



Social Impact Investment

EXPERT ADVICE EXCHANGE

September 2015



**Office of
Social Impact Investment**

35 firms currently participating



Factors considered when determining eligibility & making referrals

1

Strong demand for limited resources

27
FIRMS

92
APPLICATIONS

1600+
HOURS*

2

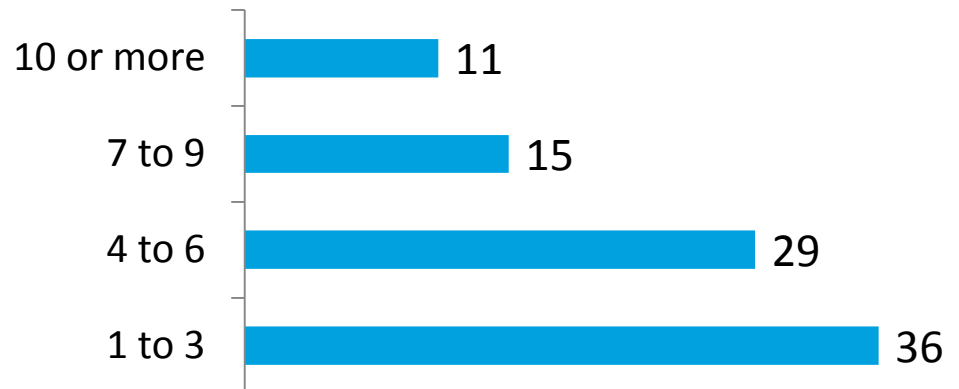
Applicant needs:

- Many requested multiple areas of advice
- Judgement on what they need most / first
- Can reapply in later rounds

