

Dominic Grounds

Accredited Investment Logic Mapping Facilitator

Organisation Overview

Biruu is a mid-tier commercial advisory and transaction management practice, specialising in the analysis and management of financed property & infrastructure investments.

Biruu is especially configured to provide clients with two skill-sets in one boutique service provider; *Commercial Advisory* and *Transaction Management*. Biruu believes that the knowledge and perspectives of each inform and improve one other, producing outcomes with a greater chance of success for project sponsors.

Biruu's approach is evidence based such that the results may stand on their merits, meaning Biruu places great store on the methodology of analysis and the quality of input data. Typical assignments are characterised by financial, commercial, regulatory or policy complexity, usually connected with property or infrastructure. Biruu typically competes with the commercial advisory divisions of the global accounting firms.

In the 2009/2010 budget cycle, Biruu led the development of Victorian State Government ERC bids for projects of capital value summing to almost \$1B. Evidencing the credibility of its analysis and advice, Biruu is prequalified on the following Panels:

- Private Financing Advisory Panel for Privately Financed Projects, DoFA (Cth)
- Commercial Advisors Panel for Partnerships Victoria and Infrastructure Projects, DTF (Vic)
- Panel of Project Feasibility, Initiation and Development Managers, MPV (Vic)
- Melbourne 2030 Activity Centres Expert Assistance Panel, DPCD (Vic)
- Public Transport Specialist Advisory Services Panel, DoT (Vic)

Biruu's operations are carbon neutral.

Facilitator Profile

Dominic Grounds is a Principal of Biruu. Dominic's primary focus is on major project and investment strategy, advising on investment analysis, commercial structuring, marketing, bid and negotiation strategy and commercial feasibility. Some recent assignments include:

- **Dept of Justice** ERC Business Case Development - ~\$350m
- **Leigh Mardon Pty Ltd** Lead Negotiator & Transaction Manager, Property Redevelopment - ~\$30m
- **Parks Victoria** ERC Business Case Development - ~\$200m
- **Sovereign Hill** Development Analysis, Lead Negotiator & Transaction Manager - \$30m
- **DPCD + Melbourne & Olympic Parks Trust** New Rectangular (Soccer, Rugby) Stadium - Partnerships Victoria Analysis, ERC Business Case Development - ~\$300m
- **Banyule City Council** Greensborough Project – Financial Modelling & Advice - ~\$150m
- **Melbourne University** Business Plan Development, Financial Modelling & Advice

Dominic has the experience of fifteen *Gateway Reviews* on either side of the table, nine of which as Review Team Leader. Importantly, in Dominic's capacity as commercial advisor his own work has been reviewed by others on numerous occasions, equipping Dominic with a greater understanding of the issues likely to be raised by Gateway reviewers.

Practices

In facilitating the development of Investment Logic Maps and Investment Concept Briefs Biruu endorses and fully complies with the current guideline 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 based 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.

Within 24 hours of this workshop an ICB will be provided to the Investor that represents the solution and likely costs, etc agreed upon.

Facility requirements (for both products)

A suitable room with an electronic whiteboard is required.

Cost of products

Product	Cost (inclusive of GST)	Comments / Conditions
Investment Logic Map	\$2,200	
Investment Concept Brief	\$2,200	
Business Case Development	As agreed	

Contact details

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