

Accredited Investment Logic Mapping Facilitator Profile

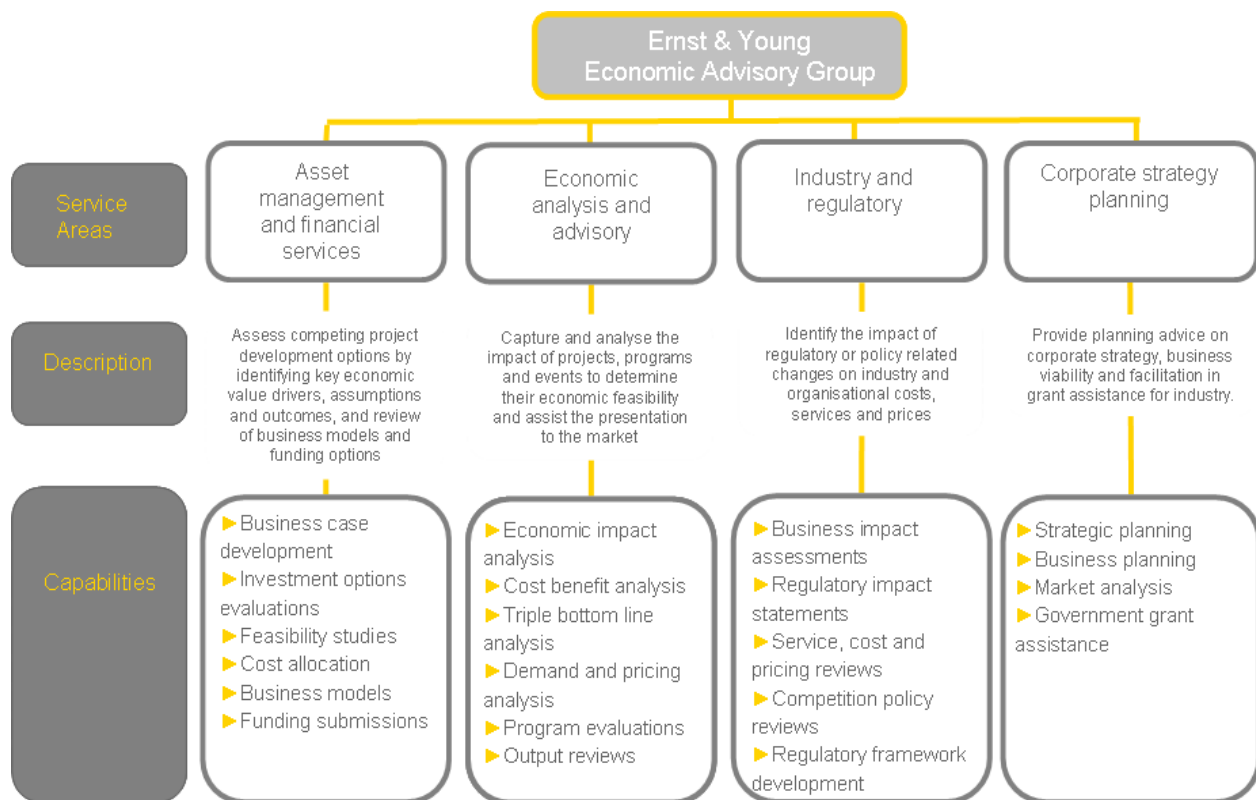
Organisation Overview

Ernst & Young is a global leader in assurance, tax, transaction and advisory services. Worldwide, our 130,000 people in 140 countries globally are united by our shared values and an unwavering commitment to quality. We make a difference by helping our people, our clients and our wider communities achieve potential. In Australia, our 330 partners and 4,500 staff operate from seven locations across the country, providing assurance, advisory, tax, transaction support, property and specialty audit services to many of Australia's leading private and public sector organizations.

Ernst & Young Australia's Economic Advisory Group is a specialist group of professionals with extensive experience in providing economic advice to government, industry and businesses. Our team members have background in economics, finance, regulation and government.

Our team brings fresh perspective in providing a better understanding of the nature and quantum of impacts of different options so that those options that maximise total net economic, social and environmental benefits are selected. Our work is grounded on the use of best practice economic tools and practical evaluation frameworks to quantify and articulate the total outcome for our clients. Our experienced team brings proven methodologies in producing deliverables according to the relevant guidelines and regulations.

The core elements of the Economics Advisory Group service offering and capabilities include:



Our depth of experience in delivering these services enables the team to challenge the rationale of projects or programs. This in turn helps our clients in the development of credible and workable solutions to issues.

Our capabilities and experience have been delivered across numerous industry sectors including:

- ▶ Health and human services
- ▶ Transport
- ▶ Education
- ▶ Water and utilities
- ▶ Nature-based tourism and recreation
- ▶ Real estate
- ▶ Sports, events and venues
- ▶ Government.

Governments are increasingly using economic assessments to determine which infrastructure projects in which to invest. Economic appraisals determine the efficiency with which funds invested in public projects operate and the potential impact the funds generate. This allows Government to compare and contrast the social returns their investment decisions can and should make.

The Economic Advisory Group complements Ernst & Young's Project Finance Advisory group which has been involved in a significant number of infrastructure projects. As a full service firm, we also have the ability to optimise the combination of commercial advice, financial modelling, tax and accounting advice required for complex initiatives.

Facilitator Profile

Dr David Cochrane is the national leader for the Economic Advisory Group in Ernst & Young. David is an economist and an accountant with over 30 years' practical experience providing economic, commercial and strategic advice to all levels of government and public sector agencies on major investment evaluation projects, feasibility studies, cost benefit analysis, economic impacts studies and value reporting.

David's experience includes the completion of numerous Business Cases and options analyses across a range of industries including the education, health, tourism and the arts, water, natural resource management and justice sectors. In completing these, David has completed a number of Investment Logic Maps and prepared Investment Concept Briefs, assisted in the development of options, assessed the costs and benefits of project delivery, developed pricing arrangements (where appropriate), and assisted with strategic analysis.

Practices

In facilitating the development of Investment Logic Maps, Investment Concept Briefs and Benefits Management Plans we fully comply 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 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 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 BMP will then be provided back to the Investor within 24 hours.

Facility requirements (for both ILM and ICB Workshops)

A suitable room with an electronic whiteboard will be required.

Cost of products

Product	Cost (inclusive of GST)
Investment Logic Map	\$2,500
Investment Concept Brief	\$2,500
Benefit Management Plan	Determined based on agreed scope

Contact details



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