



Impact on a different level
Requalification 2020



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.

As a valued requalifier, I'd like to congratulate you for all your efforts in 2019 and welcome you to the 2020 programme.

In the pages that follow we'll talk through the benefits of continued participation and bring you some of the stories that illustrate how the scheme is helping to transform businesses across the thirty-two counties of this island. We would also like to update you on the global growth of the programme as it finds its way to new markets around the world.

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 begin the requalifying process, and if you need more information, the team & I are here to help.

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

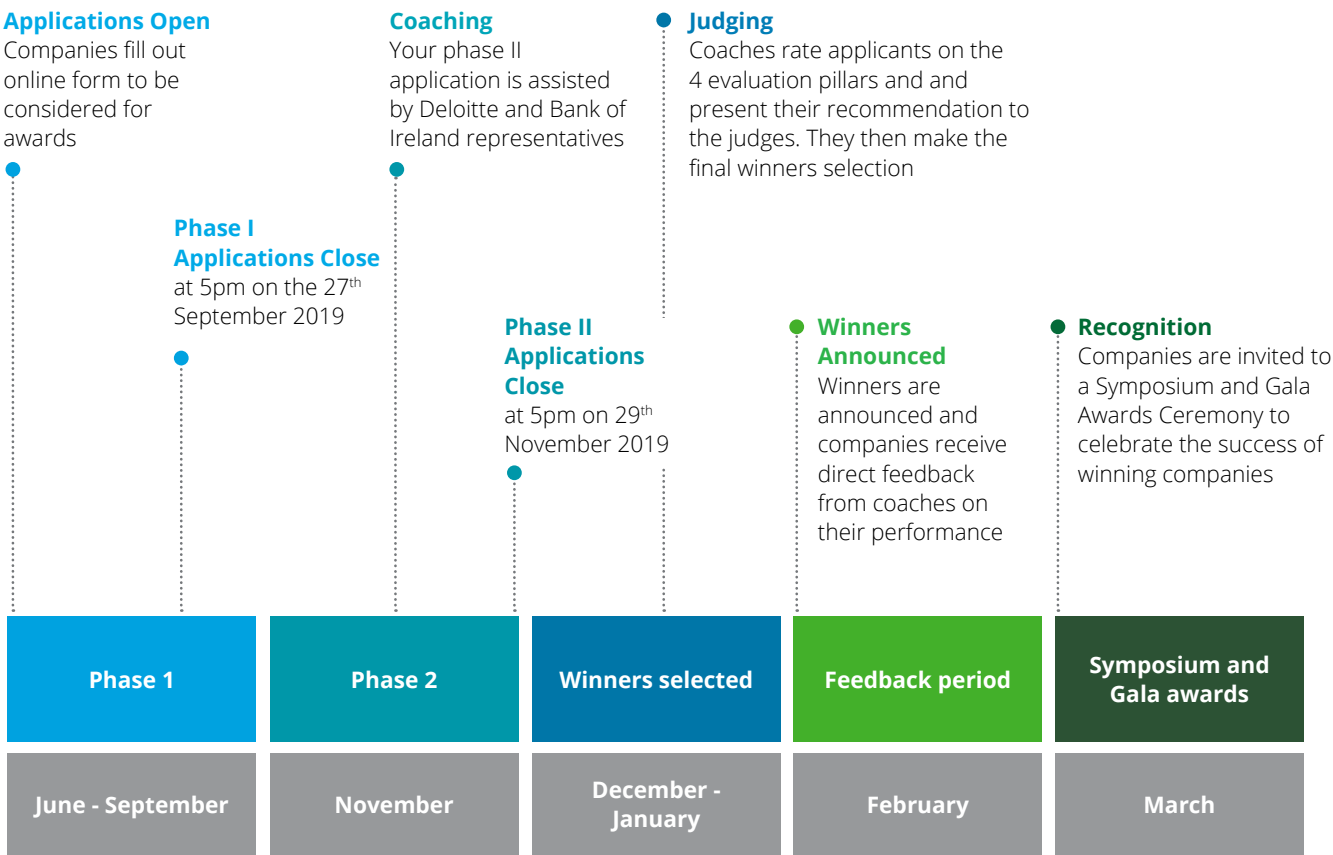
Anya Cummins.
Partner, Deloitte.