3

Fair distribution of referrals and hours across firms

Most identified more than one area of advice



* CONDITIONS APPLY,
MULTIPLE ROUNDS, EXPIRY
DATE, EXCLUDES WORKSHOPS

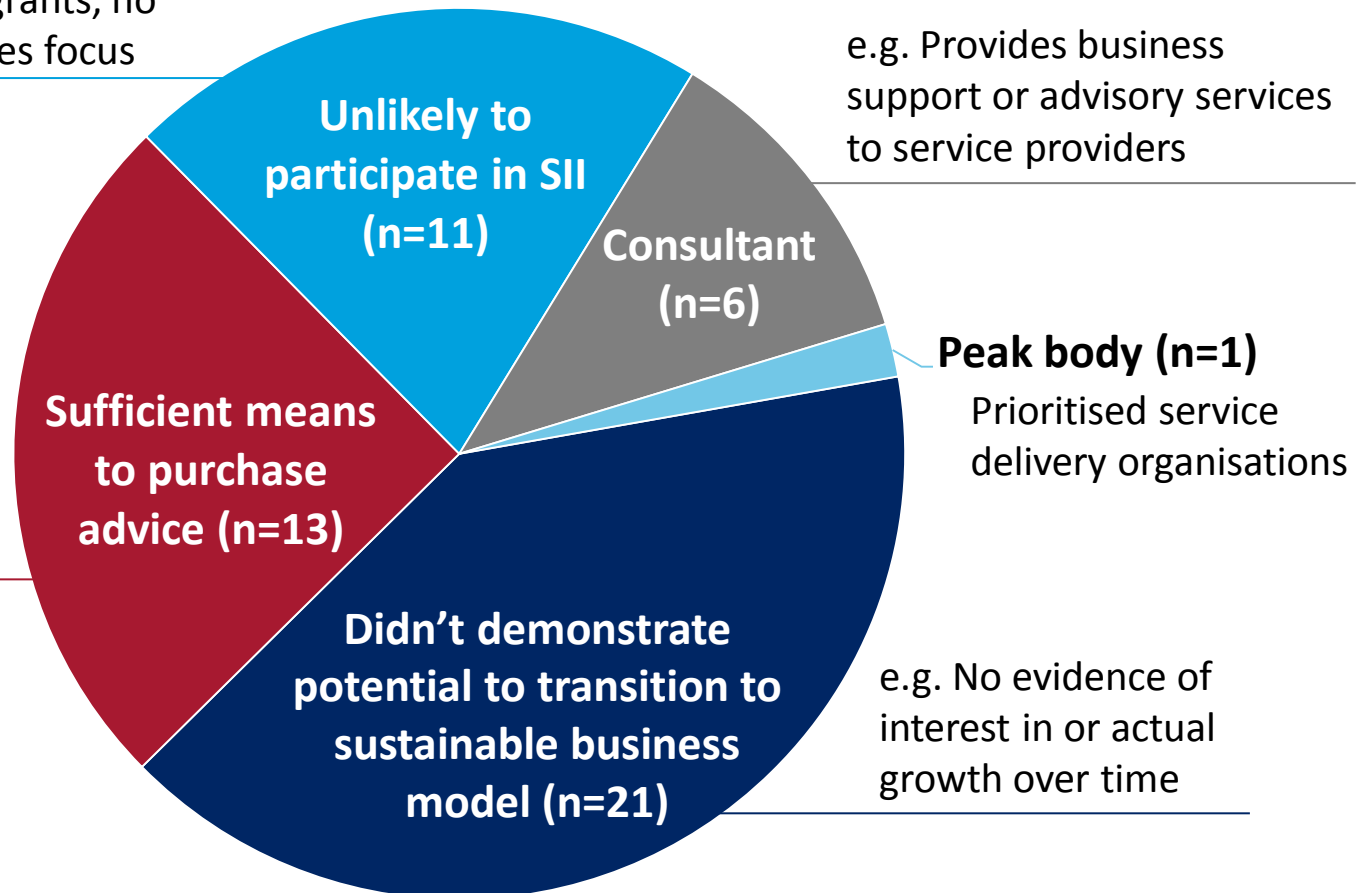


Eligibility criteria applied to manage demand

Reasons why organisations were assessed as ineligible

e.g. Limited reach, relies on volunteers & small grants, no evidence of outcomes focus

