



Accredited Investment Logic Mapping Facilitator

Dr David A Cochrane

David is the director of Cloudstreet Economics, a recently established consulting company. Up until 30 June 2015, David was a partner in Ernst & Young (for 9 years), with him being the inaugural national leader for the Economics, Regulation and Policy practice. Prior to joining EY, he was at PwC for over 30 years in various roles.

David is an economist and accountant with over 35 year's practical experience in both disciplines with extensive experience in:

- ▶ Advising Government and the private sector on commercial, economic and financial policy
- ▶ Completion of asset management and investment evaluations including development of evaluation procedures for use by public and private sector organisations
- ▶ Assessment of economic impact of Government initiatives including completion of economic cost benefit analysis
- ▶ Assisting the private sector in dealing with Government and in sourcing Government support for business initiatives
- ▶ Completion of industry reviews including assessment of economic implications of regulatory frameworks and regulatory changes
- ▶ Completion of feasibility studies to assess commercial potential of government initiatives
- ▶ Completion of detailed reviews of government enterprises in a wide range of

industries to determine commercial future, assess potential for corporatisation or privatisation and determination of future role in delivery of Government policy.

David's experience includes the completion of numerous Business Cases and options analyses across a range of industries including the environment and natural resources management, education, health, tourism and the arts, water, and industry development sectors. In completing these, David has completed the facilitation of workshops across the suite of IMS requirements, assisted in the development of options, assessed the costs and benefits of project delivery, developed pricing arrangements (where appropriate), and assisted with strategic analysis.

David was one of the first accredited facilitators for the completion of IMS workshops and has completed Investment Logic Map workshops for numerous clients across Australia and New Zealand.





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.

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.

Strategic Options Analysis

Strategic responses to the problems are developed in a separate two hour workshop that reviews and expands upon the initial Investment Logic Map. The workshop identified potential strategic interventions, combines the individual interventions into overall strategic options and identifies the preferred option.

Investment Concept Briefs

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

Output Preparation

The output from each workshop will be delivered to the Investor within 24 hours of the workshop. The Investor will review the draft and advice of any changes within 48 hours of the time of the workshop. The final will then

be provided back to the Investor within 24 hours.

Facility requirements

A suitable room with an electronic whiteboard will be required.

Cost of Products

Fee per Workshop	Cost (incl. of GST)
Problem Definition (ILM)	\$2,420
Benefit Definition (BMM and BMP)	\$2,420
Strategic Interventions (SOA)	\$2,420
Solution Definition (ICB)	\$2,420

The above represents indicative pricing as the number and content of the workshops will be determined based on the specific needs of the client.

Contact Details