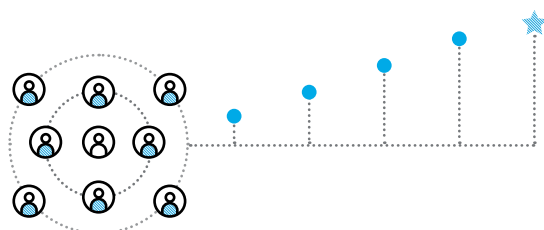
It's That Time of Year Again

The 2020 Deloitte Best Managed Companies programme is now accepting applications for requalifying companies. The phase 1 deadline for receipt of applications is 5pm on Friday 27th

September 2019. Here is an overview of the key dates throughout the programme period which, as you know, runs from June through March.



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





A Truly Global Programme

The Deloitte Best Managed Companies programme was 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. Year on year, new programmes have been launched around the globe, enhancing the international recognition of your award.

We are delighted to announce the further expansion of the programme. By June of this year competitions will be held in Canada, Ireland, The

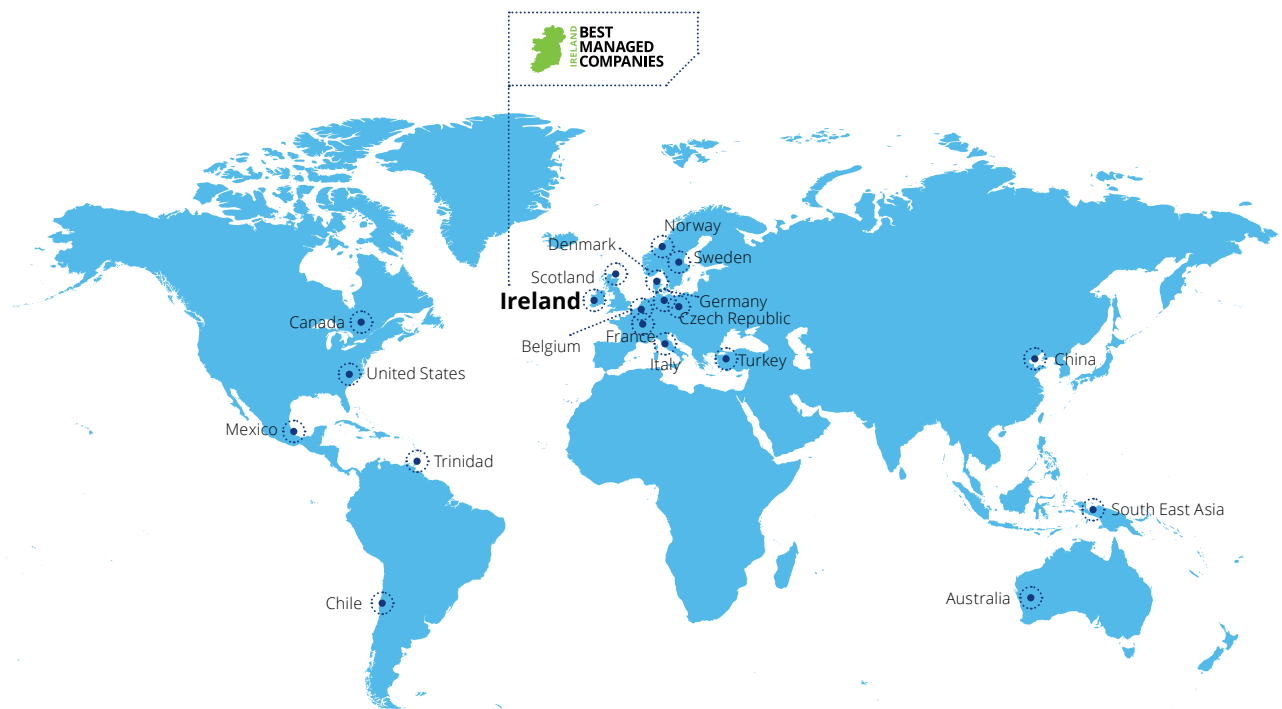
Netherlands, Mexico, Chile, Belgium, Italy, Turkey, Germany, China, Sweden, Denmark, Australia, Trinidad and The United States. But we're not stopping there.

