



2026 techpartner.news Fast50 Entry Form

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Thank you for applying to have your company listed in the 2026 techpartner.news Fast50, which recognises fast growing technology partner businesses in Australia. Read more about the awards [here](#).

Save the date

The 2026 Fast50 rankings, revenue results, and growth trends will be revealed at the gala Fast50 Awards dinner at the W Hotel, **Sydney, 19 November, 2026.**

Which businesses are eligible for the Fast50?

The Fast50 aims to recognise growth of ICT-related channel partners operating in Australia that primarily sell directly to end user organisations, NOT companies that have a core focus on selling to or through channel partners.

Eligible businesses

These include most MSPs, TSPs, consultancies, system integrators and VARs. Your business IS eligible if:

- More than 50% of its revenue in the 2026 financial year ending in June 2026 was from selling, reselling, recommending, designing, implementing, integrating or managing ICT products/services to or for business or government **end user organisations.**
- It had net sales revenue of at least \$1 million (excluding GST) in FY25 and net sales revenue of at least \$1.5 million (excluding GST) in FY26.
- It was established and trading before 1st July 2024.
- It does business in Australia.

Non-eligible businesses

These include vendors and distributors. Your business is NOT eligible if:

- More than 50% of its revenue in FY26 was from selling, reselling, recommending, designing, implementing, integrating or managing ICT products/services **to or through resellers/dealers/other channel partners**, rather than direct to end-user organisations.
- It was established and started trading after July 1 2024.
- It doesn't do business in Australia.

Note: independent software vendors, app developers or similar businesses which develop and sell their own commercial products, rather than selling, reselling, recommending, designing, implementing, integrating or managing ICT from other vendors, may be asked to make a case for eligibility.

You can read more about our [Entry Criteria](#) on our Fast50 web site. You can also [email us](#).

* Based on the above, is your business eligible?

- Yes
- No

When is the deadline to submit completed entry form & supporting documents?

Complete and submit this form online and email us two supporting documents (details next page) by **August 28, 2026**.

Can I prepare my entry offline?

Yes. You must submit your application using this online form, but we recommend downloading a [copy of the form here](#) to refer to while preparing your application.

Note: You can exit the online form to gather information and then revisit and complete the submission later, as long as you use the same URL on the same device as when you started.



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Although you told us you are not eligible for the Fast50, you can enquire about sponsoring the program, including the gala Fast50 awards dinner - see the [Fast50 prospectus](#).

You can also [follow our Fast50 coverage here](#).

Thank you for your interest in the Fast50.



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Here's what you need to email us

After submitting this completed form, here's what you'll need to email us

After submitting this completed form you must provide TWO documents:

Document 1

- a) Letter signed by an external certified **accountant/auditor** on its company letterhead confirming:
 - total sales revenue, excluding GST, for 2025 and 2026 financial years, and company ABN/ACN
 - (OPTIONAL) EBITDA margin band (supply this if you want to be eligible for the Profitability Award). EBITDA margin band won't be published and will only be used to assess eligibility for the Profitability Award.

OR

- b) ASX or ASIC filings containing the above (EBITDA margin band optional).

Document 2

Completed **Director's Declaration** ([download Director's Declaration](#)) signed by your company director. Note: It does not need to be witnessed by a Justice of the Peace.

Where do I send these two documents?

Please email them to: fast50@techpartner.news by **August 28, 2026**.



2026 techpartner.news Fast50 Entry Form

1. Company details

* **Company Details**

Contact details for the person filling out this survey:

Company:	<input type="text"/>
First name:	<input type="text"/>
Surname:	<input type="text"/>
Email address:	<input type="text"/>
Direct mobile/phone:	<input type="text"/>

* Which best describes your job title?

* Business details (the business your are nominating for the Fast50).
(Address should be your Australian head office)

ABN/ACN number:	<input type="text"/>
Company name:	<input type="text"/>
Company phone number:	<input type="text"/>
Company URL:	<input type="text"/>
City:	<input type="text"/>
State:	<input type="text"/>
Postcode:	<input type="text"/>
Company size (People in Australia):	<input type="text"/>

* What year did the business start trading? You must have been operating for at least two years.

If the business started trading started **after 1st July 2024**, it is not eligible to enter.

Please upload the business's logo. Please provide a large, high resolution logo, ideally 1920x1080 minimum, .PNG (with alpha channel), without background.

Choose File

Choose File

No file chosen

* Please provide details of a company senior executive:

First name:

Surname:

Job Title:

Email:

Phone Number

* Does the business generate a greater proportion of revenue from selling direct to business or government end users, or via a channel of resellers or dealers?

