



PAN PAC HAWKE'S BAY BUSINESS AWARDS 2018

Small Business Award

Recognises a successful small business which exceeds customer expectations. The judges seek to understand that business' unique competitive advantage and consider evidence on how that has enabled the business to be profitable. A small business is classified as having up to 5 Full-Time Employees (FTEs).

- An outline and explanation of significant business achievements during the last 12-18 months – eg sales trends, sales figures, gross or net profit. What would you attribute these significant achievements too?
- Describe your business's competitive advantage and provide examples.
- Outline your strategies and actions for innovation and growth.
- Give examples of the key performance indicators for your business and how do you measure and monitor them?

Small-Medium Business Award

Recognises a successful small-medium business which exceeds customer expectations. The judges seek to understand that business' unique competitive advantage and consider evidence on how that has enabled the business to be profitable. A small-medium business is classified as having up to 6-10 Full-Time Employees (FTEs).

- An outline and explanation of significant business achievements during the last 12-18 months – eg sales trends, sales figures, gross or net profit. What would you attribute these significant achievements too?
- Describe your business's competitive advantage and provide examples.
- Outline your strategies and actions for innovation and growth.
- Give examples of the key performance indicators for your business and how do you measure and monitor them?

Medium Business Award

Recognises a successful medium business which exceeds customer expectations. The judges seek to understand that business' unique competitive advantage and consider evidence on how that has enabled the business to be profitable. A medium business is classified as having up to 11-20 Full-Time Employees (FTEs).

- An outline and explanation of significant business achievements during the last 12-18 months – eg sales trends, sales figures, gross or net profit. What would you attribute these significant achievements too?
- Describe your business's competitive advantage and provide examples.
- Outline your strategies and actions for innovation and growth.
- Give examples of the key performance indicators for your business and how do you measure and monitor them?

Medium-Large Business Award

Recognises a successful medium-large business which exceeds customer expectations. The judges seek to understand that business' unique competitive advantage and consider evidence on how that has enabled the business to be profitable. A medium-large business is classified as having up to 21-35 Full-Time Employees (FTEs).

- An outline and explanation of significant business achievements during the last 12-18 months – eg sales trends, sales figures, gross or net profit. What would you attribute these significant achievements too?
- Describe your business's competitive advantage and provide examples.
- Outline your strategies and actions for innovation and growth.
- Give examples of the key performance indicators for your business and how do you measure and monitor them?

Large Business Award

Recognises a successful large business which exceeds customer expectations. The judges seek to understand that business' unique competitive advantage and consider evidence on how that has enabled the business to be profitable. A large business is classified as having up to 36 or more Full-Time Employees (FTEs).

- An outline and explanation of significant business achievements during the last 12-18 months – eg sales trends, sales figures, gross or net profit. What would you attribute these significant achievements too?
- Describe your business's competitive advantage and provide examples.
- Outline your strategies and actions for innovation and growth.
- Give examples of the key performance indicators for your business and how do you measure and monitor them?

Excellence in Business Leadership

This award looks at the processes used by the leadership in your business to set the business direction, performance expectations, values and behaviours with respect to the public, ethical, regulatory and legal responsibilities. It also reviews the way Leaders achieve the desired organisational results as a consequence of those activities. Leadership has the influence on all aspects of the business success.