Further expansion is planned for 2019 with expected launches in Norway, Czech Republic, Singapore, Indonesia, Malaysia, Thailand and Vietnam.

2019 Launch Countries

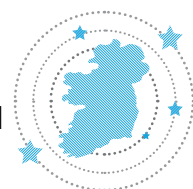
- Norway
- Czech Republic
- Southeast Asia, including: Singapore, Indonesia, Malaysia, Thailand, Vietnam

A unique program recognised locally and globally



136 winning companies representing

27 counties on the island of Ireland





Rewarding Consistency

As one of our winners, your company now has the opportunity to requalify as a Deloitte Best Managed Company. Requalifying companies retain all of the benefits of being an award winner and have the opportunity to be listed among our Gold Standard and Platinum Club members.

The Gold Standard Award

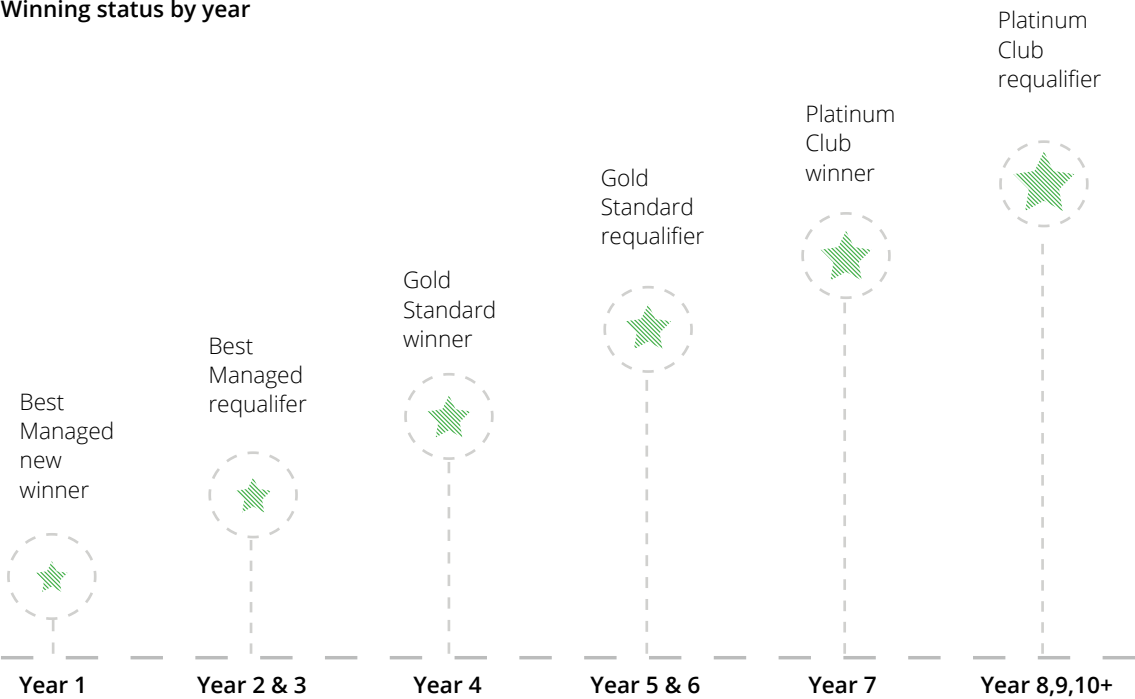
In the fourth year, companies wishing to maintain their Deloitte Best Managed status are encouraged to reapply but are required to complete the Phase I and Phase II application process. Successful companies will then receive the Deloitte

Best Managed Companies Gold Standard award. Winners of a Gold Standard award can requalify for a further two years subject to an annual operational and financial review, leading to Platinum Club status.

The Platinum Club

Winners who maintain Deloitte Best Managed status for seven consecutive years can become part of the prestigious Deloitte Best Managed Companies Platinum Club and retain all of the benefits of being a Deloitte Best Managed Company.

Winning status by year





Case Study - Paul Tierney of Extraspace Solutions



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".

That supplement was dedicated to the Deloitte Best Managed Companies (BMC), and it started Paul and his organisation — Extraspace Solutions — on a journey they've been on ever since.

