

ELIGIBILITY CRITERIA

Technology Fast 50™

The Deloitte Technology Fast 50™ ranking recognizes the 50 Canadian technology companies with the highest percentage revenue growth over the past four years and a minimum revenue of \$50,000 in 2018 and minimum revenue of CAD \$5M in 2021.

Technology Fast 50 and **North American Technology Fast 500** applicants must be:

- In business for at least four years (on or prior to December 31, 2018)
- Headquartered in Canada or Canadian-controlled, with both management and research and development (R&D) teams also located in Canada.
- Investing a minimum of five percent of gross revenues in R&D in 2021
- Generating a significant proportion of operating revenue via proprietary technology and/or intellectual property (see the FAQ section for the definition)
- Able to prove minimum revenues of \$50,000 in 2018 and \$5 million in 2021.
- Participating in one of the following sub-sectors
 - Communications/networking, digital content/media/entertainment, energy and clean technology, Fintech, Electronic devices/hardware and Semiconductors, Life sciences and Software & SaaS
 - Life sciences sub-sectors include: Biotechnology/pharmaceutical, Medical devices, Health Technology
 - Software sub-sectors include: Consumer software, Digital platforms, Education, Enterprise infrastructure & productivity, Security
- You need to own proprietary intellectual property or proprietary technology, which must be sold to customers in products or services that contribute to a majority of the company's operating revenues. A majority, greater than 50%, of the company's operating revenues must be derived from product or services sales that incorporate the company's proprietary technology, exclusive of related service revenue. In addition, we would anticipate that the gross margin profile of a business that leverages technology as a core element of its offering would be in excess of 50% (note: for the Cleantech category this is not an anticipated requirement).

Enterprise Fast 15

The Enterprise Fast 15 recognizes enterprise-level fastest-growing technology, media, and telecommunications companies by revenue-growth percentage over

their last four years of operation. Eligibility in the Enterprise Fast 15 category requires applicants to meet the same criteria as for Technology Fast 50 nominees except they must have a minimum revenue of \$10 million in 2018 and a minimum revenue of \$50 million in 2021.

Clean Technology

This category is a ranking of Canada's top 15 clean innovators providing processes, goods or services that reduces environmental impacts. The companies will be ranked by their revenue-growth percentage over their last four years of operation.

Eligibility criteria for companies applying to the **Clean Technology** category will be the same as Fast 50; the majority of the **company's revenues MUST come from products or services that have a positive environmental impact in the following areas:**

1. Carbon emissions reduction potential
2. Resources circulation (reduce, reuse and recycle)
3. Environmental preservation and safety

* Select which application type you are applying for:

- ☐ Technology Fast 50
- ☐ Enterprise Fast 15
- ☐ Clean Technology

Please note: Companies can only apply to one category. Deloitte reserves the right to change a company's category based on the information provided in the application.

IDENTITY INFORMATION

- * Your First Name:
- * Your Last Name:
- * Your Business Email Address:

CONTACT INFORMATION

- * Your Business Phone Number:
- * Company Name (as would appear in print):
- * Company Legal Name:
- * Year Incorporated:

- * Company LinkedIn URL:
- Company Facebook URL:
- Company Twitter URL:
- * Head Office Address:
- * Country/Region:
- * City:
- * State/Province:
- * ZIP/Postal Code:

CEO and President	CFO
Salutation	Salutation
* First Name	* First Name
* Last Name	* Last Name
* Title	* Title
* Business Email	* Business Email
* Business Phone	* Business Phone

PR / Marketing
Salutation
* First Name
* Last Name
* Title
* Business Email
* Business Phone

* **Are you a previous Enterprise Fast 15 winner?**

- ☐ Yes
- ☐ No

* **Are you a previous Fast 50 winner?**

- ☐ Yes
- ☐ No

* **Are you a previous Clean Technology winner?**

- ☐ Yes
- ☐ No

* **Are you a previous CTW winner?**

- ☐ Yes
- ☐ No

- * **How did you hear about the program?** Choose an item.
- If other, please specify:

CORPORATE INFORMATION

- * Month of fiscal year end:
- * Type of company: Choose an item.
- Stock Exchange:
- Dun and Bradstreet Number:
- Ticker symbol:

Please list 3 of your major competitors

Name:

Name:

Name:

* **Select the subsector that best describes your company's business:**

- ☐ Biotechnology/pharmaceutical
- ☐ Energy Tech
- ☐ Clean Technology
- ☐ Communications/networking
- ☐ Digital content/media/entertainment
- ☐ Electronic devices/hardware
- ☐ Medical devices
- ☐ Semiconductor
- ☐ On-premise Software & SaaS

