

Market Briefing Wrap-Up:

SII Evolve

6 September 2018
Sydney

The following provides a summary of the questions asked at the session, and the answers provided.

What is the government looking for in the proposal in terms of savings and priorities?

SII Evolve is focussed on ideas that can achieve a high level of cost savings for a small group of individuals, or involves a significant population to achieve a large pool of costs savings for government.

How many proposals will go through to co-development? Is there a preference for one large organisation to participate in SII Evolve?

This is the first co-development process run by the Office of Social Impact Investment (OSII). Through previous RFP rounds one organisation would have been chosen to enter a Joint Development Phase. We are open to see what the market response will be to this initiative, and then test the appetite of agencies to be involved.

What if a proposal requires involvement from two agencies that are very different. Would both agencies need to be supportive of the proposal?

We would look for one agency to be the lead agency in such a case. We recognise that the benefits of SII usually accrue to more than one agency because of the nature of a client group and there will still be the ability to measure cross-agency outcomes.

Do you have to identify the agency in the proposal? Is it necessary for a proponent to establish a contact with that agency prior to submitting the proposal?

Proponents are asked to identify the agency that will be predominantly responsible for the policy area that the proposal involves. Proponents do not need to make a contact with that agency as we do not expect proponents to understand the machinery of government in great detail. OSII will facilitate this during the evaluation phase. OSII has established strong relationships with NSW Government agencies through its Steering Committee.

If OSII receives two applications that are similar, is there an opportunity to facilitate a partnership?

Yes, we are open to joint proposals and partnerships. Please indicate in your proposal if you would be open to such a partnership.

If a proposal involves multiple agencies, and has already a strong relationship with a federal government agency, could this be included in the proposal?

Yes, we are open to collaboration at a Commonwealth level.

Is there a minimum return that is preferred?

No. We would like to see the primary benefits (or savings) to accrue to a NSW Government agency, but we also take into account wider benefits.



Office of
Social Impact Investment

If programs that have been running through a social impact investment have shown success why has this not been replicated in other areas?

OSII is working with stakeholders involved to implement the learnings arising from current social impact investments and to look for opportunities to scale and mainstream these across a wider service system.

Does a proposal need to be a social impact bond proposal?

No, we are interested in different financing structures, for example payment by results contract, pooled and layered investments and other financing structures. We do not want proponents to feel constrained by what has been done in the past. We are looking for proposals that incorporate the principles of social impact investments (e.g. sharing of risk and return, outcomes measurement etc.)

Is there a minimum size of the proposed investment?

No, however, it is usually easier to have a larger investment that accounts for the cost of development. Though we are open to smaller pilots and ideas.

Does the proponent need to identify potential investor prior to the submission of the proposal?

Not at this stage. If the proposal is successful OSII can facilitate the connection with potential investors.

