

GO GLOBAL AWARDS 2023

Your Organization / Company Name:

Country:

Name of Contact Person Responsible for Completing this Awards Entry:

Website Address:

Email:

Role/Position:

Office Phone:

Mobile Phone Number:

Name of CEO of Organization:

Email address of the CEO:

Industry Specific Awards:

- Advanced Manufacturing
- Aerospace
- Agricultural Products
- Airline of the Year
- Artificial Intelligence
- Automotive Technologies
- Beverages
- BioTech
- Blockchain
- Business Finance
- CleanTech
- Construction
- Creative Industries
- eCommerce
- EdTech
- Education Services
- Electronics Manufacturing
- EnergyTech
- Engineering
- Fashion

- FinTech
- Food Innovation (alternative proteins, manufacturing etc.)
- Food Manufacturing
- Freight and Logistics
- HealthTech
- Information Technology (Hardware)
- Information Technology (Software)
- IoT
- Last Mile Innovation
- Legal Services
- Manufacturer of the Year
- Marine Technology
- Maritime Services
- Marketing and PR
- MedTech
- Mining
- Offshore Wind
- Packaging
- PharmaTech
- Professional Services
- PropertyTech
- Retail
- Robotics
- Supply Chain Management
- Trade Finance
- Travel and Hospitality
- Warehousing and Distribution

General Awards:

- Environmentally Conscious Exporter of the Year
- Export Innovation
- Exporter of the Year
- Fastest Growing
- Future of work – best place to work
- Future of work – innovate workforce development program
- Healthiest place to work
- Legend in Export
- Minority Owned Business of the Year
- Product Innovation of the Year
- Service Excellence

- Small Business of the Year
- Socially Responsible Exporter of the Year
- Start-Up Exporter of the Year
- Technology Innovation of the Year
- Women in Business

1. Type of business:

- Service Provider (Does not involve physical goods)
- Agricultural Production
- Manufacturer
- Exporter
- Distributor
- Logistics
- Retailer

2. Number of years in business:

3. Number of Employees:

4. What is your primary business industry/sector?

5. What countries do you already have offices in?

6. Which countries do you currently export to?

7. What countries are you looking to enter in the next 24-28 months?

8. What is your standard mode of new market entry?

- JV/Partnership
- Franchising
- Establish Own Offices
- Online sales / Direct sales
- Joint venture / Partnership
- Locate resellers / Distributors
- Resellers/Distributors

9. What are your criteria for choosing a new market to enter?

10. What products and/or services do you sell?

11. What problem does your product and/or service solve?

12. Who are your typical customers? (Check all that apply)

- Business
- Government
- Individuals

13. What drives a sale / what causes people to purchase your product and/or service?

14. What makes your products/services/IP unique and competitive?

15. What are some of the key business milestones you have achieved since starting?

16. Was there a specific deal or partnership that had a major impact on your bottom line and, for example, allowed you to invest in more staff, expand to other markets or sell to a new customer?

If yes, please provide additional information here.

17. Do you intend to hire in the next 12 to 24 months?

If so, could you tell us where, when, how many and what types of jobs you intend to create.

18. Please outline what your business has done that can be considered innovative / different and/or market-leading in your specific sector.

19. Please outline how your business has differentiated its products and services from those of your competitors.

20. If relevant, please outline how your products/services deliver environmental benefits, reduce environmental impact, and contribute to long-term sustainability.

21. How has your business adapted to working internationally?

22. Do you source more than one third inputs from outside of your country?

If so, please comment on the risk strategies you have in place.

23. How do you ensure sustainable customer satisfaction?

24. What key investments do you propose to make in the next 12-24 months?

25. Do you intend to hold global company or customer conferences in the next 12 to 24 months?

If so, tell us a little bit about the customer, size of conference, location?