

Tim Deakin GAICD
Investment Logic Mapping



RuKuS Consulting

ABN: 58 220 356 373

Tim is Queensland's first accredited Investment Logic Mapping (ILM) facilitator, and is current with the 2017 updates. Since 2012 Tim has successfully facilitated ILM workshops in Queensland, from small private industry and not-for-profit clients, to tiers of government and agencies. Clients include Queensland Government Agencies, industry, and not for profit organisations including Queensland's Depts. of Treasury, Transport and Main Roads (AustRoads), Health, Communities, the Qld Museum, Primary Health Network (PHN), and the Qld Police Service.

Tim's passion is driving business improvement, and his ILM facilitation is successfully enabling significant business changes and core capability-improvements based on the ILM methodology. Tim demonstrates lifelong learning as a graduate of the Australian Institute of Company Directors (AICD), holds a Post-Graduate Certificate in Professional Management (Australian Institute of Management (AIM)), international accreditation in project management methodologies PRINCE2 and Managing Successful Programmes (MSP). Tim has been personally instrumental in driving business improvement in the Queensland Government, and successfully delivering significant business-change and core capability improvement projects.

Investment Logic Mapping (ILM) - the process:

The Investment Logic Mapping (ILM) methodology is a compact business engagement and analysis technique. The proven benefits of [the ILM workshop approach](#) is described on the Victorian Government's Dept. of Treasury and Trade website. The ILM method challenges the business to quickly identify, analyse and progress by choosing the right strategy, program of change, or project. It enables a uniform, common-sense approach to shaping the future direction by making evidence-based and informed investment decisions in business or government. The output Investment Logic Map tells on a single page the story of your desired future investment.

ILM is a process for applying simple, common-sense ideas and practices that help organisations to direct their resources and achieve the best outcomes from their investments. It is grounded on three principles:

- The best way to pool knowledge is through an informed discussion that brings together those people with the most knowledge of a subject
- The 'investment story' is best depicted on a single page using language and concepts that can be understood by a lay person, and
- Each investment should have clearly defined benefits that align with the outcomes the organisation is seeking.

The Investment Logic Map created from these discussions becomes the basis of subsequent decision making; it can be used as the core of a concept brief, shape the executive summary of a business case, as a communications script for executive briefings, and ultimately may be used to measure the overall effectiveness of the investment.

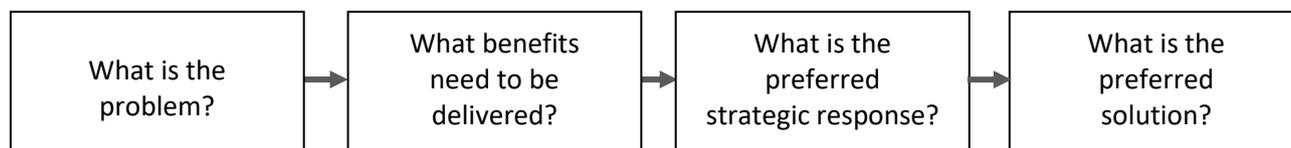
More detail about the benefits and practices of the overarching [Investment Management Standard](#) and the ILM approach is contained on the Victorian Government's website.

Speak to Tim at *RuKuS Consulting* on m: [0417 627 076](tel:0417627076)

Email Tim at: rukusconsulting@gmail.com Find Tim on [LinkedIn](#): - Timothy Deakin

How many workshops?

The practices of the Investment Management Standard are scalable and can be used to shape investment of any size and type. In each case the practices follow the same line of enquiry:



However, the number of workshops required will be between one and four depending upon the complexity of the potential investment. The factors that affect complexity are:

Cost	Usually a good proxy for general complexity
Solution certainty	In some rare cases there is a known solution that really can't be challenged (usually very low cost investments)
Stakeholder complexity	The number of individual stakeholder groups to be engaged to ensure the investment is well developed and likely to succeed
Public accountability	The need for transparency and public accountability ensuring the underlying logic is well argued and supported by evidence
Benefit maturity	The need to define the benefits/KPIs that must be delivered to successfully respond to the problem is pivotal to these practices. Only some organisations commit to benefit measurement practices.

The investment complexity provides an indication of the number of workshops required.

Number of workshops				
Investment Complexity	1	2	3	4
Low				
Medium				
High				

Who should be there?

The key person is the investor – who has the business problem and will be responsible for delivering the benefits. Your facilitator will work with the investor to identify and bring together the right people who understand the problem(s) and can provide evidence validating the identified problem(s) are real including:

- people who have most knowledge of the problem environment
- people from broader strategic policy areas to appropriately inform and challenge
- key stakeholders who will be important to making the potential investment successful
- innovative and objective thinkers to question and suggest new ways of responding
- the business case developer (if identified), who can learn about the potential investment and act as a common-sense check during the discussion.

Service and Cost

Service	Cost (inc. GST)	
	Per Workshop	Package
Shape New Initiatives (Project level ILM)		
Problem Definition	\$1540	\$6,160
Benefit Definition	\$1540	
Strategic Response	\$1540	
Solution Definition	\$1540	
Prioritise investment proposals (Program level ILM)		
Problem Definition (Program)	\$1540	\$6,160*
Benefit definition (Program)	\$1540	
Strategic Response	\$1540	
Solution Definition (Program)	\$1540	
Investment Prioritisation (Optional*)	(*add \$1540)	
Develop new policy		
Problem Definition (Program)	\$1540	\$6,160
Benefit definition (Program)	\$1540	
Strategic Response	\$1540	
Solution Definition (Program)	\$1540	
Re-focus an organisation to improve its effectiveness		
Organisational Expectation	\$1,650	\$6,600
Current Effectiveness	\$1,650	
Potential Changes	\$1,650	
Intended Changes	\$1,650	
Monitor an organisation's outcomes		
Organisational Expectation	\$1,650	\$6,600
Benefit Definition (Organisation)	\$1,650	
Benefit Validation (Organisation)	\$1,650	
Organisational Effectiveness	\$1,650	

Notes:

As part of the facilitator engagement one or all workshops may be required for the particular practice. Check with the facilitator and make yourself familiar with the [investment management practices](#). Please ensure you inform the facilitator if any prior IMS workshops have been developed linked to your investment.

Travel Costs: Tim is based in Brisbane and will negotiate suitable travel arrangements as required.