



# Emerging Indigenous Exporter 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 an Indigenous business that has successfully entered the export market within the last three years; 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
- Demonstrate 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 listed on Indigenous Business Direct?
3. Are you a Certified Supplier?

4. If yes, please provide certification date (optional)
5. 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 and how you've demonstrated resilience. This may include aspects such as revenue/cashflow/spend or engagement with Indigenous businesses/special projects or new initiatives. **300 words max.**

## Criteria Questions

1. Explain the vision / aspiration for the export component of your business. **500 words max.**
2. Outline the steps you took to break into the export market, and your strategy for ongoing international trade. **600 words max**
3. What challenges has your business faced in establishing a sustainable export program and how were they overcome? **600 words max.**
4. In your key markets, what did you do to secure international contracts and market acceptance? **600 words max.**
5. What percentage of your annual revenue comes from export and how has this grown since your started exporting? **500 words max.**
6. What risks have you identified within your export market and what strategies do you have in place to mitigate these? **600 words max.**
7. Give specific examples of changes you have made within your business to support a sustainable export program. **500 words max.**
8. What percentage of revenue do you spend on marketing your export program?
9. What relationships have you developed internationally to support your export program? **300 words max.**
10. What are your export plans for the coming year? **600 words max.**
11. Explain other ways your business impacts the sector. **350 words max.**
12. Give examples of how you engage with Supply Nation and its stakeholders. **350 words max.**