e.g. Provides business support or advisory services to service providers



e.g. Multi-million dollar turnover

Peak body (n=1)
Prioritised service delivery organisations

e.g. No evidence of interest in or actual growth over time

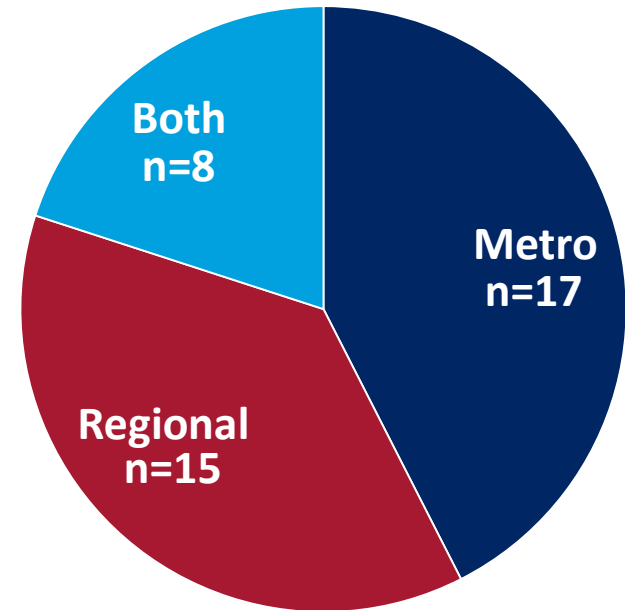
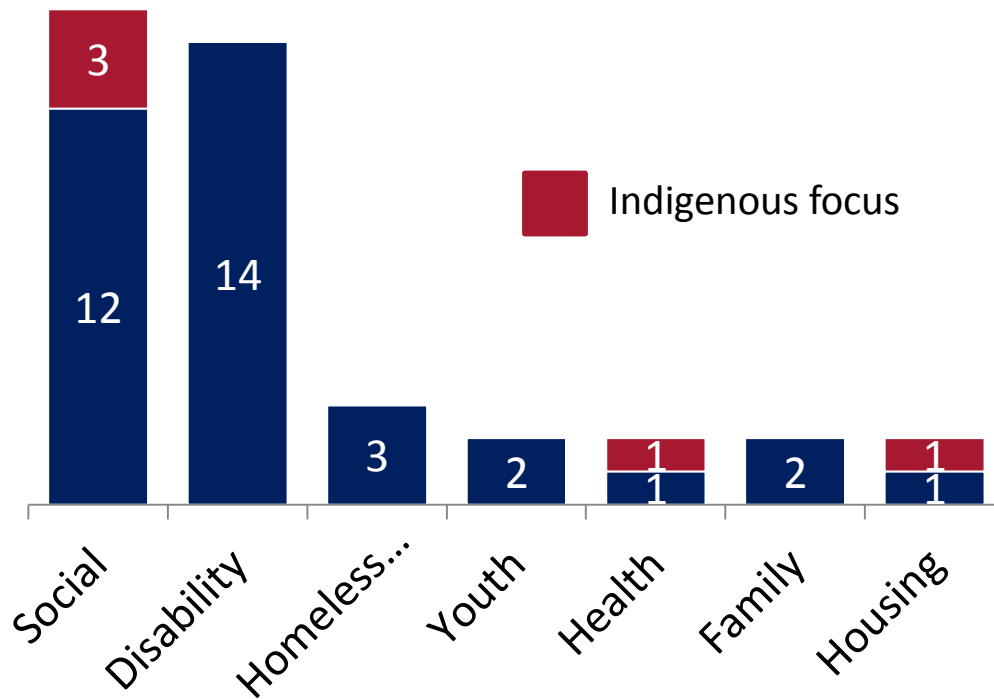
40 applicants assessed as eligible

>70% of eligible applicants deliver social & disability services.

