



Indigenous Exporter of the Year 2024

This document lists the questions and word counts to assist you in preparing the submission prior to completing it online. You will also be required to upload company logos, photos and / or documents. You may start the online nomination at any time and will be able to update or amend it prior to the closing date of Friday 22 March 2024.

Note: nominations must be completed and submitted via the online Awards platform – submissions will not be accepted via any other method. To nominate for any of our Supplier Diversity Award categories, please go to www.awards.supplynation.org.au

Note: if the business has won this award within the past two years (2022 or 2023), you are NOT eligible to be nominated for this award in 2024.

Category Description and Criteria

This award recognises an Indigenous business (including sole traders) that is successfully operating within the export market; can demonstrate potential for future export growth and that has demonstrated ongoing engagement with Supply Nation and / or our members and Indigenous businesses.

The winner will:

- Be a Registered or Certified Supplier listed on Indigenous Business Direct
- Have demonstrated sustainable export trade
- Demonstrate business acumen
- Demonstrate commitment to ongoing international business
- Demonstrated commitment to building a prosperous, vibrant and sustainable Indigenous business sector

Context Questions

Please note: These questions are not scored by our judging panel but do provide them with valuable context about the business.

1. Tell us about the business you are nominating. **150 words max.**
2. When was the business listed on Indigenous Business Direct?
3. Is the business a Certified Supplier with Supply Nation? Please provide the date of the certification.
4. Tell us about the business's journey, vision and inspiration. **150 words max.**

Criteria Questions

Please note: These questions are scored by our judging panel and have been developed to align with the category criteria as set out on the first page.

1. Explain the vision / aspiration for the export component of the business. **150 words max.**
2. Outline the steps taken to break into the export market and the strategy for ongoing international trade. **150 words max.**
3. What challenges has the business faced in establishing a sustainable export program and how were they overcome? **150 words max.**
4. In the key markets, what did the business do to secure international contracts and market acceptance? **150 words max.**
5. What percentage of the annual revenue comes from export and how has this grown since the business started exporting? **150 words max.**
6. What risks has the business identified within the export market and what strategies does it have in place to mitigate these? **200 words max.**
7. Give specific examples of changes the business has made within to support a sustainable export program. **200 words max.**
8. What percentage of revenue does the business spend on marketing the export program?
9. What relationships has the business developed internationally to support the export program? **150 words max.**
10. What are the export plans for the coming year? **150 words max.**
11. Explain other ways the business impacts the Indigenous business sector. **150 words max.**
12. Give examples of how the business engages with Supply Nation and its stakeholders. **150 words max.**

Prepare to Upload Attachments

Please note: As part of this nomination, you must attach the files below when you make the nomination. The maximum size allowed is 5MB per file. The images and information you choose to upload will be used if you are selected as a finalist in the award category.

1. Between one and four photos of the business or team. (High-resolution, at least 1MB and portrait orientation NOT landscape.)
2. A high-resolution logo of the business. Vector (.ai or .eps), .png or .jpg file type - please upload both colour AND black / white versions, AND horizontal and vertical / stacked options if possible.)

Good Luck!

Nominations close at **11:59pm AEDT on Friday 22 March 2024**. This date is final and there will be no extensions provided. You can amend the nomination, even after submitting it, up until this time.

Winners will be announced at the Connect Gala Awards Dinner on Thursday 29 August on Turrbal and Jagera land at the Brisbane Convention & Exhibition centre. To stay up to date with event announcements, subscribe to the Connect newsletter [here](#) (scroll to the bottom of the page to submit the details) or follow Supply Nation on [social media](#).

If you have any questions or feedback, please email connect@supplynation.org.au or call 1300 055 298.