



**Katie McNamara**  
**Director, Strategy and Transactions**  
Bachelor of Commerce, Bachelor of Economics (Hons)

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### Facilitator profile:

Katie is a Director in the Sports, Events, and Venues - Strategy and Transactions (SAT) team at EY. Katie brings over 20 years' experience across the public and private sectors, has previously worked for Department of Treasury and Finance (Victoria) and has a detailed understanding of the DTF Investment Management Standard and Business Case requirements.

Katie specialises in assisting governments make informed decisions on infrastructure and service delivery. She focuses on the development and review of government projects, programs, and events. This includes Investment concept briefs and ILM workshops, business case development, feasibility studies, lapsing program evaluations, economic impact analysis, cost-benefit analysis, and financial and organizational reviews.

Katie is an accredited ILM facilitator and has attended the full DTF Investment Management Standard training and has successfully met the accreditation requirement for the ILM process.

### Expertise:

- Project Management
- Understanding of government and DTF processes and requirements
- Business case development
- Program evaluation
- Economic analysis - cost benefit analysis and economic impact analysis
- Engaging facilitation
- Clear communication and decision making

### My facilitation approach:

Katie's approach to ILM development draws on her extensive experience working with and in government and her experience developing government business cases across health, sport, community infrastructure, arts, culture, tourism, sustainability, and transport sectors. Katie has proven experience designing, delivering, and evaluating government programs and projects, coupled managing complex stakeholder activities. Katie has lead and delivered more than 50 business cases and understands how ILMs should be constructed so that they can be successful used in the development of a robust business case.

Katie can work with you and your project team to clearly scope the need for investment, articulate the benefits and demonstrate that a broad range of options have been considered and tested before landing on preferred option. She is able to do this with an understanding of what government's objectives and goals are.

Katie has an engaging, pragmatic and collaborative approach to facilitation, ensuring the views of all in the room are heard, while also probing, testing and building consensus across the group. This approach enables the group to land on a common understanding of the problem to be solved and ensures ownership and buy-in from the group, which is critical for the future success of the business case.

Although newly accredited Katie has already completed ILMs a number of clients including:

- Department of Health,

- Regional Development Victoria,
- Department of Jobs, Skills, Industry and Region (Sports and Recreation)
- Immigration Museum,
- Melbourne Museum,
- Motorsport Australia,
- Western Bulldogs Football Club.

### Why EY:

Katie is able to draw on EY's has expansive national and global networks. Our Infrastructure Advisory team comprises of more than 200 dedicated professionals committed to supporting government initiatives across Australia and NZ. If required, we can seamlessly integrate the ILM facilitation process into a broader business case development project. Katie can leverage expertise from across the firm, and draw together a deep understanding of the governmental environment, culture, policies, and machinery with appropriate specialist knowledge.

### Indicative pricing:

The number and content of the workshop will be determined based on the specific needs of the client. Time and cost may vary depending on the level of existing information or workshops held. Katie is based in Melbourne and workshop can be facilitated either online or in-person. Katie is also available for travel within Australia and NZ, at cost. Katie offers competitive pricing and value for money for each workshop.

Service	Online workshop Fee	In person facilitation (metro Melbourne)
Problem Definition workshop <ul style="list-style-type: none"> <li>• <b>Preworkshop</b> - Meet with investor, confirm approach, roles and responsibilities, workshop participants.</li> <li>• <b>Workshop Facilitation</b> - 2 hour workshop.</li> <li>• <b>Postworkshop</b> - Produce and circulate draft ILM and notes within 24 hours of workshop, collect feedback and refine within 48 hours.</li> </ul>	\$2,500 (ex GST)	\$3,000 (ex GST)
Benefits Definition Workshop <ul style="list-style-type: none"> <li>• <b>Preworkshop</b> - Meet with team to guide information required prior to workshop.</li> <li>• <b>Workshop Facilitation</b> - 2 hour workshop.</li> <li>• <b>Postworkshop</b> - Produce and circulate draft Benefits Map and Plan within 24 hours of workshop, collect feedback and refine within 48 hours</li> </ul>	\$2,500 (ex GST)	\$3,000 (ex GST)
Response Definition Workshop <ul style="list-style-type: none"> <li>• <b>Preworkshop</b> - Meet with team to guide information required prior to workshop.</li> <li>• <b>Workshop Facilitation</b> - 2 hour workshop.</li> <li>• <b>Postworkshop</b> - Produce and circulate draft Response Options Analysis Report and excel input sheet within 24 hours of workshop, collect feedback and refine within 48 hours</li> </ul>	\$2,500 (ex GST)	\$3,000 (ex GST)
Solution Definition Workshop <ul style="list-style-type: none"> <li>• <b>Preworkshop</b> - Meet with team to guide information required prior to workshop.</li> <li>• <b>Workshop Facilitation</b> - 2 hour workshop.</li> <li>• <b>Postworkshop</b> - Produce and circulate draft Investment Concept Brief within 24 hours of workshop, collect feedback and refine within 48 hours</li> </ul>	\$2,500 (ex GST)	\$3,000 (ex GST)