

2023

THE GRAND
BUSINESS SOUTH

AWARDS

THE
GRAND



ENTRY GUIDE & FAQs

SHARE YOUR BUSINESS'S STORY



HOW DO THE AWARDS WORK?

Entering The Grand Business South Awards has real benefits for your business, including:

- The opportunity to gain business exposure through the promotion of the Award winners.
- Increased profile and credibility in the Southern business community.
- Motivated staff, especially if you become a finalist!
- Attending our Awards' Gala Dinner and lead-up events gives you the opportunity to network with other business leaders and professionals.
- The chance to share your success with your team and the Southern business community.

In the application, we'll ask you to describe on one page why your business should win the award, using stories of success and achievement.

The finalists will then be invited to deliver a presentation to the panel of judges, concentrating on four main areas.

1. Leadership, planning and organisation.
2. Market and customer focus.
3. Differentiation and business model selection.
4. Results (e.g. revenue, profitability, investments, jobs created and other factors that show your international success.

Businesses may enter as many awards as they like but cannot enter any awards they have been a previous winner of.

Businesses that will do well tend to share common things. These include:

- The ability to give evidence-based answers that show you have a successful business.
- A well thought-out strategy.
- Strong leadership.
- Detailed understanding of your target markets and customers.
- The ability to show your contribution to the Southern economy, through solid financial results.

Finally, some tips for you as you embark upon your entry journey:

- Tell your story. Use pictures and graphics and try to include as many examples as possible to illustrate your points.
- Don't go into too much detail about your products or services, or overuse jargon and acronyms. Keep it simple, use plain English and above all, answer the question.
- Don't assume that judges will have any prior knowledge of your business.
- Avoid making vague or unsupported claims. Award-winning submissions always include data and evidence, because doing so ensures credibility and believability.

Business South has sole discretion to accept or decline an entry.

Good Luck!



AWARDS

Excellence in Service

Recognises businesses that succeed through showing consistent dedication to service delivery and demonstrate commitment to the customer through service policy, staff training and/or other specific means.

Excellence in Retail

Recognises success and achievement of businesses selling goods and/or services direct to the end user.

Excellence in Primary Industry

Recognises the successes and achievements of businesses involved in the production and processing of primary goods, agri-business, horticulture or forestry sector.

Excellence in Community Contribution

Recognises the outstanding contributions and exceptional dedication of organisations improving their community. Acknowledging their significant efforts in addressing various social, cultural, or environmental challenges and positively impacting on the lives of people.

Excellence in Manufacturing

Recognises excellence in manufacturing and/or engineering to produce a product or service.

Excellence in International Business

Recognises businesses that are successful on the international stage, and who also play an active role in the development and advocacy of the export community in region and New Zealand. These businesses show continued growth in chosen markets, invest in product development through R&D and have sustainable supply chains. This category recognises success by net return to the New Zealand economy for established businesses, with five years or more in export markets or, as a guide, will likely have annual revenue above \$10 million.

Emerging Business

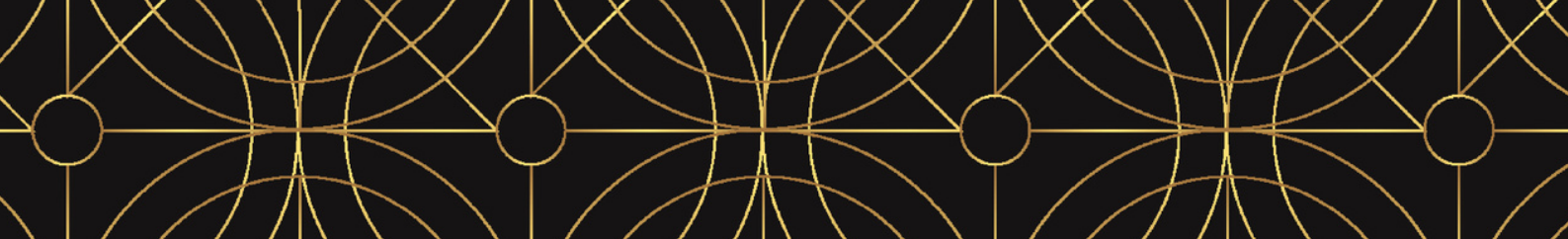
Recognises businesses that have achieved significant business growth during the last one to three years through effective planning and delivery. The business must have started trading after 31 March 2021.

Business Sustainability

Recognises a business that demonstrates how sustainable practices embedded into the organisational strategy and operations, deliver sustainable business growth.

Māori Business

Recognises a business which successfully incorporates Māori identity and tikanga as part of its business operation. Examples include: Logo, branding, mission statement, HR practices, company culture and values.



