

30-Year Forecasting and BRIXX Integration/Import Requirements

1. Background

Co-operative Housing Ireland (CHI) prepares a 30-Year Business Plan and associated financial forecasts to support:

- Borrower reviews of CHI and recertification for lending.
- Long-term financial planning for internal purposes and regulatory purposes.
- Business development planning.
- Treasury management.
- Board-approved business planning and strategic options analysis
- Financial covenant monitoring.
- Stress testing and scenario analysis.

CHI currently utilises MRI HousingBrixx as the primary financial modelling application supporting these activities.

This is a widely used financial modelling and business planning tool for social housing providers, with functionality designed around areas including: long-term business planning, integrated income and expenditure, balance sheet and cash flow forecasts, treasury reporting, scenario modelling, dashboards, audit history and regulatory-style reporting for housing providers.

The future Financial Management System must therefore support the production of clean, validated datasets that can either be passed directly into MRI HousingBrixx or a similar financial planning module, or exported in structured formats suitable for controlled import into a financial planning tool.

The focus here is a reliable, reconciled and auditable source of actuals, budgets, forecasts, and operational drivers from non-finance systems in CHI too, that feeds or integrates with a financial planning tool. The FMS should facilitate clear data ownership, consistent coding structures, controlled export files, validation routines and reconciliation to the general ledger and housing/property source systems.

2. Supplier Response Requirements

Tenderers must describe:

- How the proposed solution will support CHI's long-term forecasting requirements.

- Whether functionality is:
 - Standard
 - Configurable
 - Delivered through a third-party ISV
 - Bespoke development
- Any assumptions made regarding source systems.
- Any dependencies or third-party products required.

Tenderers must clearly identify any information expected to originate outside of the proposed FMS solution.

Responses should distinguish between functionality required in the FMS, functionality expected to remain within MRI HousingBrixx or a financial planning tool, and functionality dependent on the existing housing management system, asset management, treasury or reporting platforms. Tenderers should also explain how their proposal will avoid duplicate manual data entry, reduce spreadsheet dependency and maintain a clear audit trail between source transactions, forecast assumptions and final HousingBrixx outputs.

3. Forecast Data Sources

CHI anticipates forecast information may originate from multiple systems including:

- proposed Financial Management System, or finance system platform
- existing housing management system
- asset management systems or asset lifecycle systems
- other operational property systems
- existing reporting and data platforms

The data architecture should be designed on the principle that actual financial transactions are mastered in the FMS, tenancy and rent data are mastered in the housing management system, asset lifecycle data are mastered in the asset management system, and consolidated forecast assumptions are transferred into MRI HousingBrixx using a controlled, repeatable process.

Tenderers must identify:

- Which datasets would normally reside within the FMS.
- Which datasets would normally reside within a Housing Management System.
- Which datasets would normally reside within an Asset Management System.

- Any datasets requiring integration from external systems.
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4. Financial Forecasting Outputs

The solution must support the generation of annual forecasts for a minimum thirty-year planning horizon.

Income and Expenditure Forecasts

Including:

- Rental income
- Service charge income
- Grant income
- Other operating income
- Staff costs
- Management and administration costs
- Repairs and maintenance
- Planned maintenance
- Lease costs
- Depreciation
- Amortisation
- Loan interest
- Loan repayments for different loan types
- Capitalised interest
- CALF interest

Statement of Financial Position Forecasts

Including:

- Housing properties
- Land and buildings
- Fixed assets
- Accumulated depreciation

- Cash balances
- Debtors
- Creditors
- Lender Loans
- CALF Loans
- Other funding liabilities
- Grants
- Reserves
- Net assets

Cash Flow Forecasts

Including:

- Operational cashflows
- Grant receipts
- Loan drawdowns
- Loan repayments
- Interest payments
- Development expenditure
- Capital expenditure
- Closing cash balances

5. Treasury and Covenant Reporting

The solution should support:

- Loan portfolio forecasting
- Interest forecasting
- Debt maturity profiling
- Treasury reporting
- Funding analysis

The solution should calculate and report:

- EBITDA
- EBITDA MRI
- EBITDA Margin
- Interest Cover
- EBITDA MRI Interest Cover
- Debt Service Cover Ratio
- Liquidity Ratio
- Gearing Ratio
- Debt per Unit
- Operating Margin

Including configurable covenant thresholds and exception reporting.

Covenant ratios are currently calculated in excel, following the production of a Brixx 30-year financial output. This process is: First, information is extracted from financial systems, second it is reviewed and cleaned, third it is input into Brixx, and financially a 30-year forecast is extracted from Brixx for analysis in excel. This is an onerous process which has scope for integration and connectivity with FMS and business tools.

The data includes I&E performance, Balance Sheet, loan balances, interest costs, capital repayments, cash balances, operating performance, capital expenditure, grant movements and any adjustments required under CHI's lender definitions.

6. Property and Development Reporting

The solution should support forecast reporting for:

Housing Portfolio

- Opening units
- New units
- Occupied units
- Void units
- Closing units

By tenure type including:

By configurable tenure, funding and programme categories, including social housing, affordable or cost rental, leased properties, grant-funded schemes, loan-funded schemes and other user-defined categories.

