

Information for applicants:

Expert Advice Exchange (EAX)

What is the EAX?

The EAX is a platform to connect social sector organisations with pro bono support and advice from leading law firms, professional services firms and financial institutions.

The EAX aims to build capacity in eligible not-for-profits and social enterprises by providing them with sufficient understanding of relevant legal, financial and management issues. We hope this will better equip them to participate in new approaches, like outcomes-based contracts and social impact investment.

What support and advice is available?

Expert advice is available in over 20 areas across 6 themes:

Legal	Strategy	Finance and accounting
<ul style="list-style-type: none">General commercial work, including contracting, procurement & tenderingGovernance, including designing constitutions & board processesIntellectual propertyReal property & leasingRegulatory / compliance mattersWorkplace health & safetyWorkplace relations	<ul style="list-style-type: none">Communications, including corporate public affairsCorporate & operations strategyGeneral business planning, including forecastingIT systems & architecture reviewWorkforce	<ul style="list-style-type: none">Financing & funding strategiesFinancial management & accounting advice, including financial modelling / planning / analysis
Program development	Program implementation	Program evaluation
<ul style="list-style-type: none">Business case developmentCost benefit analysisProgram design & logic	<ul style="list-style-type: none">Program implementation & scalingProject managementRisk managementStakeholder engagement strategies	<ul style="list-style-type: none">Evaluation: frameworks, analysis & verification

Under the EAX, an applicant could seek to build capacity in, for example, setting up governance arrangements, or preparing for and participating in new business opportunities. The EAX is not available for representation in major transactional work such as public-private partnerships, although the EAX could be used for initial evaluation of such an opportunity.

Why apply?

The benefits from participating in the EAX include support to:

- prepare for new ways of funding and delivering services, particularly social impact investment and outcomes-based contracting
- develop an outcomes-focused approach to service delivery
- increase capacity to deliver services and achieve better outcomes with clients
- improve capability to diversify income streams, including attracting private finance
- grow and transition to new or sustainable business models
- build lasting relationships with the private sector
- strengthen relationships with the government and community.

Eligibility criteria

To be eligible for advice through the EAX applicant organisations should:

- have not-for-profit or social enterprise status
- deliver social services in NSW or intend to in the near future
- have an outcomes-focus or a desire to improve outcomes measurement
- have potential for growth in the number of clients reached, the types of services delivered, and/or the locations in which the services are delivered
- have capacity, willingness and/or ability (with support) to participate (alone or with others) in social impact investment transactions or the potential to develop this capacity
- have limited financial resources to purchase the advice required.

Eligible applications are assessed by an independent panel, which also recommends the type and scope of support to be provided, and the length of engagement. The number of eligible applicants that receive support and advice will be determined based on demand and the advisory resources available.

The EAX may, in its absolute discretion, prioritise advice to organisations that are considered to best meet the eligibility criteria and/or assist organisations that do not meet all eligibility criteria where supporting the organisation is clearly aligned with broader NSW Government priorities, including in social impact investment.

What is excluded from the EAX?

The EAX will not provide assistance to:


- political associations
- trade unions
- statutory bodies
- privately controlled foundations
- corporate foundations
- organisations that are purely or primarily advocacy bodies.

Similarly, advice will not be available for the following projects and activities:

- advocacy or lobbying
- dispute resolution
- litigation
- representation in major transactional work, like public-private partnerships.

More information

Contact the Office of Social Impact Investment:

 +61 2 9228 5333

 socialimpactinvestment@dpc.nsw.gov.au

 www.osii.nsw.gov.au/

 @NSWOSII

Disclaimer: Participating in the EAX is entirely voluntary. The NSW Government, including the Office of Social Impact Investment, does not accept responsibility for the content or quality of advice provided to applicants, nor how applicants use it. Participating firms are responsible for ensuring they meet the necessary professional standards and regulations to provide the advice to organisations referred to them. Organisations providing or receiving advice will not be unfairly advantaged or receive favourable treatment in future dealings with the NSW Government as a result of participating in the EAX.