

INVESTMENT LOGIC MAPPING (ILM)

CATEGORIES

Mercor Consulting specialises in supporting agencies to develop robust capital, program and project investment proposals. We use Investment Logic Mapping (ILM) as a simple thinking tool early on in a project. We have found ILM useful in clarifying answers to these types of questions in the conceptual phase. What are we trying to achieve? What is the problem we're solving? What types of benefits are we aiming for?

INVESTMENT LOGIC MAP

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 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

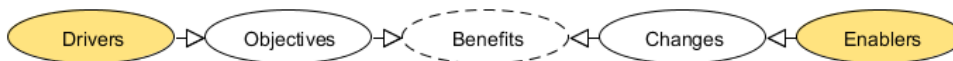
A BMP is a short document that defines the prerequisites for the delivery of each expected benefit, how the delivery of each benefit will be measured, and who will be responsible for measuring and realising each benefit.

A draft BMP 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.

Construct Mapping
Group Facilitation
Multi Criteria Analysis
Problem Framing
Stakeholder Management
Structured Analytical
Problem Solving
Workshop Reporting

INVESTMENT LOGIC MAP



FEE STRUCTURE

Service	Description
Investment Logic Map	Includes preparation and conduct of two hour Problem Definition workshop, and preparation of draft and final Investment Logic Map.
Investment Concept Brief	Includes preparation and conduct of two hour Solution Definition workshop, and preparation of draft and final Investment Concept Brief.
Benefit Management Plan	Includes preparation and conduct of two hour Benefit Definition workshop, and preparation of draft and final Benefit Management Plan.
Full Investment Management Package	Discounted rate available if all three workshops are procured as a package, with all three workshops scheduled within a three month (90 day) period.



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