



Indigenous Exporter 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 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 you / your organisation.

1. Tell us about your business. **150 words max.**
2. When was your business listed on Indigenous Business Direct?
3. Are you a Certified Supplier with Supply Nation? If yes, when was your business certified?
4. Tell us about your vision / inspiration for your business. **150 words max.**
5. When did you secure your first export contract?
6. Please include a brief description that outlines your business / organisation's achievements in relation to this award category. **75 words max.**
7. In what ways do you think First Nations businesses are unique? **50 words max.**
8. 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. Explain the vision / aspiration for the export component of your business. **150 words max.**
2. Outline the steps you took to break into the export market and your 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? **200 words max.**
4. In your key markets, what did you do to secure international contracts and market acceptance? **200 words max.**
5. What percentage of your annual revenue comes from export and how has this grown since you started exporting? **150 words max.**
6. What risks have you identified within your export market and what strategies do you have in place to mitigate these? **200 words max.**
7. Give specific examples of changes you have made within your business to support a sustainable export program. **250 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? **150 words max.**
10. What are your export plans for the coming year? **200 words max.**
11. Explain other ways your business impacts the sector. **150 words max.**
12. Give examples of how you engage 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 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.