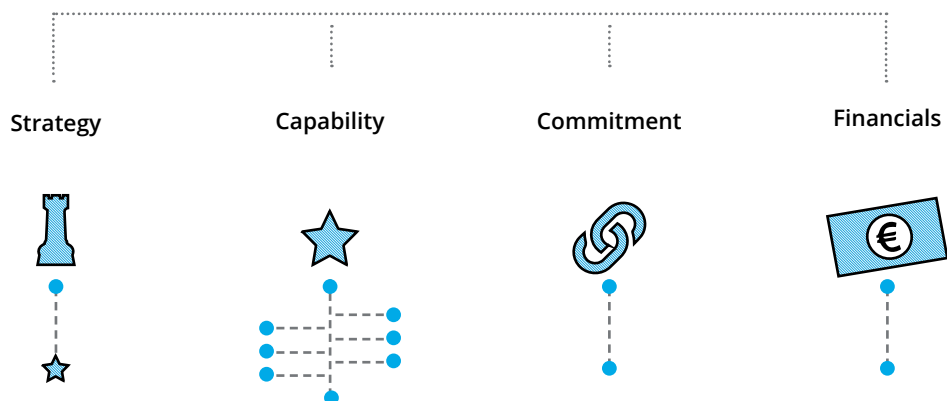
Phase I – the online application form

Companies are required to complete a short application form online. To do so, log on to deloittebestmanaged.ie and create a user account. Then fill in the phase I form and submit it by **5pm Friday 27th September 2019**. Companies will be notified shortly thereafter if they have been shortlisted for Phase II.

During Phase II, companies will be asked to prepare a draft submission in which they must demonstrate how the organisation is meeting and mastering its growth strategy. This phase commences in early October at which point companies will be assigned coaches from Deloitte and Bank of Ireland who will help them formulate their approach to completing the submission.

Phase II – the coaching process and associated benefits

Companies shortlisted for Phase II of the application process, which commences in early October, are asked to complete a second, more detailed submission. They are evaluated under the following headings:





The Path to Success

Here is an overview of the key dates throughout the programme period which runs from June through March.

Applications Open

Companies fill out online form to be considered for awards

Phase I Applications Close

at 5pm on the 27th September 2019

Coaching

Your phase II application is assisted by Deloitte and Bank of Ireland representatives

Phase II Applications Close

at 5pm on 29th November 2019

Judging

Coaches rate applicants on the 4 evaluation pillars and present their recommendation to the judges. They then make the final winners selection

Winners Announced

Winners are announced and companies receive direct feedback from coaches on their performance

Recognition

Companies are invited to a Symposium and Gala Awards Ceremony to celebrate the success of winning companies

