



ENTRY GUIDE

**Thursday, November 9th,
The Ballsbridge Hotel, Dublin.**

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Agribusiness Awards

Launched in 2015, the Agribusiness Awards set the **benchmark for excellence** in the agribusiness industry.

The Agribusiness Awards provide a voice for the individuals and organisations that play a significant role in the growth and development of the agribusiness industry in Ireland.

The Awards cater for all sectors who contribute to the fantastic achievements within the agri-food industry as a whole.

The award categories reflect the main areas of excellence in the industry and we hope that you enter the ones most appropriate to you.

Why enter the Awards?

Shortlisted entrants and award winners will have their national profiles raised.

The Agribusiness Awards offers a **unique PR opportunity** to showcase you and your business as a leader in this hugely important profession, attracting top talent and new clients to your business in the process.

The awards ceremony itself is attended by hundreds of industry figures, offering a **unique opportunity to network** with the industry's most influential players and meet current and potential clients.

And of course, there's the **beautiful trophy** which the successful entrants will take away on the night.

There is **no charge to enter**, so get your thinking cap on and start putting your entries together!

Categories

Entries must be made online at **www.agribusinessawards.ie**.

Agribusiness Rising Star 2017

Agribusiness of the Year - Dairy

Agribusiness of the Year - Cattle & Beef

Agribusiness of the Year - Sheep & Sheepmeat

Agribusiness of the Year - Pigs & Pigeon

Agribusiness of the Year - Poultry

Agribusiness of the Year - Forestry

Agribusiness of the Year - Fresh Fruit & Vegetables

Agribusiness of the Year - Crops

Agribusiness of the Year - Food or Beverage Producer

Agribusiness of the Year - Prepared Foods

Agribusiness of the Year - Equipment & Machinery

Agribusiness of the Year - Merchant

Agribusiness of the Year - Co-operative

Agribusiness of the Year - Emerging

Excellence in the Provision of Professional Services

Best Use of Technology

Innovation in Agribusiness

Excellence in Export Achievement

Excellence in Supply Chain

Excellence in Education & Training

Excellence in Sustainability

Excellence in Health & Safety

How to Enter

It is **free** to enter the Agribusiness Awards.

When completing your entry, please follow these rules:

- All activities cited in support of your entries must have been ongoing **within the past 12 months** from the closing date of these awards.
- Please ensure your submission fits onto **no more than 5 A4** pages in portrait PDF format, including supporting materials such as pictures, graphs, testimonials, etc.
- Please **answer each of the key criteria points** allocated to the category that you are entering. This is what the judges base their scores on. Back up your key points with other information such as tables, graphics, figures, pictures etc.
- You may enter as many categories as are relevant, however each entry must be **tailored to meet the category criteria**.
- The entering party must have an office in the ROI or NI, and the projects that support their entry **must for the most part have taken place** in these areas, unless stated otherwise in the category criteria.

You will need the following to complete your entry:

- Your **5 A4 page PDF** entry document.
- A **50 word summary** of your entry. This may be used in full in our Awards booklet or in our script. It must be relevant to the category you are entering. So, if you are entering a project, the summary must be about the project; if you are entering a person, it must be about that person.
- **2 high resolution landscape photos** (300 dpi) relevant to your entry and the category you are entering. So, if you are entering a project, the photos must be about the project; if you are entering a person, they must be of that person.
- These will be used as part of the AV presentation on the night, so choose photos that you are proud to display.
- A **JPEG** version of your organisation **logo**.
- The **name** of the person who will **accept the trophy** on your behalf in the event you should win. This may be used in post awards media coverage.
- **Please note:** All of the above items will be required in order to submit your entry, and **you will not be able to modify your entry once uploaded**.

We wish all our entrants the best of luck and we look forward to receiving your entries.

Tips on Entering



1. Read the criteria and make sure you answer each point. The judges use the criteria points as a basis for their scores, so make sure you touch on each criteria point. You can use additional facts, figures and information to back up or add to these points. By following the criteria you stand a better chance of scoring highly and make the judge's job easier!

