Nova Scotia
Export Achievement Awards

nsbi
Nova Scotia Business Inc.

APPLICATION FORM

Award Category: Innovation in Business Champion of the Year

Presented to a business that has demonstrated sustainable growth of export markets because of adaption of their product or service to meet market demand within the past two (2) years.

To complete the form, download to your computer and type in the requested information in the fields below. For additional information, please refer to the **EAA Guidelines** and **FAQ**. All questions must be answered. If the response is not applicable, please write "n/a".

The deadline to submit an Application Form is Friday, March 13, 2020 at 5:00pm ADT.

GENERAL INFORMATION:

Company Name:	
Address:	
Contact Name:	
Contact Title:	
Telephone: (xxx) xxx-xxxx	
Mobile: (xxx) xxx-xxxx	
Email:	
Website:	
Year company was established (YYYY):	
Business Registration No.: (Nova Scotia Registry of Joint Stocks):	

Please Note: Each question has been assigned a score point value which combined, add up to 55 points. The score point value is listed next to each question.

1. COMPANY SNAPSHOT: (5 POINTS)

Please provide a brief overview of your business including what products or services your company exports, a description of your export activities and the markets you serve. *(250 words or less)*

2. ECONOMIC IMPACT: (20 POINTS)

	2019	2018	2017
Total Revenue			
Total revenue from outside Nova Scotia			
Total number of Nova Scotia Full Time Equivalents (FTEs)			

Please describe how exporting has impacted your company's actual sales and profits, your projected company growth and your overall competitiveness. *(250 words or less).*

3. BUSINESS & EXPORT STRATEGY: (10 POINTS)

Explain your company's export and business strategy *(approx. 500 words)*. *Outline your strategy with focus on answering questions such as: What are your export growth goals for the next three years? How do you identify new export markets? What strategies do you use for entering a new market? What challenges have you faced when entering a new market and how did you overcome them? Include any other achievements of your export strategy that you feel are relevant.*

4. INNOVATION: (20 POINTS)

(Innovation is defined as 'New and better ways of evolving your product or service that creates value and enhances the company's exportability')

Explain your innovation strategy. *Please describe what innovation your company undertook within the last two years to improve your company's exportability. Provide details of innovation to the company's products / services or adapted products / services for the export market. (approx. 250 words)*

5. BUSINESS STANDING & AUTHORIZATION

Is your business duly registered and otherwise authorized to carry on its business in the Province of Nova Scotia, including all necessary licences, permits and permissions, in good standing?	Yes ☐	No ☐
Are there any outstanding or pending claims/litigation against the business or its principals?	Yes ☐	No ☐
Are there, or is there any basis for, any claims, injunctions, judgements, orders, legal or administrative actions or similar proceedings against your business?	Yes ☐	No ☐
If your business is not duly registered, there are any outstanding or pending claims, and/or there are any legal proceedings against your business, please provide additional documentation and submit with this application		

To help us understand your products/service, we encourage you to include any relevant supporting materials such as brochures and location of online information.

DISCLAIMER:

☐ **I certify that the information provided is accurate and I agree to have my business considered for the Nova Scotia Export Achievement Awards.**

Applicant's Name: (*Please type your name)*	
Applicant's Signature:	
Date (DD/MM/YYYY):	

Information collected in connection with the EAA is subject to, and will be treated in accordance with, the Nova Scotia Freedom of Information and Protection of Privacy Act.

Applicants and nominated businesses must consent to:

- Participate in any public announcement or public ceremony related to the EAA at a mutually agreeable time; and
- The release of information (business name, business contact name, sector, region, and type or types of awards received) to the media and general public.

Submit your completed Application Form to: exportawardapplication@nsbi.ca