



ABEX AWARDS 2022 **Application Process**

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Introduction

The Achieving Business Excellence (ABEX) Awards are the highest award for Saskatchewan business. The ABEX Awards have been celebrating the success of businesses and business leaders across the province since 1984.

The ABEX application process will be done entirely on an online platform. You can access your account as many times as you need to until the application deadline on June 24, 2022. You may apply for one or many award categories.

Any applications that are not complete and saved by the deadline will not be accepted. Applications must be completed online. Award recipients from previous ABEX Awards cannot re-apply for the same category within 3 years of receiving the award, but they can apply for other categories. ABEX Business of the Year recipients cannot re-apply within 5 years of receiving the award.



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TIP: Read through the questions and gather your information *before* you complete the online application. You can develop your answers using these questions and input them into the online platform

Please complete applications for one or more ABEX Award categories to be considered for an award. The categories are:

- Innovation
- Service
- Export
- Community Involvement
- Priority Focus
- Young Entrepreneur
- Growth & Expansion
- Marketing
- New Venture

The questions you will be required to answer in the online application system are listed below.

ABEX Innovation Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. Describe the innovation.
6. Is the product, technology, system or service unique to the applicant? Please indicate the origins of the product, technology, system or service.
7. How long has the innovative product, technology, system or service been utilized?
8. Results of the innovation (this section should describe the overall results, i.e., what the innovation has accomplished relative to its intended purpose).
9. Measurable outcomes: this section should describe and quantify in more specific terms what measurable time/financial/effectiveness benefits you have been able to measure (i.e., cost savings; value of increased effectiveness; value of new business realized etc.).
10. Has the applicant partnered with any other organization in the development, implementation and/or utilization of the product, technology, system or service?



If yes, please indicate what organization(s) have been involved and what roles they fulfilled.

11. Company safety plan – file upload (if applicable).
12. Sales figures for the last three years.
13. Details of activities.
14. Financial file upload.
15. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
16. Other supporting files upload.
17. Application authorization.
18. Business of the Year checkbox (if you want to be considered for the prestigious ABEX Business of the Year award, check “yes” and you may be contacted by a Saskatchewan Chamber of Commerce staff member for additional information).
19. SCC and ABEX communications consent

ABEX Service Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. What is unique about the customer service the company offers? Briefly describe the development of this approach within the firm.
6. Please describe how quality customer service is built as part of the corporate strategy.
7. What specific activities are being carried out to develop your customer service program?
8. What do you do to ensure consistent delivery of customer service excellence?
9. What impact has the implementation of new customer service(s) initiatives had on the company?
10. How has the firm been recognized for its service(s)?
11. Testimonial/letter/review upload
12. Company safety plan – file upload (if applicable).
13. Sales figures for the last three years
14. Details of activities
15. Financial file upload
16. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos)
17. Other supporting files upload
18. Application authorization



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ABEX Export Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. In 100 words or less, please summarize why your company deserves the ABEX Export award. (This content may be used in the ABEX Awards program, the ABEX vignette and also given to the judging committee and distributed in ABEX promotional pieces should your company become the winner. Please take the time required to best represent your company, keeping in mind that this may be published.)
5. Please note the total national/international export figures from Saskatchewan for the past two years in the form below.
6. Provide the following information for 2021, 2020 and 2019:
Product, Total Sales, Total Saskatchewan, Total Canadian, Total International
7. Has the firm penetrated one or more new markets outside Saskatchewan during the last two years?
8. Please specify the markets and sales volume in dollars.
9. How did the firm contact its perspective markets?
10. What has been the tangible outcome of contact with the perspective markets?
Provide detailed examples.
11. Have you used any of STEP’s programs or services? Please specify.
12. How many jobs, directly linked to exporting have been created during the reference year? What percentage of the firm’s employee base does this represent? (Jobs must be filled for more than 121 days to be included).
13. Does the firm have a short-term plan for further expansion into foreign markets?
Please specify.
14. Company safety plan – file upload (if applicable).
15. Sales figures for the last three years.
16. Details of activities.
17. Financial file upload.
18. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
19. Other supporting files upload.
20. Application authorization.



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ABEX Community Involvement Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. Describe the firm’s involvement during the current reference year, specifying which of the following areas each initiative falls under (all that apply): Arts & Culture; Amateur Sport; Education: Health Care; Volunteer Community Groups; Other (please describe).
6. Does the company have a defined corporate objective in the area of community involvement? Describe briefly.
7. How much did the firm spend over the past two years for such activities?
8. Are some members of the staff taking an active part in community activities during working hours? How is this involvement related to the firm’s community initiatives?
9. How much staff time was invested in the community during working hours? Over two years and considers staff time and the dollar value of the hours invested.
10. Company safety plan – file upload (if applicable).
11. Sales figures for the last three years.
12. Details of activities.
13. Financial file upload.
14. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
15. Other supporting files upload.
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ABEX Priority Focus Award

The Achievement for Business Excellence Priority Focus Award is presented to a Saskatchewan business which has gone above and beyond in demonstration of business excellence, in an area that mirrors a select Saskatchewan Chamber of Commerce policy priority. The Priority Focus for 2022 is the **Low Carbon Economy**. This category is suitable for any business that has adapted its practises to transition towards energy efficiency and a low carbon economy.

