



Who can enter?

The winner of CRN Fast50 must:

sell, resell, recommend, design or implement IT products and/or services to business end users;

- over 50% of revenue in the financial year ending in June 2011 comes from selling, reselling, recommending, designing or implementing of IT products and/or services (but excluding internet connections) to business end users;
- have net sales revenue of at least \$250,000 (excluding GST) in financial year 2009-2010;
- be established and have traded before 1 July, 2009;
- be based in Australia

Vendors (“manufacturers”) and distributors are not eligible for the list.

How do I enter?

Read the CRN Fast50 Entry Checklist (page 2 of this document). This checklist will provide a list of all questions that will need to be answered during online submission.

Where do I enter?

Once you’ve read the CRN Fast50 Entry Checklist, simply visit

<http://fast50.crn.com.au> and enter.

When does the CRN Fast50 close?

Friday 7th October, 2011. Please note that CRN reserves the right to extend the closing date as required. If the close date is extended, it will be made publicly available.

What does it cost to enter the CRN Fast50?

All nominations are FREE.

Questions?

For questions or clarification, please refer to the FAQs (page 3 of this document) or contact CRN Editor David Binning, dbinning@crn.com.au, or phone 02 8399 7605 or 0406 397 033.



2011 CRN FAST50 ENTRY CHECKLIST

Prior to starting your online submission, please ensure you have the following information:

1. Full name, email address and mobile number of submission entrant.
2. Company name, address, phone number, ABN and URL.
3. What city is the company's head office located?
4. What month and year did the company start trading?
5. Approximately how many employees within the company?
6. Summarise the company's business in under 1,000 words.
7. Provide full name, job title and age of the top three executives within the company. Details of at least one executive must be provided.
8. Please provide the net sales revenue for the following financial years.
 1. FY2010 (1 July 2009 - 30 June 2010) and
 2. FY2011 (1 July 2010 - 30 June 2011)Net sales revenues must be rounded to the nearest dollar.
9. Was the company's sales data adjusted to coincide with the July-June financial year?
10. Please break the financial year 2010/2011 sales revenue down into hardware, software, and services (including managed and professional services).
11. Please break the financial year 2010/2011 percentage of sales revenue down by size of customer.
12. What percentage of business in 2010/2011 was from new customers?
13. What percentage of the business's revenue does each of the following activities contribute (see entry form)?
14. What percentage of the business's revenue does each of the following industries contribute (see entry form)?
15. Please list up to five of your key vendor partners (exclude distributors, direct marketers, and other resellers) in order of importance (the first being the most important). You must provide at least one.
16. Please list up to five of your primary distributors in order of importance; the most important first. You must provide at least one.

NOTE: *All submission data will be made publicly available. [Click here to view last year's report.](#)*

Upon completion of your submission you must also provide the following supporting documentation...

1. A notarised, signed affidavit by the company director on company letterhead confirming the sales figures – [download affidavit now](#), AND
2. Either:
 - a) A statement from an independent accountant confirming sales figures OR
 - b) ASX or ASIC filings

Please email all supporting documentation to David Binning, dbinning@crn.com.au



2011 CRN FAST50 FAQs

1. How long do I have to apply?

Online nominations will be accepted until Friday 7th October, 2011. Companies that rank among the top 50 in terms of percentage growth between financial year 2009-2010 (FY2010) and financial year 2010-2011 (FY2011) will be contacted in October.

Companies that do not produce supporting documentation, verifying substantiation of claimed FY2010 and FY2011 net sales after two weeks of online submission will be removed from consideration of the list.

2. How are you going to rank the companies?

The ranking will be done solely on the basis of the percentage growth of the net sales revenue from financial years 2009-2010 (FY2010) and financial year 2010-2011. We will calculate the percentage growth rate for this period. Refer to Q17 to see how percentage growth is calculated.

3. What are the criteria for eligibility?

Your company must meet each of the following three criteria;

- a. Your company must be a solution provider, an organisation that sells, resells, recommends, designs or implements information technology products and/or services to business end users. Fifty percent of revenue in the financial year ending June 2011 comes from the selling, reselling, recommending, designing or implementing of IT products and/or services (but excluding internet connections) to business end users.

