



**Select the 3 most relevant question from the list below and explain these in the context of your innovation. Limited to 500 words per question.**

1. How did you identify and then implement your innovation?
2. How are you measuring the success and value of the innovation?
3. How are you maximising the benefits of the innovation to support further growth? Is it still under development?
4. What have been the barriers to adopting the innovation and how did you overcome them? – e.g. staff, customers, internal process
5. Describe any risks or challenges your business faced when introducing this innovation. How did you manage them? What did you learn?
6. Explain how your innovation benefits, either now and/or in the future, the civil contracting industry.
7. Outline and explain other significant business achievements from the last 12-18 months related to the innovation (e.g. sales trends, sales figures, gross or net profit). What do you attribute these to?
8. Is the innovation adapted from existing technology or developed from scratch?
9. There is no innovation and creativity without failure. How did trial and error benefit the evolution of the innovation?

*You will select from the above questions for your answers to questions 3, 4 and 5 in the Awards Entry Portal.*