Phase 1

Phase 2

Winners selected

Feedback period

Symposium and
Gala awards

June - September

November

December -
January

February

March

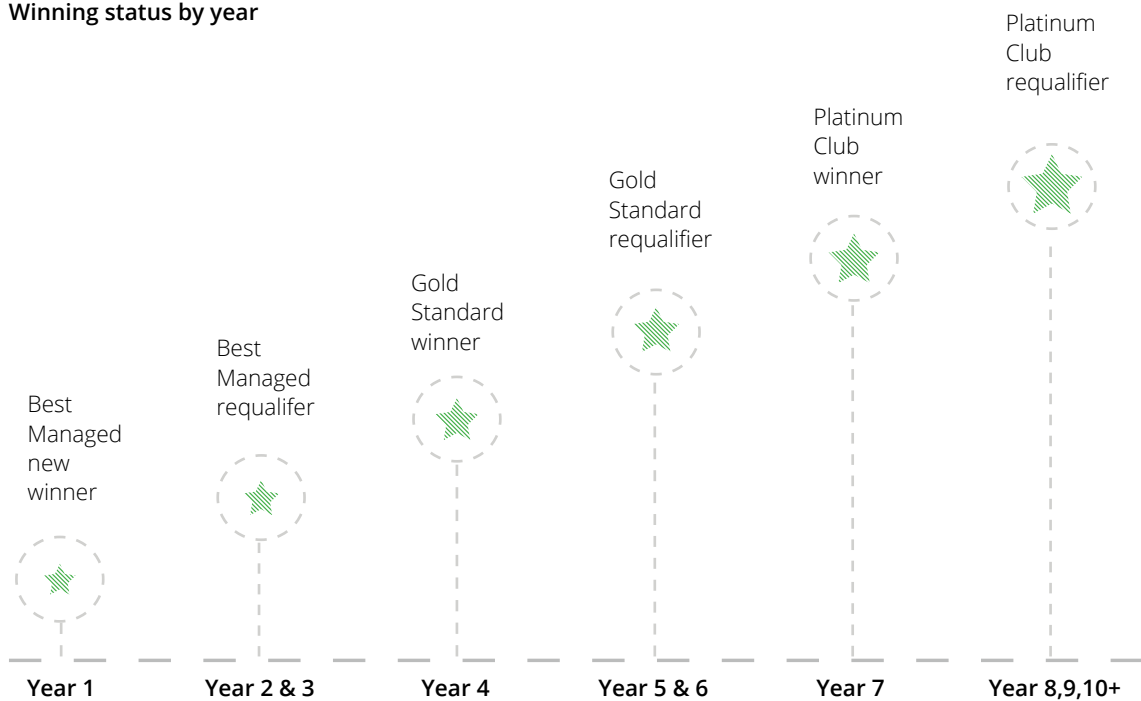


Building Rewards, Year on Year

Requalification

Winners have the opportunity to requalify as a Deloitte Best Managed Company after their initial win, subject to an annual operational and financial review. Requalifying companies retain all of the benefits of being an award winner and have the opportunity to work towards the prestigious Gold & Platinum awards, leading to more media coverage and encouraging continued commitment from staff and stakeholders.

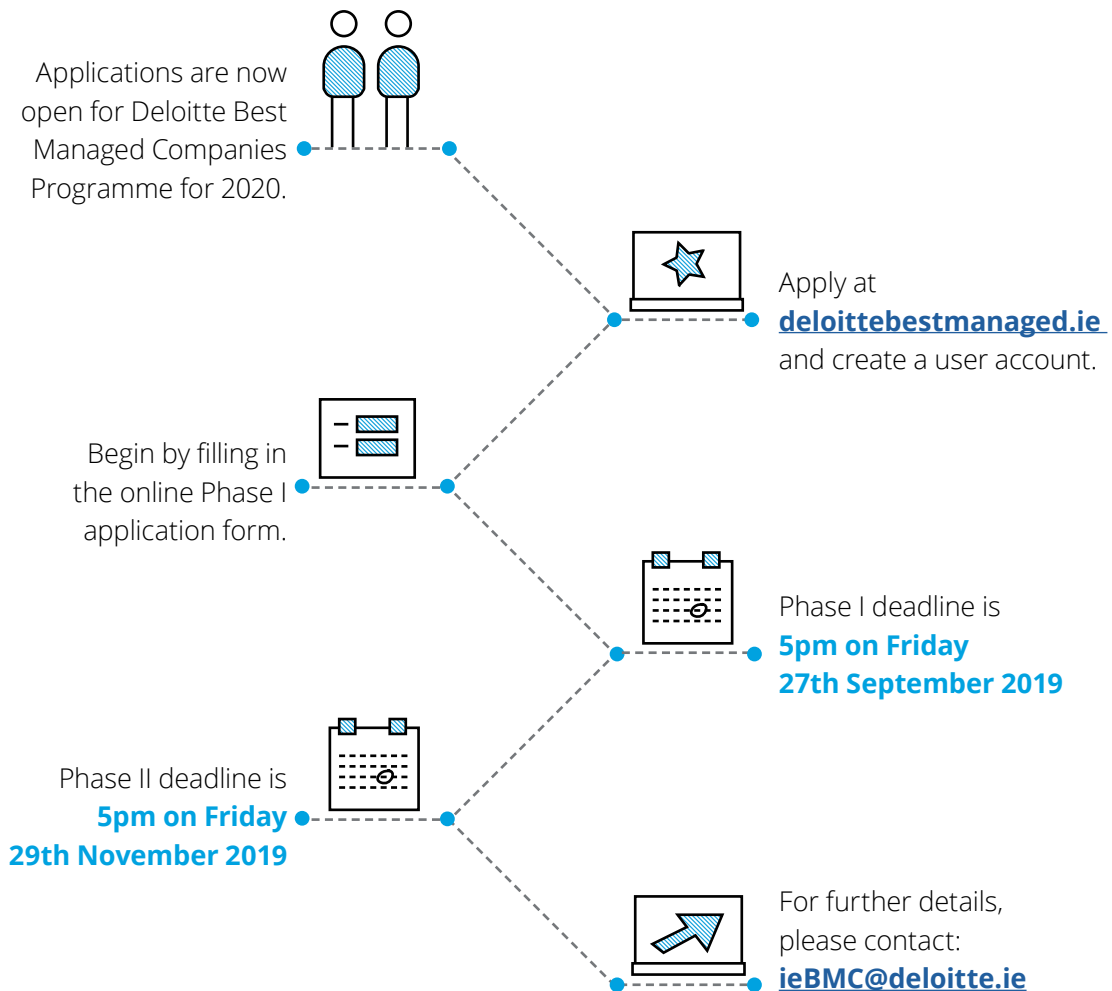
Winning status by year





Apply Today

Deloitte Best Managed Companies 2020



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#BestManaged



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