2. Enter the right categories. Some companies seem to enter certain categories, and then ignore the one that they would stand a much better chance of winning. To start, look through the categories carefully and choose the most relevant to you. This will give you a better chance of winning.

3. Facts are very powerful; and waffle or generalities cut very little ice with the judges. There are lots of ways of presenting data, and one may look a lot stronger than the others. For example, your sales figures may not be great, but your new enquiry levels could be through the roof, focus on these. We're not advocating you twist the truth; but we do feel it's within the rules for you to make the strongest possible case for your company.

4. Don't write more than you've been asked to supply. There is a limit on the number of pages you can submit (5 A4 Pages). Don't go above this as the judges won't read reams of supporting information. In the same way don't do ultra-minimal entries and simply rely on your profile to get yourself noticed.

5. Put yourself in the judges' shoes. Think about what would really impress them? What makes you special and distinctive? Our judges are all senior people and you need to think about your entry from their perspective. In many cases we see entries prepared by junior members of the team who can miss key selling points. The best entries have input from someone at Board level.

6. Check everything carefully. Many entries include fundamental errors – mainly spelling or grammatical errors.

7. Phone a friend. The entries team working on the awards are happy to talk through draft entries and are always willing to give guidance. So if you want to try something a bit different, and would like our thoughts on that before you submit your entry, give us a call – we'll do our best to give you a sensible steer.

8. Good presentation pays dividends. You are not judged on how pretty your entry looks, but busy judges are inevitably attracted to easy-to-read, neatly laid out entries. Some of the better submissions include simple, summary bullet points. The best presented entries often incorporate a range of small photographs, clever charts or graphs and other visual material that makes it very easy to absorb and digest.

9. Boast, don't be modest! Your positive opening words are crucial - so begin with the end! This is the hook which will encourage those judging to delve deeper. Don't ramble; get to the point, every word should count. Be proud of what you have done, this is one time when it is absolutely right to boast. Testimonials are very powerful too!

10. Promote your business. It is not often you are given the chance to generate free publicity; so encourage and praise your team and you might be surprised to discover that you can win one of the most prestigious awards in the sector. And if you win, think of the huge marketing advantage that will give you.

Judges & Judging Process

A distinguished panel of judges will be drawn from the highest echelons of industry, government, academia and professional bodies in Ireland to co-ordinate the Agribusiness Awards judging. The expert panel of judges will bring their expertise and wealth of experience to the judging process.

To view who will be judging this year's Awards, visit www.agribusinessawards.ie.

Shortlisting

- Once the entry deadline is reached, all entries will be carefully examined and scored using the criteria by the shortlisting panel of experts.
- The highest scoring submissions will be selected to go forward to the shortlist for each category.
- You will receive an email from the Event Team letting you know if your entry was successful or not.
- The shortlist of finalists will be published on the Awards' website, www.agribusinessawards.ie.

Judging

- Judges are divided into panels, based on their expertise, to ensure any possible conflict is avoided.
- All judges score finalists based on the relevant category criteria.
- Scores are then collected by the event team and collated.
- Scores are sent to the judging coordinator who checks and verifies all scores.
- The highest scoring entrant is declared the winner of that category.

The winners will be announced at the awards ceremony in the Ballsbridge Hotel, Dublin, on November 9th.

Categories & Criteria



This category recognises young professionals that have made a significant contribution to the advancement of their organisation or the industry as a whole beyond that which is normally expected from individuals of this age and experience. 'Young' is defined as someone who, on 31st December 2017, is not more than 35 years old.

The individual can be nominated by themselves or by a third party, but please ensure you have their permission to do so.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Employment History: Please provide a one-page CV with details of their employment history as well as courses and qualifications obtained.*
- *Contribution: What has been their contribution to the success of their team, organisation or industry as a whole?*
- *Achievements: Outline their achievements, including what makes this individual stand out from their colleagues and how they have added value to the business.*
- *Highlights: Highlight a recent project or initiative from the last 12 months and quantify its success/how it has helped to improve the business.*
- *Include any other statements or facts that support the entry, including a supporting letter from the nominee's head of department or supervisor.*



This award recognises the organisation supplying dairy products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying cattle and/or beef products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying sheep and/or sheepmeat products, to include lamb, that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying pigs and/or pigmeat products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying poultry and/or poultry related products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying forestry and timber related products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying fresh fruit and vegetable products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying crops, cereals and grain products, including animal feeds, that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the Food and/ or Beverage Producer, including artisans, operating in Ireland's Agribusiness sector that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please provide a brief description of the entity such as when it was established, products and key partnerships. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, an innovative new process or method, the launch of a new product or service, specific investment or an increase in capacity.*
- *Operational Excellence: Please outline steps taken to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, organic farming, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying prepared foods, processed foods or ready to eat products that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the organisation supplying agricultural equipment or machinery that can demonstrate excellence and innovation over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees, key skills within your team. Please also provide an indication of your turnover over the last three years and the markets you operated, including the value and contribution of exports.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the Agricultural Merchant or supplier that has provided 'best in class' products, goods or solutions to Ireland's Agribusiness sector.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, key team members, an indication of your turnover over the last three years and key accounts.*
- *Key Projects & Initiatives: Please provide a brief description of significant clients that you have supplied goods to over the past 18 months and why you think the relationship was exceptional.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating how offerings have been adapted to meet the specific business needs and local conditions of the client.*
- *Customer Service: Provide details of how high-quality service is provided to all clients, including how customer satisfaction is measured and initiatives to improve it.*
- *Outcomes & Results: Summarise the outcomes of the efforts including the contribution to the client as well as the supplier themselves.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the Co-operative operating in Ireland's Agribusiness sector that can best demonstrate excellence over the past 12 months.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please provide a brief description of the co-op such as when it was established, shareholders, structure and products. Please also provide an indication of turnover over the last three years and the markets operated in, including the value and contribution of exports.*
- *Collaboration: Outline how collaboration was successfully embedded into the organisation structure, including details of initiative, leadership, communication, lobbying and creativity shown by stakeholders.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include entering a new market, specific investment, research and development, the launch of a new product or service, people development or an increase in capacity.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the co-op or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the emerging organisation from any area of Ireland's Agribusiness sector that can best demonstrate excellence or the achievement of a significant goal. 'Emerging' is defined as an organisation that has been established in the past 3 years.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, number of employees and key skills within your team. Please also provide an indication of your turnover and staff growth since inception.*
- *Business Growth: Please outline significant and specific activities that have contributed to business growth. This can include specific investment, financing or licensing deals, launch of products or expansion.*
- *Operational Excellence: Please outline steps taken by the organisation to boost operational performance. This can include increased production, effective strategic planning and brand management, reduced costs or streamlined processes.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating the degree of innovation and benefit to the organisation or society.*
- *Sustainability & Traceability: Outline any steps taken to implement sustainable practices, including efforts in traceability, managing resources and materials and towards a more sustainable supply chain.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the professional service provider that has provided an outstanding and comprehensive service to the agribusiness sector in Ireland over the past 12 months. Organisations that should enter include, but is not limited to, Accountants, Auditors, Engineers, Law Firms and Consultants.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Organisation background: Please provide a brief description of the organisation such as when it was established, areas operating in, key clients and team members.*
- *Key Projects & Initiatives: Please provide a brief description of significant clients that you have supplied services to and why you think the relationships were exceptional.*
- *Business growth: Please outline significant and specific activities that have contributed to business growth. This may include, but is not limited to, client gains or retention, sectoral growth, a boost to operational performance or personnel development.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating how offerings have been adapted to meet the specific business needs and local conditions of the client.*
- *Customer focus: Please describe how the business provides an outstanding and professional service, demonstrating how it has benefited clients.*



