



## **4. OUTSTANDING BUSINESSMAN**

**(Sponsor: SHIVA PHARMACHEM LTD.)**

### **A. Criteria for the Award**

1. Innovation, ambition and clarity of vision of an Entrepreneur/Business Leader.
2. Achievements in successful sales and marketing strategy which addresses the need for growth.
3. Overall Management inputs to increase productivity and reducing cost.
4. Investment in general, R&D in Product Development and Training of Skills.
5. A robust business plan based on research.
6. Exports and global competitiveness.
7. Strong leadership with the ability to drive the business forward and solve day to day business problems
8. Community related welfare programmes / CSR activities undertaken in brief.
9. Business Responsibility and Sustainability:  
Deep work with measurable outcomes in any of the UN SDGs or aspects like Safety, Environmental Protection, Natural Resources like Water, Increased usage of clean energy, Carbon footprint Reduction etc.
10. Alignment with National priorities (e.g. Employment Generation, Make in India, Diversity-Equity-Inclusion (DEI) etc.

### **B. Information to be provided by the Applicant**

1. In case of company, the paid up capital.
2. Last three years turnover.
3. Human resources development, Manpower (Last 3 years)
4. Organizational setup, departments, the division of responsibility and professionalization.
5. Investment made in R&D and Training
6. A brief note on existing and future plans of investment, diversification, growth, national & international participation in technology show, fairs and exhibitions.
7. Documents in support of claim to be an Outstanding Business Leader.
8. Details of Certifications received, if any.
9. Applicant should provide Documents in support of Point Nos. 9 and 10.