

BRW.

BRW magazine is looking for Australia's fastest growing start-ups.

The best will be featured in the BRW Fast Starters list, published in April 2010.

If your company is young and growing fast, here's your chance to get national recognition by nominating for inclusion in BRW's Fast Starters.

BRW Fast Starters will feature the entrepreneurs behind Australia's top start-up companies and reveal how they succeed at breakneck speed. Some companies will also be the focus of case studies examining how the start-up achieved their success, obstacles they faced and how they overcame them.

It will be compelling reading for any aspiring entrepreneur and people in business.

Entries close 4pm, Thursday 18 February, 2010

To download a full copy of the survey before completing online, please click [here](#).

For private companies, an external auditor or account must provide separate verification of your entry to our research partners at RMIT. This will ensure a fair and accurate result. Please carefully read the instructions on the page that appears on screen after you have pressed the "finish" button. You will need to follow these instructions to print or save a copy of your response for your accountant or auditor to verify. Verification (in the form of a signed, scanned copy of the entry) can be emailed to Ms Rui Bi at RMIT on rui.bi@rmit.edu.au.

IT IS THE RESPONSIBILITY OF INDIVIDUAL COMPANIES TO SEND VERIFICATION BY THEIR ACCOUNTANT OR AUDITOR TO RMIT

If you have any queries about your entry or the Fast Starters list please contact Ms Rui Bi at RMIT on rui.bi@rmit.edu.au or telephone 03 9925 1677 or Professor Kosmas Smyrniotis 03 9925 1633.

If you have technical or editorial enquiries, please contact BRW Editorial Assistant Jess Gardner jgardner@fairfaxmedia.com.au or telephone (02) 9282 3813

Thank you for entering the 2010 BRW Fast Starters!

*Does the company meet ALL of the following requirements:

- Have commenced trading after June 30, 2005.
- Have reported at least two fiscal years of revenue.
- Had revenue of more than \$500,000 in 2008/09.
- Revenue for 2008/09 must be more than in 2007/08.
- Have more than one main customer (the bulk of revenue must not be from government grants or other start-up funding).
- Be Australian-owned, not a subsidiary of a multinational.
- Must provide third-party verification of revenue figures from an external accountant or auditor.

Yes No

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COMPANY DETAILS:

Please complete each field

Organisation's Legal Name	<input type="text"/>
Organisation's Trading Name	<input type="text"/>
Street Address (National head office - one address only please)	<input type="text"/>
City	<input type="text"/>
State	<input type="text"/>
Postcode	<input type="text"/>
Postal Address	<input type="text"/>
City	<input type="text"/>
State	<input type="text"/>
Postcode	<input type="text"/>
Telephone	<input type="text"/>
Fax	<input type="text"/>
Website	<input type="text"/>

*What is the MAIN type of activity carried out by your business in Australia?

Please choose one of the following:

▼

Please describe the particular activity of your organisation within the above category:

Where the industry activity category above is broad, please provide a brief description of the main activities of your organisation

CEO/Managing Director Details:

Please note, these details will *not* be published.

CEO Name

Telephone (incl. area code)

Contact details of the person completing the entry:

Name

Role

E-mail

Telephone (incl. area code)

***Including full time and part time staff, how many people does your business employ across all locations in Australia? (Exclude sub-contractors)**

If you are including any part-time staff directly employed by your organisation (i.e. not sub-contractors but including any casual staff), please count 2 part-time staff members as equivalent to one full-time staff member

 **How many offices or outlets does the company have in Australia?**

Numeric values only

***Is the company listed on the Australian Securities Exchange?**

Yes No

***Was the company listed in the BRW Fast Starters issue in 2009?**

Yes No

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Please supply the number of employees for each of the following years:

Please provide full-time equivalent number. For this entry form please count two part-time workers as equivalent to one full-time worker.

Number of employees

2007 - 2008

2008 - 2009

By Turnover, we mean Revenue derived from the sale of goods or services and is Net of GST, any credits, adjustments, commissions, and discounts, etc.. As an example, Real Estate, Finance, and Travel Companies often report transactional revenue (i.e., revenue that comes from property or ticket sales etc); we do NOT want you to report your transactional revenue – only normal sales revenue (contribution margins; net commissions before operating expenses). In other words, revenue refers to net sales, NOT profit.