This award recognises the most effective use of technology in the Agribusiness sector. This may be via the introduction of a new technological product or by using existing technology more efficiently.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please outline the technology used including a summary of its uses and benefits.*
- *Key Projects & Initiatives: Please provide a brief description of significant projects or initiatives that utilised the technology nominated.*
- *Innovation: Please include details of any unique efforts or processes that have been employed, demonstrating how the technology helped the outcome or was a positive force for change.*
- *Outcomes & Results: Summarise the outcomes of these efforts including the contribution to business growth and/or benefits to the company.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises a project, action or initiative that demonstrates true innovation. This may be a creative solution to a challenging issue or a distinct new method or approach. If the innovation is technology based, please enter the Best Use of Technology Award.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Rationale: What was the rationale behind the project or initiative? Was there a specific problem that required this innovation?*
- *Innovation: Is the innovation an improvement on existing methods or technology and, if so, how much of an improvement? What are the unique aspects of this improvement?*
- *Idea Development: How was the idea developed from concept through design and implementation?*
- *Wow factor: What is the wow factor? We are looking for ideas that leapfrog current processes or technology and provide simple and elegant solutions to long standing issues.*
- *Outcomes: How effective is the innovation, and what are its benefits?*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award will recognise the organisation in Ireland's Agribusiness industry that can best demonstrate an effective and rewarding export strategy.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please outline the contribution of exports as a proportion of overall sales, including any growth seen in the past three years and the expected contribution of exports to the future of your business.*
- *Strategy: Outline your overall export strategy, how you've achieved progress with it and your commitment to expanding international business in the future. Please include details where relevant on the implementation of an efficient, cost effective and environmentally responsible approach to exporting, how you engage with suppliers and the efforts to increase brand awareness in international markets.*
- *Customer Satisfaction: Please give details on how high-quality products are provided to international customers and how the international market influences product development. Outline any tangible benefits to customers, including how satisfaction is measured and any initiatives introduced to improve performance.*
- *Innovation: Highlight any especially innovative solutions that have been developed by you or your suppliers, including the benefits to your organisation and the customer.*
- *Outcomes & Results: Summarise the outcomes of these efforts including the contribution to business performance, sustainability and customer satisfaction.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award will recognise the organisation in Ireland's Agribusiness sector that can best demonstrate an efficient and sustainable supply chain strategy.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Describe your supply chain, the organisations in it, and how far it extends.*
- *Strategy: Outline your overall supply chain strategy and how you've achieved progress with it, including efforts towards making it more efficient and sustainable.*
- *Implementation: How did you engage with your suppliers to ensure security and implement monitoring, and what happens if any are not up to standard?*
- *Innovation: Highlight any especially innovative solutions that have been developed by you or your suppliers.*
- *Customer Impact: What has been the impact of your supply chain initiative on your customers and sales?*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award recognises the Irish based third level institution, technical training college or organisation that can best demonstrate excellence in the delivery and development of knowledge or skills in the Agribusiness sector.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please outline the size and nature of your organisation*
- *Programme: What is the curriculum or programme? Please detail curriculum development, student/delegate numbers and course accreditation and affiliation.*
- *Development: How did the course prepare or develop the students/delegates for their career in the agribusiness industry?*
- *Excellence in Education and Training: Provide examples where an individual or the institution has gone beyond curricular requirements to facilitate students or delegates.*
- *Industry Exposure: Outline the exposure of students/ delegates to the wider agribusiness community. This may include listings of invited speakers, details of site visits to research, industrial or other relevant institutions nationally and globally.*
- *Please provide details on dissemination of studies to the broader community. This may include publications, workshops, student awards or details of any competitions entered and prizes attained.*



This award recognises sustainable development in the Agribusiness sector through the innovative and sustainable use of resources and prioritising the needs of the wider environment and society.

