



SED CONSULTING
strategic enterprise development

Profile- Christopher Green

Accredited Investment Logic Mapping Facilitator

Organisation Overview

SED is southern Australia's leading professional business advisory group, with more than 60 people in over 20 offices across Victoria, New South Wales, South Australia and Tasmania. Within these regions SED and its Centres of Specialisation are the business Advisors of choice for growth SMEs, not-for-profit organisations and Government on all levels within a wide range of industries. SED expertise includes the areas of business advisory, opportunity evaluation, feasibility assessment, organisational development and management consulting.

SED's commitment to quality services and business management is demonstrated through its certification to ISO9001. SED has a culture where its Advisors focus on very high standards to ensure effective outcomes for all SED clients.

Facilitator Profile

Christopher works closely in partnership with clients to achieve innovative and exciting outcomes focusing on business transformation and change activities which support their strategic direction and personal priorities. Christopher possesses superior skills in facilitation, strategy development and effective stakeholder engagement.

With a significant track record of success, Christopher has been able to clearly focus intent to enable businesses to leverage their competitive strengths, build upon competencies, increase capacity and maximize returns. Outcomes and recommendations are achievable, practical and supported by sound rationale.

Practices

In facilitating the development of Investment Logic Maps, Investment Concept Briefs and Benefit Management Plans, we fully comply with the guidelines and practices from the Investment Management Standard of the Department of Treasury and Finance (Victoria).

Investment Logic Maps

The ILM is developed in a two-hour workshop in which the key participant is *the Investor* - the executive that has the business need, will be making the decision to invest and who will ultimately be responsible for delivering the expected benefits.

A draft ILM depicting the outcomes of the workshop will be delivered to the Investor within 24 hours of the workshop. The Investor will review the draft and advise of any changes within 48 hours of the time of the workshop. The final ILM will then be provided back to the Investor within 24 hours.

Investment Concept Briefs

An Investment Concept Brief (ICB) is created in a second two-hour workshop that reviews and reshapes the solution depicted in the Investment Logic Map at the previous workshop. The likely timelines, cost, risk and dependencies associated with the solution are then extracted.

A draft ICB depicting the outcomes of the workshop will be delivered to the Investor within 24 hours of the workshop. The Investor will review the draft and advise of any changes within 48 hours of the time of the workshop. The final ICB will then be provided back to the Investor within 24 hours.

Benefit Management Plan

A Benefit Management Plan (BMP) is a short document that defines the pre-requisites for the delivery of each expected benefit, how the delivery of each benefit will be measured, and who will be responsible for measuring and realising each benefit.

A draft BMP depicting the outcomes of the workshop will be delivered to the Investor within 24 hours of the workshop. The Investor will review the draft and advise of any changes within 48 hours of the time of the workshop. The final BMP will then be provided back to the Investor within 24 hours.

Facility requirements

A suitable room with an electronic whiteboard will be required.

Workshop Fees

Product	Fee (inclusive of GST)	Comments / Conditions
Investment Logic Map	\$1450	Includes initial planning telephone consultation, email and telephone support, workshop facilitation, preparation of ILM and revisions to version .01
Investment Concept Brief	\$1375	Incorporates above as well as preparation and finalization of ICB.
Benefit Management Plan	\$1375	Incorporates above as well as preparation and finalization of BMP
3 Workshop Package	\$3950	This discount applies if all three workshops are commissioned from the outset of the program.
Consulting work outside of the Investment Management Framework	As outlined in a fully document proposal and project plan.	

Contact details

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