12% have an Indigenous focus

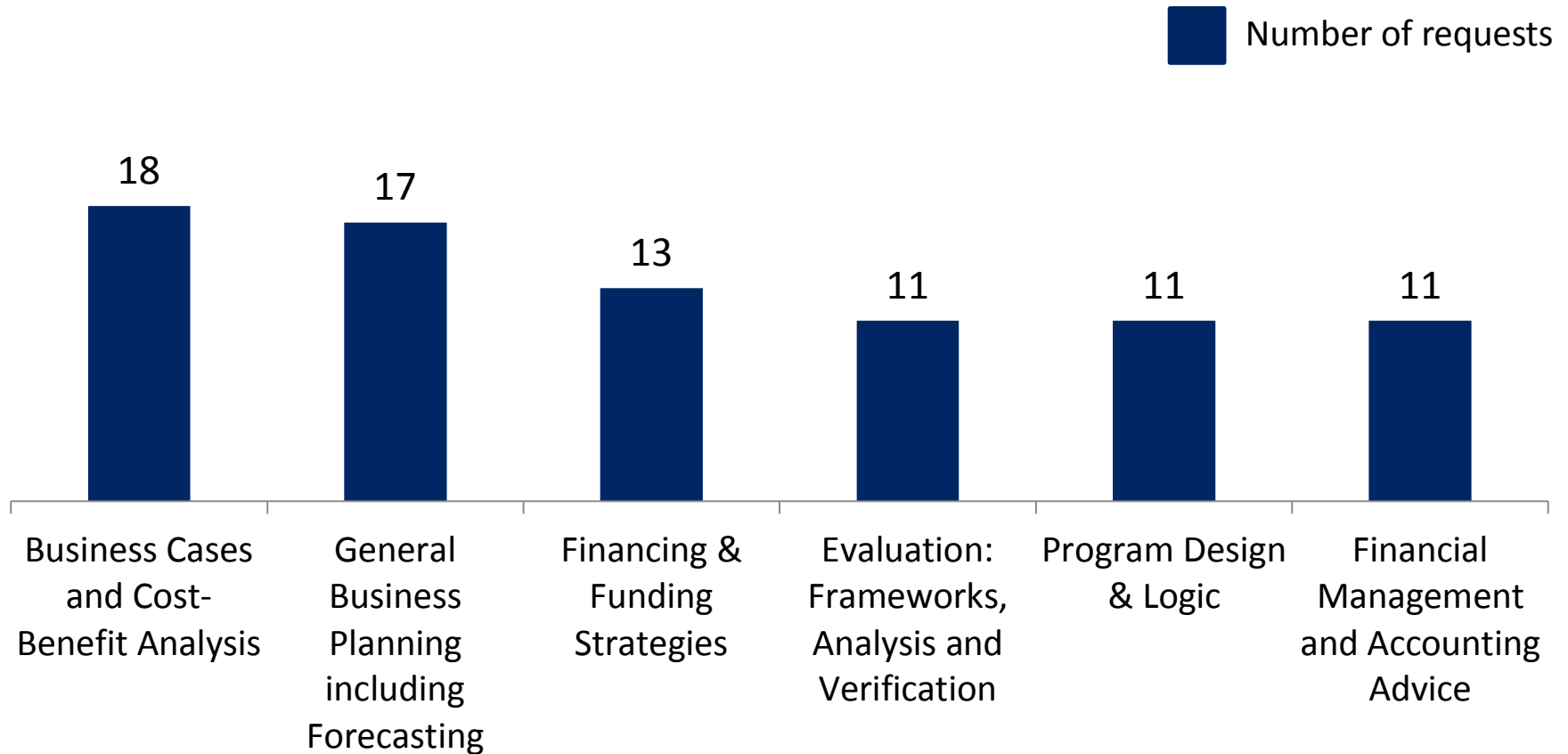
Eligible applicants deliver services in metro & regional areas

