

Investor Discussion Template

Investment Approach	Investor 1	Investor 2	Investor 3
House style and cultural fit with commissioner and providers – fund strategy & vision			
Funds available? Is the investor running a competitive process (i.e. is the commissioner competing with other potential investees?)			
Investment Committee process and due diligence approach – how are decisions made on investments? Who is on the IC – value added and experience			
Approach to structuring: flexible across investments vs 'preferred model'			
Previous experience of SIBs and Life Chances Fund – learning and relevance			
Experience of investments in sector/with multiple providers, commissioners etc.			

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Wider experience of OBC and PBR contracting – which sector; different service models. Both from investment team & use of advisors/NXDs

Supply chain engagement, development, capacity building and re-engineering experience

Stakeholder engagement and management approach (with VCSEs, senior teams in other commissioners, Cabinet etc.)

Experience of service design and co-design – extent of added value to work of providers in developing SIB

Approach to supporting and resourcing investments (pre and post-SIB launch) - is the team/style the same/different before and after?

Governance and performance management approach

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Risk approach to new service models, sectors, partnerships, financial models etc. How do the IC view this and the way Investment Directors work

Approach to SIB financial model: transparency on costs; simplicity vs complexity; open approach between parties?

Pricing and costs: approach to risk pricing (bearing in mind BLF sets parameters this is less about pure cost than approach to pricing outcomes and willingness to flex approach)