Business/government end users

Resellers/dealers

* Which of the following are core to the business?

- Reseller/VAR
- Systems Integrator
- Managed Services Provider
- Managed Security Services Provider
- Managed Print Services Provider
- Consulting and Advisory
- SaaS Reseller
- Cloud Services Provider
- Hosting Provider/ISP/RSP
- Telco Reseller/Provider
- Independent Software Vendor
- Software Developer
- Digital Agency
- B2B Marketer
- IT Retailer
- IT Training Provider
- Other (please specify)

* Please list the business's top 3 technology vendor partners.

Vendor 1	<input type="text"/>
Vendor 2	<input type="text"/>
Vendor 3	<input type="text"/>

* Please select all the distributors or marketplaces you worked with in FY26. If you did not work with any, choose 'not applicable'.

Dicker Data

Nextgen

Synnex

Bluechip Infotech

Ingram Micro

Exclusive Networks

Arrow

Fifteen

Westcon-Comstor

Orca Tech

Tech Data (TD Synnex)

Wavelink

Crayon

Leader

Pax8

Other (please specify)

Not applicable



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Financial performance

* **Financial Performance**

Was your net sales revenue over \$1 million for the 2025 financial year? (year ending June 30, 2025)

*Note: sales revenue for the 2025 financial year must be at least \$1 million (excluding GST).

Yes

*** Did your net sales revenue exceed \$1.5 million for the 2026 financial year? (year ending June 30, 2026)**

*Note: sales revenue for the 2026 financial year must be at least \$1.5 million (excluding GST).

Yes

*** Please provide the business's net Australian sales revenue for the 2025 and 2026 financial years. Please note - we do not accept any government stimulus to be included in the total revenue.**

Revenue figures must be in Australian dollars and rounded up to the nearest dollar. Please do not include the dollar symbol, commas or spaces. For example, \$2,987,654.00 should just be written as 2987654.

You will be required to submit further evidence of your company revenue. Details at end of entry form.

What if my business operates multiple entities, such as businesses in multiple countries?

You can tell us about related entities later in this form. For now, only provide revenue from a single Australian entity in this answer.

FY2025 Australian revenue (1 July 2024- 30 June 2025)

FY2026 Australian revenue (1 July 2025- 30 June 2026)

*** Was the company's sales data adjusted to coincide with the July-June financial year?** This enables us to compare all respondents using the same time period

- No alterations were made to the sales data.
- Yes, the company's sales data was adjusted to coincide with the July-June financial year.

Profitability Award - optional question

Partners with strongest EBITDA margin will receive this special award. Your response to this question will not be published and will only be used to assess eligibility for the Profitability Award.

If we receive strong entries for this award across a range of company sizes, we may introduce sub-categories such as:

- Best Profitability - Under \$25 million revenue
- Best Profitability - \$25 million revenue and above

Multiple Profitability Awards may be given in each sub-category.

What was your EBITDA margin for the 2026 financial year (ending June 30, 2026)? Your answer will be used only for Profitability Award consideration. Your response will not be published or shared individually.

(EBITDA margin is your earnings before interest, tax, depreciation and amortisation, expressed as a percentage of total revenue. For example, if your EBITDA was \$2 million on \$10 million revenue, your EBITDA margin is 20%.)

- Less than 5%
- 5-10%
- 11-15%
- 16-20%
- 21-25%
- Over 25%



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Related entities: acquired and merged businesses

* **Acquired and merged businesses**

Does the FY26 revenue you reported earlier in this entry include revenue from either of the following:

- a business you acquired in FY26?
- a business you merged with in FY26?

Yes

No



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Related entities: acquired and merged businesses

Of the total FY26 revenue you reported earlier in this entry form, how much came from businesses you acquired or merged with in FY26?

Revenue figures must be in Australian dollars rounded up to the nearest dollar, excluding GST. Don't include the dollar symbol, commas or spaces. For example, \$2,987,654.00 should just be written as 2987654.

Please name the businesses you acquired or merged with in FY26 that contributed to your FY26 revenue, and briefly explain how each fits within your overall business structure. For example, note whether it:

- operates under the same brand
- offers the same or closely related services
- is managed as part of the same overall business
- has a separate ABN or legal entity
- remains a separate business or has been integrated into your business
- whether it was acquired, merged or incorporated into your business during FY26, and if so, from what date



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Related entities: multiple countries

* **Businesses that operate in multiple countries**

Does the business operate in multiple countries?