Software Subsectors

- ☐ Artificial Intelligence
- ☐ Cloud services
- ☐ Consumer software
- ☐ Data analytics

- ☐ Digital platforms
- ☐ Enterprise software
- ☐ Enterprise infrastructure & productivity
- ☐ Fintech
- ☐ Internet of Things
- ☐ Mobile
- ☐ Security
- ☐ SaaS
- ☐ Social Networking

*** Please select which industry your company sells technology to:**

☐ **Consumer**

- ☐ Automotive
- ☐ Consumer Products
- ☐ Retail, Wholesale & Distribution
- ☐ Transportation, Hospitality & Services

☐ **Energy, Resources & Industrials**

- ☐ Industrial Products & Construction
- ☐ Mining & Metals
- ☐ Oil, Gas & Chemicals
- ☐ Power, Utilities & Renewables

☐ **Financial Services**

- ☐ Banking & Capital Markets
- ☐ Insurance
- ☐ Real Estate
- ☐ Investment Management

☐ **Government & Public Services**

- ☐ Civil Government
- ☐ Defense, Security & Justice
- ☐ Health & Social Care
- ☐ International Donor Organizations
- ☐ Transport

☐ **Life Sciences & Health Care**

- ☐ Health Care
- ☐ Life Sciences

☐ **Technology, Media and Telecommunications**

- ☐ Technology
- ☐ Media
- ☐ Telecommunications
- ☐ Entertainment

☐ **Clean Technology**

*** Provide a description of your company's products and/or services (i.e. business collaboration tools, video game development, etc.). Please ensure this description is as accurate as possible as it will be used in program marketing tools should your company be selected as a winner.**

*** Please describe the proprietary technology your company has built.**

*** Please indicate how much equity and or debt financing have you raised over the last four years.**

*** Has your firm been in an accelerator or incubator program?**

- ☐ Yes - include which one:
- ☐ No

*** How is your company likely to grow? Check all that apply**

- ☐ Expansion in Canada
- ☐ Expansion to other markets within Canada or International
- ☐ Expansion in international markets
- ☐ Through mergers and acquisitions
- ☐ Development of new products and services
- ☐ Development of in-house sales channel
- ☐ Development of strategic alliances and partnerships

*** To support growth in the next 12-18 months, do you plan to invest in Information Technology?**

- ☐ Yes
- ☐ No

If yes, please choose all applicable

- ☐ ERP (financial system, supply chain, etc.)
- ☐ CRM (Sales, Marketing, Service)
- ☐ HR (Talent, Payroll, Recruiting, etc.)
- ☐ Digital (Portal, Mobile, e-comm, etc.)
- ☐ Analytic (Big Data, Data warehouse, etc.)
- ☐ Compliance (security, privacy, regulatory, etc.)
- ☐ Other, please comment:

*** What are your top three biggest challenges in growing your company?**

- ☐ Raising Capital
- ☐ Developing leadership / management team
- ☐ New product/service development
- ☐ International Expansion
- ☐ Finding, hiring and retaining top talent
- ☐ Privacy/Cyber/Compliance
- ☐ Acquisition
- ☐ Other (Finding suitable premises locally or internationally, protecting your IP, finding mentors, advisors, banking partners, etc)

Net sales in CDN dollars (Net Sales defined are the amount of sales generated by a company after the deduction of returns, allowances for damaged or missing goods and any discounts allowed in accordance with generally accepted accounting principles. The sales number reported on a company's financial statements is a net sales number, reflecting those deductions.)

- * Specify for 2018:
- * Specify for 2019:
- * Specify for 2020:
- * Specify for 2021:
- * 2021 R&D expenditure in \$CAD:

Total Employees

- * Total employees 2019:
- * Total employees 2021:
- * Total employees in R&D 2021:

Approximate your sales by geographic region in percentages. (Total must equaling 100%) Please mark with 0 where it is not applicable for your organization.

