



2013
Entry Kit



Who can enter?

The winner of CRN Fast50 must:

- sell, resell, recommend, design or implement IT products and/or services to business end users;
- over 50% of revenue in the financial year ending in June 2013 comes from selling, reselling, recommending, designing or implementing of IT products and/or services (but excluding internet connections) to business end users;
- have net sales revenue of at least \$250,000 (excluding GST) in financial year 2011-2012;
- be established and have traded before 1 July, 2011;
- be based in Australia

Vendors ("manufacturers") and distributors are not eligible for the list.

Where do I enter?

Once you've read the CRN Fast50 Entry Checklist, simply visit <http://www.crn.com.au/fast50> and enter.

When does the CRN Fast50 close?

Friday 11th October, 2013. Please note that CRN reserves the right to extend the closing date as required. If the close date is extended, it will be made publicly available.

What does it cost to enter the CRN Fast50?

All nominations are FREE.

How do I enter?

Read the CRN Fast50 Entry Checklist (below). This checklist will provide a list of all questions that will need to be answered during online submission.

2013 CRN FAST50 ENTRY CHECKLIST

Prior to starting your online submission, please ensure you have the following information:

1. Full name, email address and mobile number of submission entrant.
2. Company name, address, phone number, ABN and URL.
3. What city is the company's head office located?
4. What month and year did the company start trading?
5. Approximately how many employees within the company?
7. Provide full name, job title and age of the top three executives within the company. Details of at least one executive must be provided.



8. Please provide the net sales revenue for the following financial years.
FY2011 (1 July 2011 – 30 June 2012) and
FY2012 (1 July 2012 – 30 June 2013)
Net sales revenues must be rounded to the nearest dollar.
9. Was the company's sales data adjusted to coincide with the July–June financial year?
10. Please break the financial year 2012/2013 sales revenue down into hardware, software, and services
(including managed and professional services).
11. Please break the financial year 2012/2013 percentage of sales revenue down by size of customer.
12. What percentage of business in 2012/2013 was from new customers?
13. What percentage of the business's revenue does each of the following activities contribute?
(see entry form)
14. What percentage of the business's revenue does each of the following industries contribute?
(see entry form)
15. Please list up to five of your key vendor partners (exclude distributors, direct marketers, and other resellers) in order of importance (the first being the most important). You must provide at least one.
16. Please list up to five of your primary distributors in order of importance; the most important first. You must provide at least one.

NOTE: All submission data will be made publicly available. Click here to view last year's report.
(<http://www.crn.com.au/News/281869,crn-fast50-winner-announced.aspx>)

Upon completion of your submission you must also provide the following supporting documentation...

1. A notarised, signed affidavit by the company director on company letterhead confirming the sales figures – download affidavit now
http://i.haymarket.net.au/Assets/AFFIDAVIT_2013.pdf

AND

2. Either:
 - a) A statement from an independent accountant confirming sales figures OR
 - b) ASX or ASIC filings

Please email all supporting documentation to CRN Publishing Manager
Jasmine Epiro, jepiro@haymarketmedia.com.au

Questions?

For questions or clarification, please refer to the online FAQs (www.crn.com.au/Fast50/TheDetail.aspx) or contact CRN Publishing Manager Jasmine Epiro, jepiro@haymarketmedia.com.au, or phone **02 8399 7692**.