Excellence in Science, Technology & Innovation

Recognises businesses that are achieving exceptional breakthroughs and advancements in their field. It involves rigorous research, cutting-edge techniques, and groundbreaking inventions that have a significant impact on society. It encompasses pushing the boundaries of knowledge in science, applying scientific knowledge to create practical solutions in technology, and introducing novel ideas and methods through innovation. Excellence in these areas drives progress, economic growth, and improves the quality of life for people worldwide.

Workplace Injury Prevention

Recognises businesses that have implemented a workplace injury prevention initiative, improvement or innovation that has had a meaningful and positive impact on the workplace through improved health, safety or wellbeing for their workers. The initiative, improvement or innovation could be a product, service, technology, process, behavioural shift in the business, re-design of workplace environment, leadership development, and/or Te Ao Māori or cultural practice change.

Excellence in Marketing

Recognises businesses that have demonstrated exceptional strategies, campaigns, and initiatives to effectively promote their products or services, connect with their target audience, and achieve remarkable results. This award honors organizations that have showcased creativity, market insight, and a deep understanding of consumer behavior, contributing to their industry's growth and setting new standards of excellence in marketing practices.

Excellence in Tourism & Hospitality

Recognises the success of businesses whose principal activity is delivering an exceptional customer experience in the tourism or hospitality sector, executing tourism and/or hospitality customer strategies and setting the standard for those in their industry.

Entrepreneur of the Year

An individual who has turned a vision into a successful enterprise displaying bravery, discipline leadership and adaptability. A unique thinker with a future focus.



SUBMITTING AN ENTRY

We require submission of all applications and nominations through our online application portal at: <https://businesssouthawards.awardsplatform.com/>

Please visit the portal and create an account to get started.

- You can save your entries in the portal and edit them as often as needed, up until the entry deadline. Please remember to save your work as you go.
- Make sure your personal details are entered accurately, including your contact details.
- You can enter multiple awards, as long as you meet the criteria for each one.
- You can use the 'copy' feature to duplicate existing entries and edit them to suit a new award (instead of starting each one from scratch).
- There are no entry fees for the Grand Business South Awards.
- Supporting material such as images or graphs may be supplied within your application. You'll find further details in the portal.
- We hold all information you provide on a commercial-in-confidence basis.

CRITICAL DATES

- **Entries close:** Friday, 11 August 2023
- **Judging takes place:** 18 to 29 September 2023 (please be available to be interviewed by the judges)
- **Finalists will be announced:** October 2023
- **Awards night:** Friday, 17 November 2023.

For general enquiries please contact:

Email: Grandawards@business-south.org.nz

Phone: 03 479 0181

Website: <https://business-south.org.nz/businessawards>



FAQS

When are entries due?

Entry forms must be completed and submitted by **Friday, 11 August 2023**.

Does a business have to be nominated to enter?

No, all businesses and not-for-profit organisations can enter themselves.

What happens if I nominate a business or charity?

If you would like to nominate someone for an award, please email their business name, contact details and why they deserve to be nominated to: Grandawards@business-south.org.nz

Nominations are confidential, but you are welcome to let the business know you've made the nomination and encourage them to enter. We know that a nomination can be a really great way to encourage an entry. Sometimes "tall poppy syndrome" means that a business won't enter unless they are nominated by an external party who can see what a great job they are doing.

How many awards can businesses enter?

Businesses may enter as many awards as they like but cannot enter any awards they have been a previous winner of. All entrants are eligible for The Grand Supreme Business Excellence Award.

How does a business choose which award to enter?

Many businesses will be eligible for multiple awards. You should choose the award that most suits the emphasis you wish to highlight in your entry.

Can I submit further information with my entry?

No, your entry should be submitted via our online entry form and include the information requested. Entries in other formats and supporting information can be viewed by the judges if you are selected for an interview. We recommend you adhere to the word limits provided.

Is there a cost to enter?

There is no cost to enter The Grand Business South Awards. We do encourage you to purchase tickets to attend the Gala Dinner on 17 November 2023.

When will the finalists be known?

The judges may contact your business to clarify any details on your entry or to gain additional information. The judges reserve the right to reassign entries into alternative categories. The judges reserve the right to decide on the number of finalists for each award based on the quality of entrants.

All finalists will be contacted to attend an interview. Judges will conduct interviews from September 18 to 29. Finalists will then be notified, with a Finalists and Sponsors event held in October 2023. The judges' decision is final, and correspondence will not be entered into.

The winners will be announced at the Awards ceremony and dinner on 17 November 2023.