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**Eligibility Criteria for Applicants:**

The 2019 National Enterprise Awards Competition will be open to the following:

The applicants must be *current* clients of the LEOs or transferred to Enterprise Ireland within the last 12 months (i.e. after 31st December, 2017).

All businesses must be involved in internationally traded services or manufacturing and have qualified for **one or more** of the following

* Measure 1 Financial Support
* LEO Innovation Investment Fund (LIIF) Support
* IBYE Support
* TAME Support
* Trading Online Voucher

**Important Dates:**

Thursday 31st January - Closing date for Fingal applications

Friday 15th February - Pitching training for shortlisted finalists

Monday 25th February - Pitching/judging for shortlisted finalists

Thursday 7th March - Final event in Atrium, County Hall, Swords

The overall winner will go on to represent Fingal at the National Enterprise Awards in the Mansion House on 29th May 2019.

***Appendix 1 - Guidelines for judging criteria and marking system***

|  |  |
| --- | --- |
| ***LEO Name*** |  |
| ***Promoter*** |  |
| ***Address*** |  |
| ***Region*** |  |
| ***Date Business Established*** |  |
| ***Telephone*** |  |
| ***Email*** |  |
| ***Website*** |  |
| ***Social Media Details*** |  |

|  |  |  |
| --- | --- | --- |
| Business Plan  | 15 | Total Marks |
| * Management capability / staff structure
 |  |  |
| * Competitiveness
 |  |  |
| * Growth potential
 |  |  |
| * Employment potential
 |  |  |
| * Business strategy
 |  |  |
| Marketing  | 20 |  |
| * Marketing strategy
 |  |  |
| * Company’s success in national and export markets
 |  |  |
| * Growth in sales revenue this year over previous years
 |  |  |
| * Responsiveness to market trends
 |  |  |
| Finance  | 25 |  |
| * Financial commitment of the owner
 |  |  |
| * Profitability of the company
 |  |  |
| * Strength of the balance sheet
 |  |  |
| * Net assets of the company
 |  |  |
| Technology & Innovation  | 20 |  |
| * Use of technology
 |  |  |
| * Innovation in business e.g. finance, production, marketing, HR etc.
 |  |  |
| Entrepreneurial Skills of Promoter | 20 |  |
| * Leadership qualities
 |  |  |
| * Vision and drive
 |  |  |
| * Commitment
 |  |  |
| * Entrepreneurial capability (risk taking etc)
 |  |  |

**TOTAL (out of 100) \_\_\_\_\_\_\_\_**