



# BREAKTHROUGH

Businesses greater than 15 FTEs

## ***Royal Agricultural & Horticultural Education***

## ***Foundation of South Australia***

## **Business Excellence Award**

**Aim:** To recognise a business that demonstrates business excellence and sets a benchmark for industry.

**You may complete this section in dot points, so please provide a brief description of:**

### **1. Background** (200 words maximum)

- 1.1 A brief history, short outline and nature of your business including products, markets and number of full time equivalent employees.
- 1.2 Your Food Safety System including certification standard (third party or internal) and product recall processes. Also describe any other informal or formal management systems underpinning the business, eg QMS, EMS and/or OH&S. (Service providers to describe any informal or formal management systems.)

### **2. Leadership** (500 words maximum)

- 2.1 How leadership has defined the way forward and engaged the business stakeholders in the vision.
- 2.2 The culture within your business outlining key business values and related day-to-day behaviours.
- 2.3 Your approach to developing relationships and/or linkages across the value chain.

### **3. Planning** (500 words maximum)



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- 3.1 Your approach to developing your business plan, ie your vision, strategies, goals, resource allocation etc.
  - 3.2 Your key measures of success and relevant trends, ie growth, productivity, profitability etc.
  - 3.3 How your strategies and plans have led your business achievements over the last 12 months.
- 4. Customer/Consumer Focus (500 words maximum)**
- 4.1 Your approach to understanding your markets, customers and consumers.
  - 4.2 Distinguishing features of your customer/consumer relationships.
  - 4.3 Examples of success in getting your pricing, promotion, distribution and product/service mix right.
- 5. Business improvement (500 words maximum)**
- 5.1 How your business maintains and improves its processes, products, services and people.
  - 5.2 The systems in place to encourage and maintain a continuous improvement approach to all aspects of your business including safety and productivity.
  - 5.3 Specific improvement projects completed over the last 12 months and the resulting impact to your business.
- 6. Finance**
- Please provide a written statement from your accountant indicating your financial stability. Note that you will still be required to provide financial details during the interview process if nominated as a finalist.