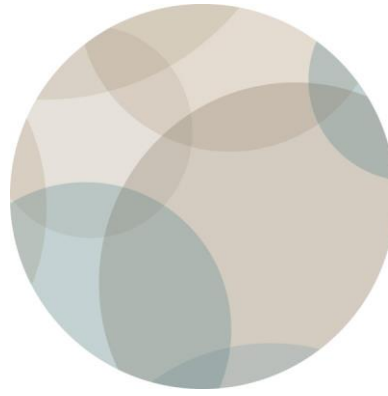


“It’s all about getting the right result for your organisation”



Step 1:  
Defining the  
problems and  
identifying  
benefits

## A STRUCTURED APPROACH TO DECISION-MAKING

Investment Logic Mapping (ILM) facilitates your thinking about investments. It’s a simple approach that helps determine whether or not you have a compelling case for change. The result is a clearly articulated investment story depicted on a single page – an Investment Logic Map.

### HOW IT WORKS

ILM brings the senior executive responsible for an investment and key senior stakeholders together for informed discussions.

These discussions normally comprise two structured, facilitated two-hour workshops. The first of these is about defining the problem, and the second identifies the benefits anticipated by solving the problem.

### WHEN SHOULD ILM BE USED?

ILM is best used before thinking has begun on solutions, well before a programme or project starts. It is also very useful as a re-set when the environment or circumstances change.

### COSTS

Each workshop costs \$3,000 plus GST. This includes a pre-briefing with the Investor, pre-reading and preparation, facilitation of the workshop, production of the Investment Logic Map, post workshop emails with participants, and where applicable, production of a Benefits Map.

## Being clear about what you’re investing in – and why – is critical to investment success

Doing the right thinking early in your decision-making process will lead to better investment decisions. It will help you clarify the underlying business problem you are trying to solve, and the benefits you expect to realise before you even think about solutions.

This starts the process to identify the full set of business changes needed to solve persistent business problems. It avoids the trap of building the case for change around a particular solution, without understanding the business need.

## WHAT YOU WILL COME AWAY WITH

The ILM process will give your organisation confidence that:

- There is a real problem that needs to be addressed
- The benefits of addressing the problem are compelling

## INTEGRATION WITH BETTER BUSINESS CASES (BBC)

Investment Logic Mapping (ILM) is frequently used to outline the strategic case for change in the initial stages of the better business case process.

These workshops will enable:

- Senior agreement on the core problem to be solved and the expected benefits of a potential investment
- Identification on whether or not there is a compelling case for investing in change

OUR FACILITATORS ARE EXPERIENCED IN BBC AND WOULD BE HAPPY TO ASSIST WITH SOLUTION IDENTIFICATION AND ASSESSMENT AND THE DEVELOPMENT OF YOUR BUSINESS CASE.

## OUR FACILITATORS

Our three facilitators are accredited annually by the Department of Treasury and Finance, Victoria, AU. This assures you of their competence as they are required to follow a formal code of practice. For more information see <https://www.dtf.vic.gov.au/infrastructure-investment>.

## To find out more

Call us on 04 499 9363 for more information or see the Tregaskis Brown website at [www.tregaskisbrown.co.nz](http://www.tregaskisbrown.co.nz)