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. What motivated the business to adapt its practices to transition toward energy efficiency and decarbonization?
6. Please discuss the changes you have implemented and what investments (money, time, opportunity costs) your business has made to enhance energy conservation and efficiency? (Describe revenue, processes, productivity, staff policy, etc.
7. What impact has this low carbon adaptation had on your business and the environment?
8. How have you measured the success of the investments and policy changes you have made?
9. How significant has your investment in enhancing energy conservation and efficiency been in relation to other activities in the last two years? (Description of investment, financial investment amount, investment as a percentage of assets)
10. How significant will your investment in enhancing energy conservation and efficiency be in relation to other activities in the next five years? (Description of investment, financial investment amount, investment as a percentage of assets)
11. Company safety plan – file upload (if applicable).
12. Sales figures for the last three years.
13. Details of activities.
14. Financial file upload.
15. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
16. Other supporting files upload.
17. Application authorization.
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ABEX Young Entrepreneur of the Year Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. Describe why you feel you deserve the ABEX Award for Young Entrepreneur of the Year.
6. Describe the long-term goals and strategies you have employed in maintaining the operation of their business and the strategies to meet those goals.
7. Describe the products/services offered that earns the business revenue and describe how the product or service fills a real need.
8. Describe what processes or resources were used to develop the business idea and how they were used, including advertising and outside professional advisors.
9. What communities does the business serve? What have you done to develop a good understanding of clients and communities?
10. How have you applied the concept of corporate social responsibility, described as a “company’s commitment to conduct business in an economically, socially and environmentally sustainable manner”?
11. Describe additional awards, honours, recognition and/or accomplishments of the applicant.
12. Upload letters of support, other awards, other recognition.
13. Company safety plan – file upload (if applicable).
14. Sales figures for the last three years.
15. Details of activities.
16. Financial file upload.
17. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
18. Other supporting files upload.
19. Application authorization.
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ABEX Growth & Expansion Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.



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5. Briefly describe the applicant's business and what makes it unique.
6. What was the nature of the company's growth or expansion? What activities precipitated the growth? Please indicate a time frame.
7. What was (or will be) the impact of the growth/expansion on the company's sales and/or productivity? Please specify a time frame and utilize percentages.
8. How many jobs were created in Saskatchewan as a result of your most recent expansion? How sustainable are these jobs?
9. Does the firm have plans for continued growth? If so, please describe and include projections.
10. Company safety plan – file upload (if applicable).
11. Sales figures for the last three years.
12. Details of activities.
13. Financial file upload.
14. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
15. Other supporting files upload.
16. Application authorization.
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ABEX Marketing Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. Describe the marketing strategy you have implemented in the last three years that is still actively attracting clients.
6. Describe your target market and how you came to understand your target market.
7. Channels used (i.e., radio, TV, social media, billboards, website etc.).
8. Please attach relevant examples that provide visuals of your overall strategy.
9. Metrics used to track success and results achieved.
10. Outline this campaign's sales tools (visual sales tools, sales force, advertising, and PR).
11. Describe additional awards, honours, recognition and/or accomplishments of the campaign.
12. Upload letters of support, awards, nominations, other recognition.
13. Is your business a franchise?



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14. Company safety plan – file upload (if applicable).
15. Sales figures for the last three years.
16. Details of activities.
17. Financial file upload.
18. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
19. Other supporting files upload.
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ABEX New Venture Award

1. Company information
2. Contact person information
3. Provide a 50-word description of your company.
4. Provide a description that best describes why your company deserves this award.
5. What is the nature of the new venture? What makes your venture unique? (Please use layman’s terms).
6. What were the new venture’s original objectives? Please be specific (i.e., sales targets, market expansion, job creation, etc.).
7. Please provide a detailed list of the objectives which have been achieved.
8. What means has the new venture used to achieve objectives? Please be specific (i.e., customer response, financial results, etc.).
9. Total number of employees over three years.
10. Projections for the next two years.
11. What financial investments have been made during the first three years?
12. Has the organization received government assistance in establishing the new venture? If so, what is the nature and amount of assistance?
13. Is your business a franchise?
14. Company safety plan – file upload (if applicable).
15. Sales figures for the last three years.
16. Details of activities.
17. Financial file upload.
18. Photo upload (company logo, staff/team photo, building/office/workshop photo, product/service photo, and any other relevant photos).
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Judging Process

The application deadline for the 2022 ABEX Awards is June 24, 2022. All completed applications are forwarded by the Saskatchewan Chamber of Commerce to an independent auditing firm. The auditing firm may be in touch with applicants for additional information.

The auditing firm scores each application using a scoring matrix. Once the application forms have been analyzed, a judging meeting is called in mid-August. Here, a group of independent judges – business leaders, representatives from post-secondary education institutions, and past-Chairs of the Saskatchewan Chamber of Commerce, review applications, debate the merits of each application and vote.

The judges select three finalists per category. The ABEX finalists will be announced shortly after the judging through a province-wide media release and on ABEX social media channels. The judges will then select one winner per category from the finalists. Winners will be announced to the public during the in-person ABEX Awards event on November 5, 2022. ABEX finalists are expected to attend the in-person event. A live stream of the event will be available on Vimeo and Facebook.

The ABEX Business of the Year will also be announced during the ABEX Awards. The winner of this coveted award is chosen out of the winning applicants, with the decision based on the overall application as well as some additional information provided by the applicants. All information is strictly confidential.