Development Programmes

- Schemes in planning
- Schemes in construction
- Unit delivery forecasts
- Grant funding
- Development expenditure
- Development funding

7. Asset Lifecycle and Stock Condition Forecasting

CHI currently maintains significant lifecycle forecasting information used to support long-term capital planning and MRI HousingBrixx forecasting. Lifecycle forecasting is based on stock condition monitoring and estimates the cost of replacing components of homes once they have reached the end of their serviceable life. The future FMS must support a clear integration pathway between financial actuals, budgets and forecast assumptions held in the FMS, asset lifecycle data maintained in the existing asset management and stock condition system, and the long-term financial forecast produced in MRI HousingBrixx.

Existing outputs include detailed component-level forecasts covering a broad range of housing and estate assets. The existing asset management and stock condition system currently supports this asset lifecycle and stock condition forecasting process. At present, the connection between the existing asset management and stock condition system and MRI HousingBrixx relies on manual extraction, review, cleaning and input of data. The target operating model should move away from this manual process and require either direct system integration, scheduled data exchange or a controlled file-based feed between the existing asset management and stock condition system, the FMS and MRI HousingBrixx.

The FMS should act as the financial control point for lifecycle expenditure by receiving, validating or reconciling outputs from the existing asset management and stock condition system before they are incorporated into the 30-year forecast. This should include a minimum requirement for a repeatable data feed covering component replacement costs, planned maintenance programmes, stock condition assumptions,

expenditure phasing, scheme identifiers and any financial coding required to map lifecycle forecasts into MRI HousingBrixx.

Tenderers should describe how their proposed solution will support this three-way data flow. This should include how lifecycle assumptions are extracted from the existing asset management and stock condition system, how they are validated against FMS coding and budget structures, and how they are transferred to MRI HousingBrixx in a format suitable for long-term business planning, Lender recertification, treasury analysis and board reporting.

Tenderers must clearly identify whether lifecycle planning functionality is:

- Native to the proposed solution.
- Delivered through an Asset Management ISV.
- Delivered through the existing housing management system.
- Expected to be maintained in a separate third-party solution.

The solution should support where applicable:

- Asset registers
- Component registers
- Planned maintenance programmes
- Lifecycle replacement forecasting
- Long-term capital investment planning
- Forecast expenditure profiling
- Data feeds or integration between the existing asset management and stock condition system, the FMS and MRI HousingBrixx, including mapping, validation, reconciliation and version control.

8. Scenario Planning and Stress Testing

The solution should support:

- Budget forecasts
- Base case forecasts
- Growth scenarios
- Inflation scenarios

- Interest rate scenarios
- Treasury stress testing
- User-defined scenarios

The solution should support multiple forecast versions and comparison reporting.

Scenario data should be capable of being held, exported and reconciled at version level. Tenderers should explain how base case, budget, downside, upside and lender stress-test scenarios would be identified, controlled and transferred to MRI HousingBrixx without overwriting approved versions or compromising auditability.

9. BRIXX Integration Requirements

MRI HousingBrixx is expected to remain the primary long-term forecasting and strategic business planning model unless a tenderer proposes an alternative that demonstrably meets CHI's Lender, treasury, covenant, board reporting and social housing forecasting requirements. The integration requirement is therefore focused on reliable data movement, data validation and reconciliation between the FMS, MRI HousingBrixx, and other systems.

Direct Integration

Tenderers should describe any available:

- API integration
- Data synchronisation
- Automated forecast transfers
- Validation routines
- Reconciliation controls
- Mapping from the FMS chart of accounts, cost centres, schemes, tenures and funding sources to MRI HousingBrixx model structures.
- Controls to confirm that data transferred to MRI HousingBrixx agrees to approved actuals, budgets and forecast assumptions.

File-Based Integration

Where direct integration is unavailable, suppliers should provide:

- Excel export capability
- CSV export capability

- Defined file structures
 - Validation reports
 - Exception reporting
 - Audit logging
 - Documented import templates aligned to MRI HousingBrixx reporting structures, including income, expenditure, balance sheet, cash flow, treasury, unit and development programme datasets.
 - Version-controlled export packs that can be retained as evidence for Lender recertification, lender review, audit and board reporting.
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10. External Data Integration Requirements

Where information must be sourced from the existing housing management system, asset management systems or other third-party solutions, tenderers must:

- Describe the proposed integration method.
- Identify supported technologies.
- Confirm whether APIs are available.
- Confirm whether scheduled imports and exports are supported.
- Describe any middleware or data staging requirements.

Tenderers must separately price:

- proposed Financial Management System, or finance system platform only solution.
 - integration with the existing housing management system.
 - integration with existing asset management systems.
 - Additional interfaces required to support BRIXX forecasting.
 - Alternative file-based solutions.
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11. Reporting, Governance and Audit

The governance model should recognise that MRI HousingBrixx outputs are used for strategic planning and external assurance purposes. As a result, data transfers must be traceable from source systems through to the forecast model, with clear ownership of assumptions, approval points and evidence of review.

The proposed solution should provide:

- Forecast version control.
- Approval workflows.
- Reconciliation reporting.
- Audit trails.
- Data validation controls.
- Export history.
- Exception reporting.
- Support for annual Lender recertification requirements.