



Erik Barnes

Accredited Facilitator – Investment Management Standard

Who are we?

Auxilium Ltd offers the comprehensive capabilities and deep industry knowledge necessary to help you solve the most complex issues. Since opening our doors in 2014, we're proud to say that each year we have a bigger list of returning and new clients.

Want to experience the expertise of Auxilium Ltd for yourself? Give us a call today and let's discuss what we can do for you.

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Who am I?

Erik Barnes is the Managing Director at Auxilium Limited, a sustainable infrastructure and business management consultancy based in Queenstown, NZ. He has extensive experience in operations and infrastructure management having worked in senior management and governance roles across a range of public and private businesses. Erik is also a member of the Institute of Directors and has actively worked with governance boards and senior management. Through all his work the focus has been on people; enhancing sustainable outcomes; building capability, leadership; working to improve the culture of risk management; investment decision making; and building collaboration to help people be more successful in working together.

Why use the Investment Management Standard?

- Will help you gain clarity around an organisations strategic direction is critical to develop a successful culture and outcomes.
- The use of investment management standard workshops provides a simple structured approach helping organisations to direct resources to deliver the best outcomes and shape a robust investment story. The process provides decision makers with a mechanism to assess whether:
 - There is a real problem needing to be addressed at this time;
 - The benefits provided by successfully addressing the problem are of high value to the organisation;
 - The way the problem will be addressed is both strategic and innovative; and
 - The solution is likely to be delivered within the time and cost expectations.

What is an Investment Logic Map?

- Investment Logic Mapping (ILM) is a technique to ensure that robust discussion and thinking is done up-front, resulting in a sound problem definition, before solutions are identified and before any investment decision is made.
- It is a technique to ensure the 'story' about any proposed investment makes sense (the 'logic' part of ILM) and to test and confirm that the rationale for a proposed investment is evidence-based and sufficiently compelling to convince decision makers to commit to invest in further investigation and planning.

What are the ILM workshops?

- **Problem Definition** – define and prioritise the problem that needs to be addressed
- **Benefit Definition** - Identify the benefits, KPIs, measures and targets that need to be delivered
- **Strategic Response** – Explore interventions and innovations that will address the problem and deliver the benefits
- **Solution Definition** – Identify the tasks, projects and programmes that will implement the strategic response and deliver the benefits

Need something different?

- We will tailor the workshops to suit your needs but sometimes a standard workshop alone just doesn't achieve what you need. If you're looking for something unique we can work with you to design a bespoke workshop focused on the specific requirements for your situation.

What will it cost?

- **Each ILM workshop costs NZ \$2,300 to \$2,500 (plus GST)**
- **Bespoke workshop costs to be determined based on project requirements**