"It was obvious that these guys were demonstrating best practice in their respective industries. For many SMEs, particularly those that are owner-run, a business plan is often in someone's head. The discipline of the programme means formalising it, communicating it to your staff, explaining your core values and core objectives. That process is incredibly beneficial, particularly when undertaken on a yearly basis".

Originally founded in 1989 and rebranded to Extraspace Solutions in 1993, Extraspace Solutions provide full-service turnkey solutions for modular, prefabricated buildings in education, healthcare, commercial and residential construction projects. They design & build packages that incorporate all the latest technological innovations and environmentally sustainable standards. And what's more, they're good at it. They have just

won the largest modular residential contract ever awarded by any UK government body to provide accommodation for homeless families currently in temporary housing (hotels and B&Bs) to all the boroughs in London.

After successfully winning BMC in their inaugural year, for Extraspace Solutions and Paul, it was a 'no-brainer' that they would continue participating in the programme.

"The second time around, you're conscious that you're going to be held accountable for all the things you said you were going to do. That's incredibly motivating in living up to the promises you have made yourself. But the process is highly consultative. You really feel the coaches have a vested interest in your continued success". However, the benefits are not just restricted to the internal running of the company. Extraspace Solutions have found the award invaluable when communicating outside the organisation.

"85% of our business is in the UK. Their tendering process rigorously interrogates the business itself. We always feature our BMC award in those 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". After their fourth year in the programme in 2018, Extraspace Solutions were awarded their Gold Standard BMC. For Paul, it marked a significant moment in the company's growth.

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".

"After our initial win, the staff were genuinely thrilled that the company had achieved such prestigious recognition. They were hugely involved in our success as the process had been extremely interactive. But when we won gold, that was a special year. So much of it was down to the structure that Deloitte had helped us put in place. We could really demonstrate the benefits of the work undertaken in the previous three years and feel the difference it had made to the business". So, what about the Platinum Club in 2021? Is that something to aspire to? There seems to be little doubt in the minds of those at Extraspace Solutions;

"Absolutely. Setting aside the fact that we will undertake this programme every year as a matter of course because of the obvious benefits it

brings to the company, becoming a member of The Platinum Club would mark the pinnacle of the journey. I wholeheartedly believe had we not started this process, we would not be where we are today. The advice we received has been proven. The structure now in place has helped make us a better business. I look forward to being part of this programme for many, many years to come".