Yes

No



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Related entities: multiple countries

Is your business based, headquartered and founded in Australia?

- Yes
- No



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Related entities: multiple countries

*** If your business is based, headquartered and founded in Australia**, revenue from the *same* business activities in other countries may be counted - please provide that overseas revenue below.

Please keep in mind: the Fast50 aims to recognise growth of a single, defined business. Only include revenue below from overseas entities if they and your Australian business are *clearly run and presented as one overall business*.

Example 1: the Australian-founded business Redfield Print Services has businesses in Australia, New Zealand and the UK, all providing printing services under the same name. It can provide total revenue from those New Zealand and UK activities here.

Example 2: Redfield Print Services' owners also own NorthShore Consulting, which is run separately and does digital transformation consulting work in Australia and the US. NorthShore Consulting revenue is NOT eligible for the Fast50.

Revenue figures must be in Australian dollars rounded up to the nearest dollar, excluding GST. Don't include the dollar symbol, commas or spaces. For example, \$2,987,654.00 should just be written as 2987654.

FY2025 revenue in \$AU from the same businesses operating overseas (1 July 2024- 30 June 2025)

FY2026 revenue in \$AU from the same businesses operating overseas (1 July 2025- 30 June 2026)



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What drove growth?

*** What drove growth?**

Looking at your overall business, what **percentage** of its FY26 revenue came from each of the following revenue categories?

Percentages must add up to 100. Enter whole numbers only. Don't enter percentage symbols, decimals or commas.

Managed services, support and repair (eg. managed services, IT support, help desk, backup and recovery)

Professional, consulting and project services (eg. consulting services, project delivery, system integration, cloud migration, implementation services)

Cybersecurity, risk and data protection (eg. cybersecurity services, cybersecurity software or hardware, information security, data protection, risk and governance)

Infrastructure, hosting and data centre services (eg. cloud IaaS or PaaS, hosting, data centres and services, virtualisation, storage, servers, converged infrastructure)

Telecommunications, unified communications and contact centre (eg. telecommunications, carrier and telco solutions, VOIP, unified communications, videoconferencing, contact centre)

Data, AI and automation (eg. analytics and business intelligence, big data, data governance, data and application integration, business process automation, AI-specific services or products)

Business applications and SaaS (eg. accounting and finance software, ERP and supply chain software, CRM software, HR products, productivity applications, SaaS licences, marketing technology, digital customer experience solutions and services)

Software development and application services (eg. software development services, software development tools, application modernisation)

Networking, endpoint and IT management (eg. networking, IT management software, mobile device management, power solutions)

Devices and peripherals (eg. PCs and peripherals, computer components, mobile devices, servers sold as products, accessories)

Licensing, asset and software management (eg. licensing, software asset management, IT asset management)

Print, AV and physical security (eg. photocopiers, printers and scanners, print services, print consumables, pro audio visual, physical security technology services)

Staffing, outsourced personnel and training (eg. professional services staff augmentation, outsourced personnel, training and certification)

Specialist industry or emerging solutions (eg. Internet of Things, specialist hardware or service categories not neatly covered above)

Other



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What drove growth?

Within the revenue categories you selected on the last page, what offerings contributed **significantly** to your FY26 revenue?

Skip categories that aren't applicable.

Which **managed services, support and repair** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Backup and recovery
- IT repair/break fix
- IT support
- Managed services
- Help desk
- Other (please specify)

Which **professional, consulting, and project services** contributed *significantly* to your FY26 revenue? Select all that apply.

- System integration
- Consulting services
- Cloud services (eg. migration)
- Other (please specify)

Which **cybersecurity, risk and data protection** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Information security
- Cybersecurity software and/or hardware
- Cybersecurity services and/or consultancy
- Risk and governance
- Data protection
- Other (please specify)

Which **infrastructure, hosting and data centre** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Converged infrastructure
- Data centres and services
- Hosting
- Cloud IaaS or PaaS
- Servers
- Storage
- Virtualisation
- Other (please specify)

Which **telecommunications, unified communications, and contact centre** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Telecommunications
- Contact centre
- Carrier and telco solutions
- VOIP
- Unified Communications
- Videoconferencing
- Other (please specify)

Which **data, AI and automation** offerings contributed *significantly* to your FY26 revenue?

Select all that apply.