- * Percentage for Canada:
- * Percentage for US:
- * Percentage for EU:
- * Percentage for Asia:
- * Percentage for Other:

AWARD ASSESSMENT

*** Has your company received any favorable 3rd party reviews of its technology? If so, which analysts? (Up to 500 words)**

*** Please describe the nature of your business and the competitive advantage your company has specific to your market. Please explain why you believe this will lead to sustainable profitable growth (Up to 500 words)**

*** Please describe any barriers to market entry (Up to 500 words)**

*** Please explain why your product/service will gain rapid traction in the market (Up to 500 words).**

*** How big is your Total Addressable Market (TAM) (third party estimates preferred)?**

*** For your firm, please indicate your level of agreement for the following statements.**

	Strongly Disagree	Disagree	Agree	Strongly Agree
The technologies incorporated into our products can be easily “invented around” without violating patents and/or copyrights.	☐	☐	☐	☐
The knowledge embedded in our products is very difficult to copy.	☐	☐	☐	☐

To successfully bring our products to market, it requires a firm to possess complex and specialized skills	☐	☐	☐	☐
Our products incorporate proprietary technologies that are protected by patents, copyrights, and/or trade secrecy.	☐	☐	☐	☐
We can grow our revenues without proportionately adding to our cost base.	☐	☐	☐	☐
We easily achieve economies of scale in production.	☐	☐	☐	☐
We easily achieve economies of scale in selling.	☐	☐	☐	☐

*** What percentage of your leadership team and company is from a diverse group?** (Diverse group includes Indigenous peoples, visible minorities, persons with disabilities, women, and/or LGBTQ+. Indigenous peoples in Canada comprise the First Nations, Inuit and Métis. Visible minorities means persons, other than Indigenous peoples, who are non-Caucasian in race or non-white in colour. Disabilities include long-term or recurring physical, mental, sensory, psychiatric or learning disabilities. Women refers to anyone who identifies as a female. LGBTQ+ is defined as lesbian, gay, bisexual, transgender, queer, or an analogous term. Please note that a person may belong to more than one group.)

If you do not know, or prefer not to answer, write N/A.

* Leadership:

* Total Company:

ATTACH DOCUMENTS

Please provide the following documents by June 10th. Applications will only be approved once all documents are submitted.

- **Your logo in high resolution (EPS) format**
- **2018 financials (audited preferred)**
 - Please confirm 2018 financial statement currency: Choose an item.

- **2021 financials (audited preferred)**
 - Please confirm 2021 financial statement currency: Choose an item.
- **T661 (or other evidence of R&D spend)**
- **Proprietary technology statement**
- **Other (optional) - a recent pitch deck as available**
- **Revenue verification form**

[Download Revenue Verification Form – CEO/CFO signature required](#)

CERTIFICATION

Please choose the category that applies to your application.

Technology Fast 50™ ranking

* I hereby certify that the information provided in this application is true, accurate and complete to the best of my knowledge. Should my company become a Technology Fast 50™ winner, I agree to have Deloitte include a link to my company's website on Technology Fast 50™ website. I agree to allow my company's revenue growth percentage be published electronically and in print should my company attain the Technology Fast 50™ ranking. I agree to be contacted by Deloitte and program sponsors for related program and Fast 50 Community event purposes and permit my company logo and images to be used by Deloitte for promotional purposes.

☐ I agree

North American Technology Fast 500™ ranking

* Technology Fast 50™ applicants are automatically eligible for the Deloitte North American Technology Fast 500™ program, which celebrates the fastest technology companies in the North America. Please check the box if you would like to participate in the program (Please note that The Deloitte Technology Fast 500™ ranking will not publish company revenues) I authorize Deloitte to provide my company information, including financial information and revenue growth calculation to the Deloitte North American Technology Fast 500™ program.

☐ I agree

Enterprise Fast 15 ranking

* I hereby certify that the information provided in this application is true, accurate and complete to the best of my knowledge. Should my company become an Enterprise Fast 15 winner, I agree to have Deloitte include a link to my company's

website on Technology Fast 50™ website. I agree to allow my company's revenue growth percentage be published electronically and in print should my company attain the Technology Fast 50™ ranking I agree to be contacted by Deloitte and program sponsors for related program and Fast 50 Community event purposes and permit my company logo and images to be used by Deloitte for promotional purposes

☐ I agree

Clean Technology ranking

* I hereby certify that the information provided in this application is true, accurate and complete to the best of my knowledge. Should my company become an Clean technology category winner, I agree to have Deloitte include a link to my company's website on Technology Fast 50™ website. I agree to allow my company's revenue growth percentage be published electronically and in print should my company attain the Technology Fast 50™ ranking I agree to be contacted by Deloitte and program sponsors for related program and Fast 50 Community event purposes and permit my company logo and images to be used by Deloitte for promotional purposes

☐ I agree

Please send your completed application and financial statements for 2018 and 2021 to fast50@deloitte.ca