Applicants by service type & Indigenous focus



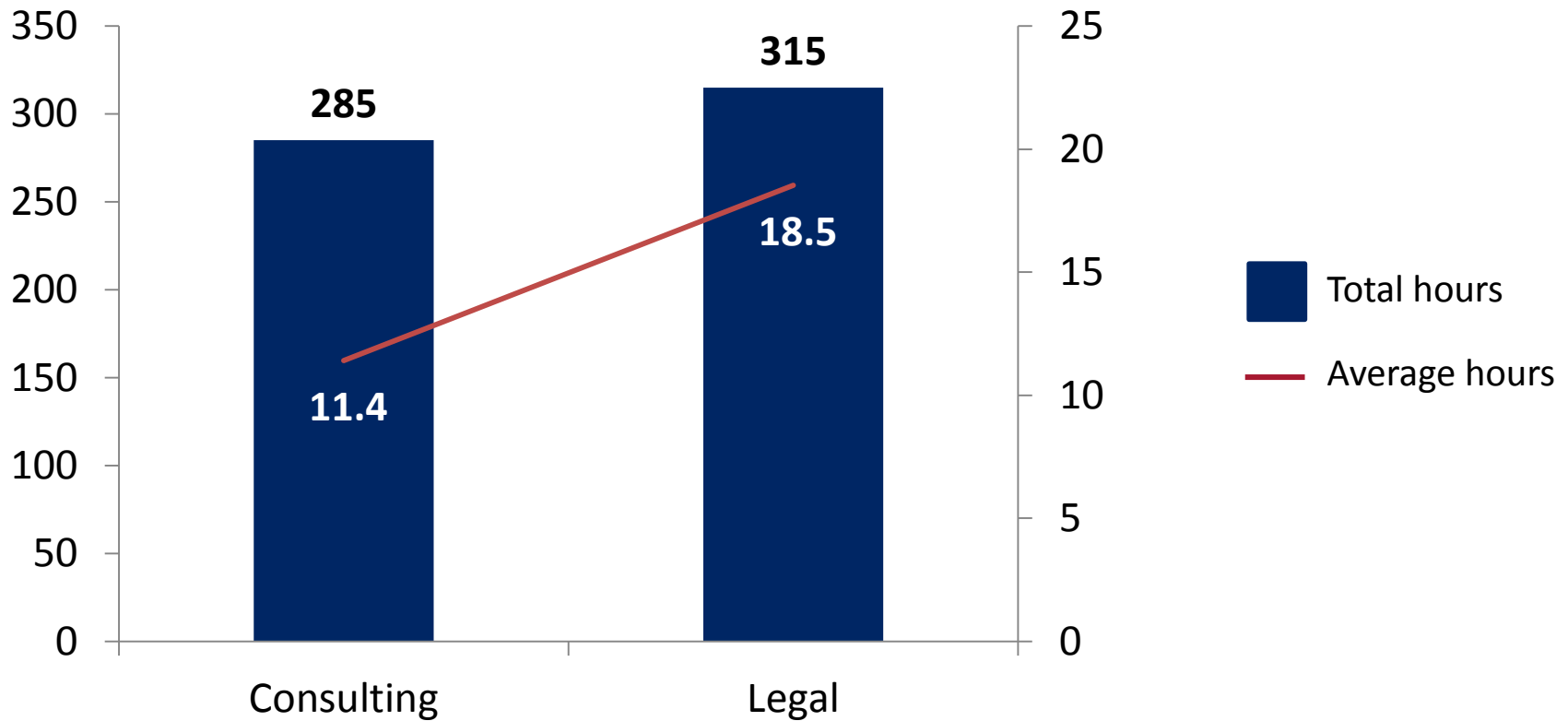
Demand for professional & financial services was high

Top areas of advice requested by eligible applicants
(representing 44% of all advice requested)



600 hours were allocated in Round 1

Total and average hours allocated to eligible applicants by type of firm



Other ways of providing advice are also in train

Ernst & Young workshops

- ▶ 2 day-long workshops in 2015:
 - one for disability service providers
 - one for smaller organisations from all sectors
- ▶ Topics include:
 - client & market focus
 - financial sustainability
 - outcomes measurement, improvement & innovation

Introductory advice packages

- ▶ Aligned to areas of high demand:
 - intellectual property
 - converting from an incorporated association to a company limited by guarantee
 - governance structures
- ▶ Distribute to applicants who requested advice in these areas; may publish on knowledge hub
- ▶ Packages are deliberately '101' and not as comprehensive as information by Justice Connect

Evaluation

Lessons for round 2:

- ▶ Revisited eligibility criteria:
 - more defined & better communicated
 - stronger focus on outcomes & sustainability
- ▶ Revised application form:
 - limit & rank advice areas
 - request more specific information to assess need & eligibility
- ▶ Electronic application process

Evaluation:

- ▶ Process & outcome evaluation
- ▶ Key areas of investigation
 - Changes in participating NGOs, such as ability to attract investment or additional funding, grow & diversify business model, manage legal issues, measure outcomes, etc
 - Benefits of participation
 - Development of sustainable relationships
 - Efficiency of program administration
- ▶ Involves participating firms, NGOs and scoping panel

Next steps

**20
SEPT**

Round 2 closed

87

Responses received



Referrals expected
late Nov / early Dec



CHP workshop

**THANK YOU
FOR YOUR
CONTINUED
SUPPORT &
CONTRIBUTION**

Deloitte.

BAKER & MCKENZIE

IAG
Insurance Australia Group

pwc

ALLEN & OVERY

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UBS

TressCox
LAWYERS

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Lawyers

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Building a better working world

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