- Data governance/information management
- Analytics/business intelligence/big data
- Data/application integration
- Business process automation
- Artificial Intelligence-specific services or products
- Other (please specify)

Which **business applications and SaaS** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Accounting/finance software
- Productivity applications
- CRM software
- ERP and supply chain software
- Human capital management (HR products)
- Marketing technology
- Digital customer experience solutions/services
- SaaS licences
- Other (please specify)

Which **software development and application** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Application modernisation
- Software development services
- Software development tools
- Other (please specify)

Which **networking, endpoint and IT management** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- IT management software
- Mobile devices/management
- Networking
- Other (please specify)

Which **device and peripheral** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- PCs and peripherals
- Computer components
- Power solutions
- Accessories (bags, chargers, cables etc.)
- Supplies and consumables (other than print)
- Other (please specify)

Which **licensing, asset and software management** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- IT asset management
- Licensing and software asset management
- Other (please specify)

Which **print, AV and physical security** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Photocopiers, printers and scanners
- Print services
- Print consumables
- Physical security software/hardware/technology services
- Pro audio visual
- Other (please specify)

Which **staffing, outsourced personnel and training** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Professional Services (staff augmentation)
- Outsourced personnel
- Training
- Certification
- Other (please specify)

Which **specialist industry or emerging** offerings contributed *significantly* to your FY26 revenue? Select all that apply.

- Internet of Things
- Other (please specify)

Are there other offerings not listed above that contributed *significantly* to your FY26 revenue? List them here.



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Customers

* Approximately what percentage of your revenue in FY26 came from customers with the following number of seats? Percentages must add up to 100 (do not use percentage sign).

0 - 20 seats	<input type="text"/>
21 - 100 seats	<input type="text"/>
101 - 500 seats	<input type="text"/>
501 - 1000 seats	<input type="text"/>
1001 or more seats	<input type="text"/>

Any other comments about what drove customer demand for your business in FY26?



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Quality of Growth

* **Quality of Growth**

Which of the following contributed **significantly** to your revenue growth in FY26? Select all that apply.

- Business acquisition or merger
- One-off project demand
- Major new customer wins
- Growing revenue from existing customers
- Expanding portfolio of recurring services
- New capability launched in prior years now scaling
- Overseas expansion
- Geographic expansion within Australia
- Other (please specify)

Please briefly explain your answer. For example, you may wish to tell us:

- what specifically drove the growth
- whether you expect this growth to continue in FY27
- whether it reflects a one-off uplift or a more repeatable shift in the business



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Operational and commercial changes

* **Operational and commercial changes**

Which of the following operational or commercial changes contributed most significantly to your growth in FY26?

Select up to three.

- No material changes - operationally and commercially it was largely BAU
- Improved sales execution
- Better cross-sell / upsell
- New senior hires
- New vendor relationship
- New service capability
- Deeper vertical focus
- Higher pricing
- Improved delivery capacity
- Stronger marketing / lead generation
- Other (please specify)

Please briefly explain your answer.

For example, you may wish to tell us:

- why the change was needed
- what changed
- when the change was made
- whether the impact showed up mainly in FY26 or reflected work done in an earlier financial year

Is there anything else you would like to tell us that helps explain your business's growth in FY26?



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Final approval

Please agree to the following before completing your entry:

Note: You cannot enter the Fast50 unless you agree to these conditions, which are irrevocable.

* Do you agree to have data from this submission made publicly available?
The Fast50 will be published online by techpartner.news and announced at the techpartner.news Fast50 Awards.

Yes, I agree.

* The Fast50 relies on support from sponsors. If you become one of the Fast50, do you agree for techpartner.news to share your name and email address with our sponsors after the winners have been announced? Sponsors will also be provided with some of the data that appears in our published coverage, such as revenue growth, revenue, major vendors and distributors and key executives.

Yes, I agree.

Next is the last page.



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Final Step - two documents

Final step - after submitting this completed form, you must also provide the following **TWO** documents:

Document 1

- a) Letter signed by an external certified **accountant/auditor** on its company letterhead confirming:
 - total sales revenue (excluding GST) for 2025 financial year and 2026 financial year, and company ABN/ACN
 - (OPTIONAL) EBITDA margin band (supply this if you want to be eligible for the Profitability Award). EBITDA margin band won't be published and will only be used to assess eligibility for the Profitability Award.

OR

- b) ASX or ASIC filings containing the above (EBITDA margin band optional).

Document 2

Completed **Director's Declaration** ([download Director's Declaration](#)) signed by your company director. Note: It does not need to be witnessed by a Justice of the Peace.

Where do I send these documents?

Please email them to fast50@techpartner.news by **August 28, 2026**.

Don't miss this! To finish submitting this entry form, click 'Done' below.