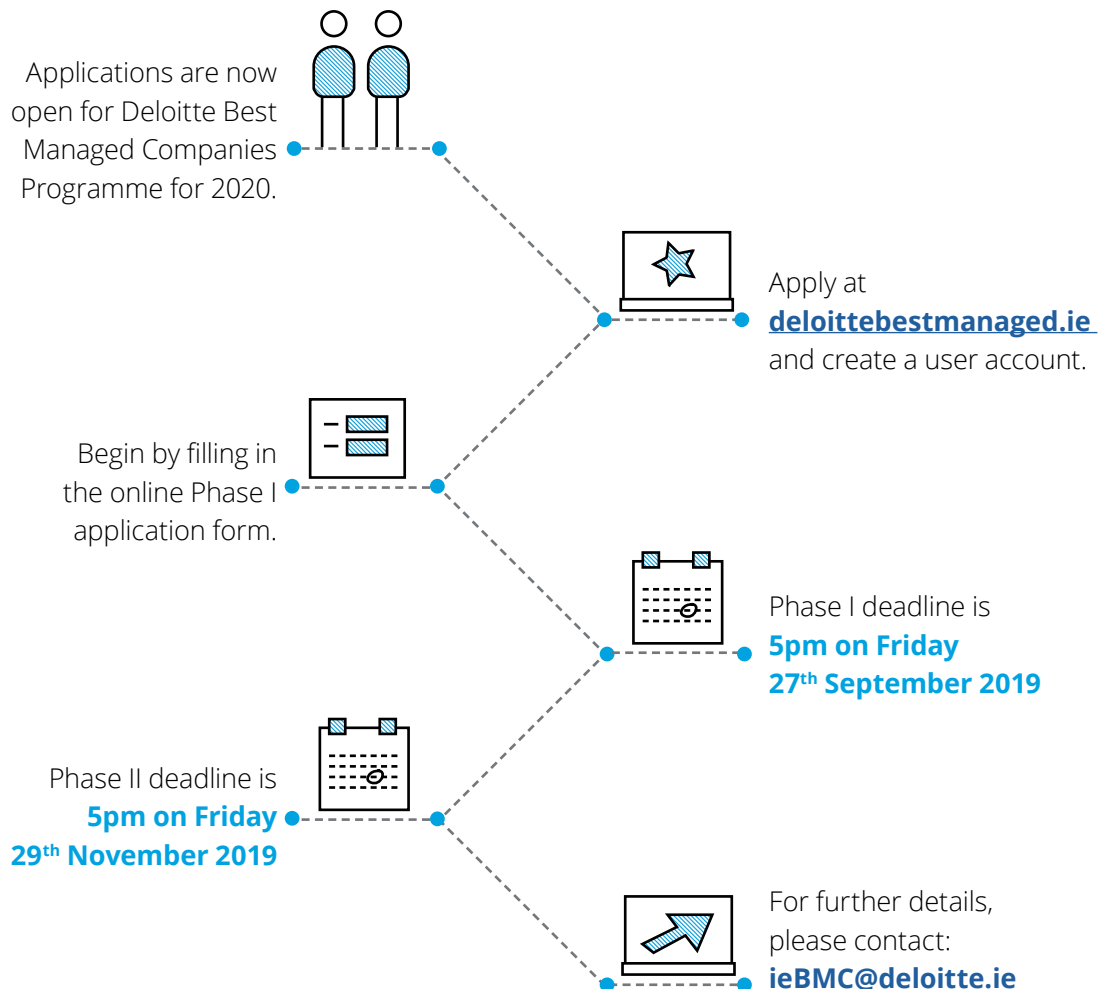
Extraspace Solutions has just opened a new facility south of Portlaoise to help keep up with demand for their services. They directly employ 145 people with a further 55 employees in their joint venture based in the UK and sub-contractors can range anywhere between 450 and 550 at any given time. Clearly, the future is extra-bright for one of Ireland's best managed companies.





Apply Today

Deloitte Best Managed Companies 2020



Get in touch



@DeloitteIreland



Deloitte Ireland



iebmc@deloitte.ie



#BestManaged



Contacts

Dublin

29 Earlsfort Terrace
Dublin 2
T: +353 1 417 2200
F: +353 1 417 2300

Cork

No.6 Lapp's Quay
Cork
T: +353 21 490 7000
F: +353 21 490 7001

Limerick

Deloitte & Touche House
Charlotte Quay
Limerick
T: +353 61 435500
F: +353 61 418310

Galway

Galway Financial Services
Centre
Moneenageisha Road
Galway
T: +353 91 706000
F: +353 91 706099

Belfast

19 Bedford Street
BT2 7EJ
Belfast, Northern Ireland
T: +44 (0)28 9032 2861
F: +44 (0)28 9023 4786

Deloitte.ie



At Deloitte, we make an impact that matters for our clients, our people, our profession, and in the wider society by delivering the solutions and insights they need to address their most complex business challenges. As the largest global professional services and consulting network, with approximately 286,000 professionals in more than 150 countries, we bring world-class capabilities and high-quality services to our clients. In Ireland, Deloitte has nearly 3,000 people providing audit, tax, consulting, and corporate finance services to public and private clients spanning multiple industries. Our people have the leadership capabilities, experience and insight to collaborate with clients so they can move forward with confidence.

This publication has been written in general terms and we recommend that you obtain professional advice before acting or refraining from action on any of the contents of this publication. Deloitte Ireland LLP accepts no liability for any loss occasioned to any person acting or refraining from action as a result of any material in this publication.

Deloitte Ireland LLP is a limited liability partnership registered in Northern Ireland with registered number NC1499 and its registered office at 19 Bedford Street, Belfast BT2 7EJ, Northern Ireland.

Deloitte Ireland LLP is the Ireland affiliate of Deloitte NSE LLP, a member firm of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"). DTTL and each of its member firms are legally separate and independent entities. DTTL and Deloitte NSE LLP do not provide services to clients. Please see www.deloitte.com/about to learn more about our global network of member firms.

© 2019 Deloitte Ireland LLP. All rights reserved.