Vendors and Distributors are not eligible.

- b. Your company must have been trading from 1st July 2009, and had net sales revenue of at least \$250,000 (excluding GST) in 2009-2010.
- c. Your company must be based in Australia.

4. Will I be asked to provide supporting documentation?

When you apply for the CRN Fast50, you must submit ...

1. A notarised, signed affidavit by the company director on company letterhead confirming the sales figures – wording provided here for your convenience, AND
2. Either:
 - a) A statement from an independent accountant confirming sales figures OR
 - b) ASX or ASIC filings

Please email all supporting documentation to David Binning, dbinning@crn.com.au

Supporting documentation must be provided within two weeks of the online submission; otherwise submission will be removed from consideration of the list.

5. My company's revenue is growing rapidly, but we are not yet profitable. Does this matter?

No. Ranking will be based solely on revenue growth, not the degree of profitability.



6. Does it matter if my company is public or private?

No. The ranking is based solely on the revenue growth.

7. Does it matter how my company is structured?

As long as your company is independent and meets the other criteria listed above, it does not matter how it is structured.

8. What if my company used to be independent, but was acquired?

Then you are not eligible for the list unless your company was acquired before June 30, 2009.

9. What if my company is a division or subsidiary of a larger company?

Then you are still eligible for the list, but please make sure that your net sales revenue figures reflect only the net sales revenue of your division, not the entire company. In this case, you must supply sales revenue documentation from an independent accountant; internal sales figures will not be acceptable.

10. What if my company commenced trading after 1st July 2009?

Then your company is not eligible for this year's list, although you may be eligible for future lists. Your company must have been trading from 1st July 2009, so that we have a full year's worth of sales revenue from FY2010 to use as the base for calculating revenue growth rates.

Partial year revenues are not acceptable.

11. What if my FY2010 net sales revenue was below \$250,000 (excluding GST)?

Your company is not eligible for the list. This minimum level of sales will be strictly adhered to.

12. What if my company's name has changed?

Please fill out the application with your new name and include in parentheses after the name "(was OLD NAME)".

13. What if my company's fiscal year does not coincide with the standard (1 July - 30 June) year?

Then you must adjust your company's sales data accordingly so that the data you report to us does coincide with the financial year. This enables us to compare all respondents using the same time period.

14. What if my company has different fiscal year ends for each year?

Adjust your net sales revenue figures to reflect periods for FY2010 and FY2011 in order to fill out the application. When you submit supporting documentation, it must include all relevant periods.

15. Can I submit sales figures based on cash accounting?

No. Before filling out the application, you must convert your net sales revenue figures to an accrual basis. To convert cash to accrual, start with cash receipts, subtract the beginning accounts receivable, and add ending accounts receivable.



16. How will the results of this study appear in CRN?

We will publish a comprehensive report later in the year within the CRN magazine and crn.com.au.

[Click here to view last years report.](#)

The list of the fastest-growing companies will be published in order of rank, and the results will include any or all data submitted in the online entry, including revenue figures provided.

17. How is the growth percentage calculated?

We divide FY2011 net sales revenue by the FY2010 net sales revenue, subtract 1 and multiply the result by 100.

For example, FY2011 net sales revenue totalled \$10,000,000.00 and FY2010 net sales revenue total \$5,000,000.00.

$\$10,000,000 / \$5,000,000 = 2$

$2 - 1 = 1$

$1 \times 100 = 100$

Therefore, growth is 100%.

18. Should I be concerned about information the Fast50 will reveal to my competitors?

Your competitors probably already know more about you than what we'll be publishing. We polled the 2010 CRN Fast50 and none of them reported a negative experience with being published in the CRN Fast50.

[Click here to view last year's report.](#)

19. What if I still have another question?

Please contact CRN Editor David Binning, dbinning@crn.com.au, or phone 02 8399 7605 or 0406 397 033.

20. How do I enter?

Once you've read the CRN Fast50 Entry Checklist, simply visit <http://fast50.crn.com.au> to start your submission.