This can be a reduced carbon footprint, or energy saving products and methods. This can also include the adoption of a scheme that has made a difference to the attitudes and behaviour of staff and resulted in a benefit to the environment, or a new partnership that demonstrates tangible evidence of environmental benefit. This can be on a single project, across a series of projects, or through a change process within an organisation.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please provide a background of the sustainability project or change process including the rationale behind it, the brief and objectives and how environmental considerations were successfully embedded.*
- *Commitments: Describe the sustainability commitments made in relation to sourcing, management of resources, greening of the supply chain and contributions to the local community. Please outline the results achieved to date including any innovations introduced.*
- *Targets: Describe the measurable sustainability targets set relating to energy and waste management and also reducing environmental impact. Please outline the results achieved to date including any innovations introduced.*
- *Culture: Outline the level of senior management buy in to sustainability projects, leadership shown in implementing sustainable practices and also any training or employee initiatives related to environmental or social sustainability offered through your organisation within the past 12 months.*
- *Include any other facts or statements that you feel are relevant to support the entry.*



This award will recognise the organisation in Ireland's Agribusiness sector that can demonstrate best practice in health and safety including compliance to standards, training, technical and behavioural improvements. This can be on a single project, across a series of projects, or through a change process within an organisation.

Entry is by a 5 A4 page submission; the judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- *Background: Please provide a background of the Health and Safety initiative. Explain what aspects are new, better, significantly improved to give rise to a substantial positive change.*
- *Outcomes & Results: Please provide evidence of results. How has the initiative contributed to the welfare of staff? How is the impact measured?*
- *Benefits: What have been the practical benefits of the initiative? Show successful outcomes, such as improvements in performance, costs savings, reduced environmental impact or any other aspect that shows better or more effective processes, products, technologies or ideas.*
- *Future Plans: How will you use the initiative in the future? You can include any plans for alteration or expansion.*
- *Include any other facts or statements that you feel are relevant to support the entry.*

Sample Entry Template

Introduction

Company Background

Summary of Project Team

Main Body of Entry

Address the Category Criteria Points:

- *Point 1*
- *Point 2*
- *Point 3*
- *Point 4*
- *Point 5*

Supporting Materials

Graphs, Tables, Pictures, Screenshots,
Testimonials etc. that support the entry

Summary

Main Outcomes & Achievements
of Submission

The Awards Night

The Agribusiness Awards 2017 will take place in the Ballsbridge Hotel, Dublin, on Thursday, November 9th.

The Awards is a black tie gala evening where the cream of Ireland's agribusiness sector will be recognised and celebrated in front of audience made up of hundreds of industry figures.

The evening will begin with a drinks reception. A 3 course meal will then be served in the ballroom.

Once dinner has concluded, we get on to the main event and announce the winners in the Awards Ceremony. When all winners have been crowned, we finish off the night with entertainment and networking.

Don't miss out, [book your seats online!](#)



What the People Say

"These Awards are a one-of-a-kind. I'm not aware of any other event in Ireland that brings Irish food producers together under one roof."

-David McMahon, Emydex

"I think what the Awards do is that they acknowledge all the people... and all the companies around the country that are involved in the agribusiness and wider agribusiness sector. It is only right that we should acknowledge and celebrate their success and offer encouragement to other people who are maybe sitting at home somewhere with a good idea."

-Andrew Doyle T.D, Minister of State at the Department of Agriculture, Food and the Marine

"Winning the award... was a great boost for our business: Not only did we get to enjoy the well-organised Awards event itself, but we used the award in our marketing activities as testament to our high standards and innovations..."

Eleanor Meade, Meade Potato Company

-Fresh Fruit & Vegetables Agribusiness of the Year winners 2015

"I think innovation is very important and these Awards stimulate innovation, stimulate the agricultural business and the community to portray their successes for the past year."

-John Durkin, ABP Food Group

Opportunities

Business River is the network solutions arm of Event Strategies. We own a large suite of large, medium and small scale events across many industries.

Some of our other event properties are listed below.

Our Sponsorship is a comprehensive collection of marketing and communications that create the platform for you to have important business conversations with your target market.

Please enquire about our packages:

- Title Sponsorship
- Platinum Sponsorship
- Gold Sponsorship
- Supporter

There are limited sponsorship opportunities available for this event.

To enquire further please contact

Kevin O'Driscoll,
Commercial Manager – Sponsorship

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The National
PROCUREMENT
Awards 2017



The Irish Wholesale, Distribution
and Warehousing Awards



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