



Certified Supplier of the Year 2023

This document lists the questions and word counts to assist you in preparing your 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 2 June 2023.

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 you / your organisation has won this award within the past two years (2021 or 2022), you are NOT eligible to be nominated for this award in 2023.

Category Description and Criteria

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 (including sole traders) 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

Please note: These questions are not scored by our judging panel but do provide them with valuable context about you / your organisation.

1. Tell us about your business. **150 words max.**
2. When was your business listed on Indigenous Business Direct?
3. When was your business certified with Supply Nation?
4. Tell us about your vision / inspiration for your business. **150 words max.**
5. Please include a brief description that outlines your business / organisation's achievements in relation to this award category. **75 words max.**
6. In what ways do you think First Nations businesses are unique? **50 words max.**
7. How do you or your team define success when it comes to your business? **50 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. What strategies, plans or processes do you have in place to actively market your services to Supply Nation members and / or Indigenous businesses? **250 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?
250 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? **250 words max.**
6. How many Supply Nation members and / or Supply Nation Indigenous businesses did you do business with in 2022?
7. How many Supply Nation members and / or Supply Nation Indigenous businesses did you do business with in 2021?
8. What is the percentage increase in the number of Supply Nation members and / or Supply Nation Indigenous businesses that you did business with over the 2021 - 2022 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 2021 - 2022 calendar years?
10. In 2022, 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 2021 - 2022 calendar years?

12. What was your percentage increase in employment over the 2021 - 2022 calendar years?
13. How many Aboriginal or Torres Strait Islander people are in executive / management roles in your organisation?
14. How many Aboriginal or Torres Strait Islander people are employed overall in your organisation?
15. Explain if / how this has changed over time. **250 words max.**
16. Explain other ways your business positively impacts the Indigenous business sector.
300 words max.

Prepare to Upload Attachments

Please note: As part of this nomination, you must attach the files below when you make your 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 your award category.

1. Between one and four photos of your organisation or team. (High-resolution, at least 1MB and portrait orientation NOT landscape.)
2. A high-resolution logo of the organisation. (Vector (.ai), .eps 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 on Friday 2 June 2023. This date is final and there will be no extensions provided. You can amend your nomination, even after submitting it, up until this time.

Finalists will be announced in late June. Winners will be announced at the Connect Gala Awards Dinner on Tuesday 8 August on Gadigal Land at the International Convention Centre, Sydney. To stay up to date with event announcements, subscribe to the Connect newsletter [here](#) (scroll to the bottom of the page to submit your 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.