



Certified Supplier of the Year 2022

This document lists questions and word counts to assist you in preparing your submission prior to completing it online. You will also need to upload company logos and photos. You may start the online nomination at any time and will be able to update/amend it prior to the closing date.

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 Awards please go to <https://awards.supplynation.org.au/>

This award recognises a Certified Supplier that has driven significant growth in their business and has demonstrated ongoing engagement with Supply Nation and / or our members. This award is open to current Supply Nation Certified Suppliers that are listed on Indigenous Business Direct.

The winner will have:

- A well-articulated and active strategy to sustainably embed their organisation in the supply chains of Supply Nation member organisations and/or Supply Nation Indigenous businesses
- Demonstrated increased business engagements with Supply Nation members and / or Supply Nation Indigenous businesses
- Demonstrated activity in building and promoting long term relationships with fellow Supply Nation Indigenous businesses, members and / or advocates of supplier diversity
- Demonstrated organisational growth e.g., increased revenue / employment
- Demonstrated commitment to building a prosperous, vibrant and sustainable Indigenous business sector

Context Questions

Note: context questions are not judged but provide the judging panel with context about you/your organisation.

1. Tell us about your business.
Tell us about your vision/inspiration for your business. **300 words max.**
2. When was your business Certified?
3. When was your business listed on Indigenous Business Direct?
4. 2021 has been a tumultuous year with COVID-19 impacting businesses around the globe. Please outline how your business has been impacted by the pandemic – either positively or negatively. This may include aspects such as revenue/cashflow/spend or engagement with Indigenous businesses/special projects or new initiatives.
Please include what challenges have you had to overcome in your business? **450 words max.**

Criteria Questions

1. What strategies, plans or processes do you have in place to actively market your services to Supply Nation members and / or Supply Nation Indigenous businesses? **350 words max.**
2. What percentage of your revenue do you spend on marketing?
3. What does your organisation do to maximise opportunities for repeat/referral business? **300 words max.**
4. What percentage of your contracts / engagements / sales are repeat or referral business?
5. What are the major risks facing your business (economic / social / competition / sector / industry) and what do you have in place to mitigate these risks? **350 words max.**
6. How many Supply Nation members and / or Supply Nation Indigenous businesses did you do business with in 2021?
7. How many Supply Nation members and / or Supply Nation Indigenous businesses did you do business with in 2020?
8. What is the percentage increase in the number of Supply Nation members and / or Supply Nation Indigenous businesses that you have done business with over the 2020-2021 calendar years?
9. What is the percentage increase in the value of your contracts with Supply Nation members and / or Supply Nation Indigenous businesses over the 2020-2021 calendar years?
10. In 2021, what activities did your business undertake to build and promote relationships with fellow Supply Nation Indigenous businesses, Supply Nation members and advocates of supplier diversity.
250 words max.
11. What was your percentage increase in revenue over the 2020-2021 calendar years?
12. What was your percentage increase in employment over the 2020-2021 calendar years?

13. How many Aboriginal or Torres Strait Islander people are in executive/management roles in your organisation?
14. Explain if/how this has changed over time. **300 words max.**
15. Explain other ways your business positively impacts the Indigenous business sector. **350 words max.**