

Bournemouth Business Awards

Individual Excellence Award Multiservice Firm of the Year

OVERVIEW

Firms in the accountancy industry are increasingly recognising the benefits of diversified service offerings in terms of securing long-term clients and futureproofing their business. This award recognises the firm in the accountancy industry in Australia that most effectively diversified its service offering to increase total revenue in the 2019 calendar year. Specifically, the award recognises firms offering services complementary to accountancy, such as risk advice, mortgage and finance broking, financial planning, SMSF advice and legal services.

Based on business growth metrics as well as support and servicing, the award considers the activities, strategies and actions of the firm in terms of driving increased revenue through diversification within the business.

ELIGIBILITY

To be eligible for the Multiservice Firm of the Year award, the firm must offer a diverse range of services across multiple industries or sectors. This could include services such as legal, financial, consulting, marketing, technology, and ..

QUALITATIVE CRITERIA

1. **Diverse Range of Services Offered:** The Multiservice Firm of the Year should offer a wide array of services in different industries to cater to the diverse needs of clients.

2. **Client Satisfaction:** The firm should have a track record of delivering high-quality services that exceed client expectations and lead to positive feedback and ..

JUDGING CRITERIA

The judging criteria for Multiservice Firm of the Year may include the following factors:

1. **Range and quality of services provided:** The firm should offer a diverse range of services to meet the varying needs of its clients, as well as demonstrate excellence and quality in the delivery of these services.
2. **Innovation and adaptability:** A successful multiservice firm should be able to adapt to changing market conditions, embrace new technologies and trends, and continuously innovate to stay ahead of the competition.
3. **Client satisfaction and feedback:** Judging criteria may include client testimonials, feedback, and case studies that demonstrate the firm's ability to consistently deliver value and exceed client expectations.
4. **Financial performance and growth:** The firm should have a strong financial track record, with

METRICS

Metrics Criteria	Current Year	Previous Year
Here are some potential metrics that could be used to evaluate a multiservice firm for the title of Firm of the Year:		
1. Revenue Growth: Measure the firm's growth in total revenue over the ..		

MANX
ACCOUNTANCY AWARDS

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