For franchisor, do not include the sales revenue of your franchisees, only the revenue of company owned outlets.

Please supply at least two fiscal years of revenue including 2008/2009.

You must report **NET REVENUE**. Please DO NOT report gross revenue (ie total transaction value).

Turnover

2005 - 2006

2006 - 2007

2007 - 2008

2008 - 2009 (this data is compulsory)

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For companies not listed on the Australian Stock Exchange, an external auditor or accountant must provide written confirmation that the turnover figures provided here agree with those reported in annual statements. Please complete this section, and at the end of the survey you will be able to print a copy of the survey, have the auditor or accountant sign the copy to confirm to BRW that the figures are correct. Email a scan of the signed copy to:

Ms Rui Bi
School of Management, RMIT Business
rui.bi@rmit.edu.au

All emails should have "BRW Faststarters 2009" in the subject line.

Accountant or Auditor firm name	<input type="text"/>
Contact name	<input type="text"/>
Contact email	<input type="text"/>
Postal address	<input type="text"/>
Suburb	<input type="text"/>
State	<input type="text"/>
Postcode	<input type="text"/>
Telephone (incl. area code)	<input type="text"/>

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BRW has a particular interest in understanding the 'recipes for success' that fast growing businesses have developed.

The information you provide on this last page of the entry is **confidential**. It will not be individually published.

The answers to some of these questions may have changed during the lifecycle of your business to date – please provide figures relating to the current position of the business.

When did you establish your company, or when did you take ownership (if you purchased an existing company)

Month	Year
<input type="text" value="Select"/>	<input type="text" value="Select"/>

***Thinking about the costs to run your business, please indicate what percentage of your cash flow goes towards the following:**

The total of the column must be 100%.

*This column
must add up to
100%.

Labour (including wages, superannuation and other payments)	<input type="text" value="0"/>
Premises (rent, rates)	<input type="text" value="0"/>
Raw materials / Cost of Goods Sold (COGS)	<input type="text" value="0"/>
Repayment of debt	<input type="text" value="0"/>
Research and development	<input type="text" value="0"/>
Sales and marketing	<input type="text" value="0"/>
IT (including support costs)	<input type="text" value="0"/>

Utilities (telecoms, power, mobiles)	<input type="text" value="0"/>
Tax	<input type="text" value="0"/>
Dividends	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>
Balance	<input type="text" value="0"/>

Thinking about the total of your staff resources, how is their collective time allocated.
The column must add up to 100%.

This column must add up to 100%.

Sales and marketing	<input type="text" value="0"/>
Finance and accounting	<input type="text" value="0"/>
HR and payroll	<input type="text" value="0"/>
IT support	<input type="text" value="0"/>
Research and development	<input type="text" value="0"/>
Manufacturing	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>

As an owner / the owner of the business - what are the three areas of the business that you spend the majority of your time on?
Approximately what proportion of your time is spent on these three tasks.

	Task	Percentage
1	<input type="text"/>	<input type="text"/>
2	<input type="text"/>	<input type="text"/>
3	<input type="text"/>	<input type="text"/>

What other areas of the business would you spend more time on, if it were possible?

Do you outsource any part of your business? If so, please note which functions of your business are outsourced.

Do you have any other external sources of support or advice? If so, please note them here.

***Do you have any loans or other forms of finance for your business?**

- Yes
- No

Please indicate the sources of your funding, and approximately what percentage each source provides.
The total of the column must be 100%

This column must add up to 100%

Bank lending	<input type="text" value="0"/>
Loans from friends/family	<input type="text" value="0"/>
Equity - public (for listed companies)	<input type="text" value="0"/>
Equity - private	<input type="text" value="0"/>
Mortgage over home	<input type="text" value="0"/>
Credit cards	<input type="text" value="0"/>
Finance companies	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>
<input type="text" value="Other"/>	<input type="text" value="0"/>

About your customers:

