

**Best Medium Sized Business**

**Entry Form Part Two**

This Award recognises a successful Medium Sized business which exceeds customer expectations. The judges seek to understand that business’ unique competitive advantage and consider evidence on how that has enabled the business to be profitable. A Small to Medium sized business is classified as having from 11 to 25 Full Time Employees (FTEs).

**Please download this Entry Form (Part Two) onto your PC, Laptop or other devices.**

Completed Forms (1 and 2 for entries in Categories 1 to 13) and Form 2 for entries in Categories 14 to 18 must be sent to [**iba2021chipdawson@xtra.co.nz**](mailto:iba2021chipdawson@xtra.co.nz)

**Please do not fax, post, courier or send the completed forms through any other source.**

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| **Name** |  |
| **Position** |  |
| **Organisation** |  |
| **Physical Address** |  |
| **Postal Address** |  |
| **Email** |  |
| **Telephone** |  |
| **Fax** |  |

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| **Best Medium Sized Business Award (750 words)** |
| 1. Describe your business’s competitive advantage and provide examples. |
| 1. Outline your strategies and actions for innovation and growth. |
| 1. Give examples of the key performance indicators for your business and how do you measure and monitor them? |