



BACKGROUND

The Melbourne Business Awards commenced in 1992 to provide a forum to recognise the achievements of small to medium sized enterprises within the then City of Moorabbin. The hope was that in bringing together this group, they would be able to relate to the challenges being faced by the award nominee and potentially be inspired by their achievements.

The Melbourne Business Awards hold bi-monthly breakfasts where two local businesses (monthly Award Nominees) address the audience of over two hundred people and broadly outline the secrets behind their success in a five minute presentation.

In addition a high profile key note speaker addresses each Breakfast providing an insight into a wide variety of areas of interest to the business community.

OBJECTIVES

The objectives of the Melbourne Business Awards are:

- first and foremost to reward “excellence” by recognising companies who do what they do well;
- to inspire other SME’s to overcome the challenges that they face in their own businesses and hopefully learn from the achievements of others;
- to provide a valuable networking opportunity for local business people and
- finally, through the MBA Foundation, to encourage an ongoing commitment to the training of young people, particularly in trade skills.

SELECTION CRITERIA

The MBA’s are much more about enthusiasm, initiative and innovation than applying rigid performance benchmarks. Because companies come from very diverse sectors ranging from traditional manufacturing to new high tech industries it is necessary to be flexible in applying selection criteria. No financial data is sought from nominees making the assessment of eligible companies partly subjective.

Whilst companies are not expected to go to any expense in preparing their presentation, it should be kept in mind that they will be making a presentation to over two hundred people. The Committee must therefore take into account whether the nominee has an interesting story to tell and consider the ability of a company representative to make an effective presentation.

There are no hard & fast guidelines, rather the spirit on which the MBA’s was founded - i.e. success and initiative - should be the indicator of a potential nominee. As a general principle the Awards are directed at small to medium enterprises because larger companies have greater resources at their disposal to seek recognition for their achievements.

The following broad parameters will be used to guide selection:

- **Demonstrated success.**

What has the business achieved in the past few years?

Is it a relatively new start-up business that has grown rapidly or has it been around for a while and managed to re-invent itself?

- **Business Innovation**

What new processes or products has the company developed?

What commitment does the company have to investment in R & D?

Is the company a leader in its field?

- **Export / Import Replacement Success**

What has the company done to expand its markets?

Has it managed to increase its exports or alternatively has it captured the market of a previously imported product?

- **Commitment to Quality and Service**

What quality control processes does it have in place?

What is its approach to customer service?

- **Human Resource Management**

What is the company's approach to training and staff development?

How many employees does the company have?

What participatory/employee empowering processes does the firm have in place?

Flexibility

Employee relations

END OF YEAR AWARDS

Each of the eight award nominees is eligible to win one of the following Awards:

- Business of the Year
- Business Development Award
- Enterprise & Innovation Award
- Manufacturing Excellence Award

The Awards are allocated following a site visit and subsequent round table discussion by the Committee. A simple majority is required to allocate an Award.

SUMMARY

A Melbourne Business Award winning enterprise is an exciting and innovative small to medium sized company, generally competing on the world market. To do this it has stringent quality control mechanisms in place and a serious commitment to excellence in customer service. It invests in on-going research and development because this is the only way it can maintain its edge. It produces a diverse range of products and is amongst the best in its field. It values and rewards its employees and acknowledges the importance of reliable supplier alliances.