



Esuasive Housing Financials

G-Cloud 15 Pricing

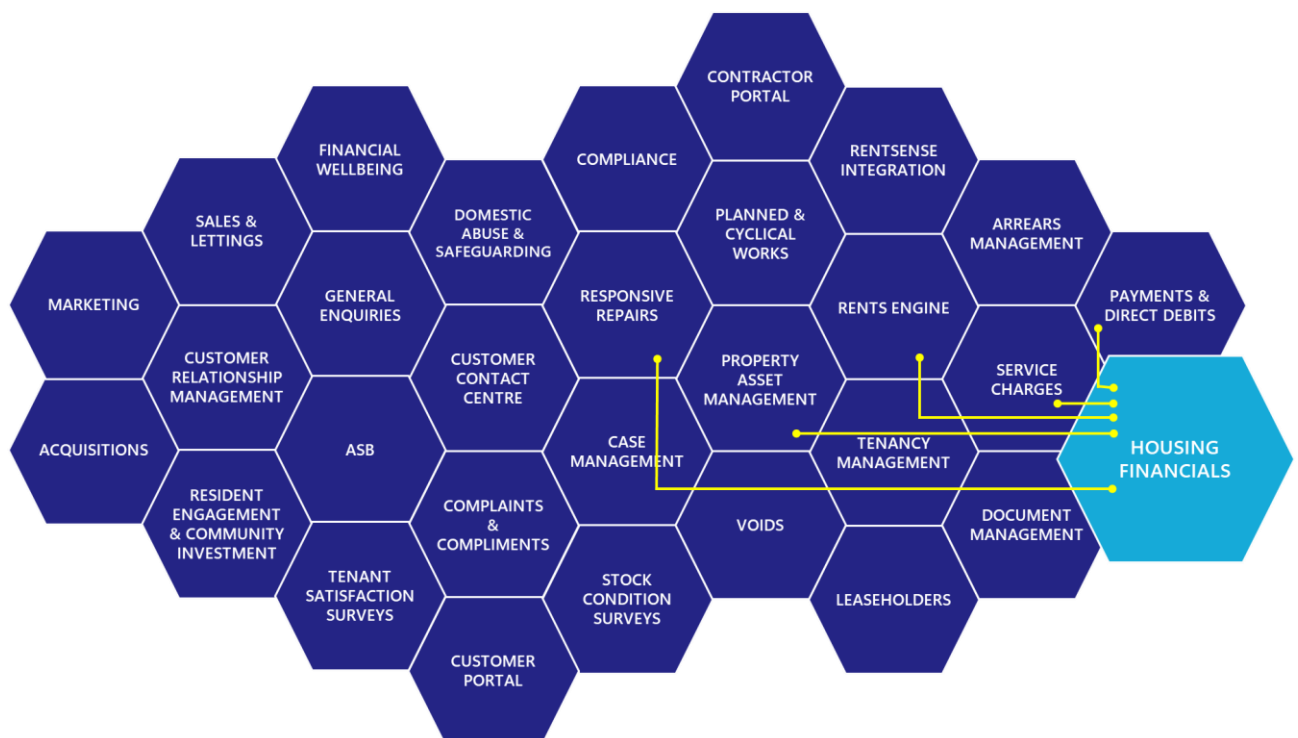
About Esuasive Housing Financials

Rising tenant expectations and an ever-evolving regulatory environment present multiple challenges for Housing Associations and Social Landlords, from managing property portfolios and finances to meeting regulatory requirements and providing quality services to tenants. Finance leaders in particular are looking for agile solutions that combine traditional reporting with advanced analytics and AI to give them actionable insights into current and future business performance.

One of the key enablers for realising this vision is an advanced business management platform that brings world-class accounting functionality together with the operational processes and data that have traditionally been tucked away in separate systems. Esuasive Housing Financials, a templated Microsoft Dynamics 365 Business Central solution specifically configured for the social housing sector, provides that platform.

Esuasive Housing Financials enhances and extends the out-of-the-box features of Dynamics 365 Business Central with Esuasive-developed integrations to Asset management and Repairs processes, user-configurable integration with Esuasive's Rents Engine, Service Charges and Payments modules, procure-to-pay enhancements, plus custom-built extensions to ensure efficient processing of invoices within pre-approved tolerances, and auditable approvals via a customer-specific schedule of delegated authorities.

Esuasive Housing Financials comes pre-integrated with Esuasive Housing or can be deployed to integrate with your existing housing management system.



Esuasive Housing with Esuasive Housing Financials: Conceptual Model

This pricing document covers the implementation and licensing of Esuasive Housing Financials. Please see our other G-Cloud 15 listings for more detailed information relating to the implementation and licensing of other Esuasive Housing solution components, including:

- Esuasive Housing Omnia
- Esuasive Housing CRM / Customer Service
- Esuasive Housing Property Asset Management
- Esuasive Housing Responsive Repairs
- Esuasive Housing Rents, Service Charges and Payments
- Esuasive Housing Arrears Management
- Esuasive Housing Sales and Lettings
- Esuasive Housing Complaints and Compliments
- Esuasive Housing ASB
- Esuasive Housing Domestic Abuse and Safeguarding
- Esuasive Housing Tenancy Management

Local Authority customers may also wish to explore:

- Esuasive Dynamics 365 and Power Apps for Local Authorities
- Esuasive Homelessness Application Management and Reporting

Esuasive also supports local authorities and housing associations looking for external professional support and maintenance for existing, in house, legacy Microsoft Dynamics applications, and for those wishing to migrate on premises Dynamics 365 applications to the Microsoft Cloud. These services are provided by Esuasive under G-Cloud 15 Lot 3, Cloud Support. Please see the relevant listing for further details.

Pricing

Software licence: Esuasive Housing Financials

Esuasive Housing Financials is licensed as a configured solution of Microsoft Dynamics 365 Business Central, with optional custom-built add-on solutions delivering additional capabilities for:

- Integration with Esuasive Rents and Service Charges
- Integration with Esuasive Property Asset Management
- Procure to Pay, including Delegated Authorities Management, Budget Tracking, Commitment Accounting, Esuasive Repairs Integration.

Esuasive licence fees shown below are per customer, per annum, based on the number of Finance Users* and on the configuration option selected.

Esuasive Financials Component	Ref	Discount	No. of Finance Users			
			1-10	11-20	21-50	51+
<u>Standard pricing</u>						
Esuasive Financials Base Configuration	A		£ 2,500	£ 5,000	£ 7,500	£ 10,000
Rents and Service Charges Integration	B		£ 2,500	£ 5,000	£ 7,500	£ 10,000
Property Assets Integration	C		£ 4,500	£ 9,000	£ 13,500	£ 18,000
Procure to Pay with Repairs Integration	D		£ 3,500	£ 7,000	£ 10,500	£ 14,000
<u>Configuration options</u>						
Esuasive Financials Base Configuration only	A	0.0%	£ 2,500	£ 5,000	£ 7,500	£ 10,000
Esuasive Financials Base Configuration plus one Add-on Solution	A+B	7.5%	£ 4,625	£ 9,250	£ 13,875	£ 18,500
	A+C	7.5%	£ 6,475	£ 12,950	£ 19,425	£ 25,900
	A+D	7.5%	£ 5,550	£ 11,100	£ 16,650	£ 22,200
Esuasive Financials Base Configuration plus two Add-on Solutions	A+B+C	15.0%	£ 8,075	£ 16,150	£ 24,225	£ 32,300
	A+B+D	15.0%	£ 7,225	£ 14,450	£ 21,675	£ 28,900
	A+C+D	15.0%	£ 8,925	£ 17,850	£ 26,775	£ 35,700
Esuasive Financials Base Configuration plus three Add-on Solutions	A+B+C+D	22.5%	£ 10,075	£ 20,150	£ 30,225	£ 40,300

* Finance users are defined as those users assigned a Microsoft Dynamics 365 Business Central Essentials licence or Premium licence, or equivalent (typically, members of the Finance team and other senior managers). Users assigned a Dynamics 365 Team Member licence or equivalent (e.g. those initiating purchase requisitions) are not counted as 'Finance Users'.

Esuasive can advise on which users will require an Essentials or a Premium Licence and which will be able to fulfil their role having been assigned a Team Member licence, in line accordance with Microsoft licencing guidelines.

Please note, all Esuasive Financials users must be assigned an appropriate Microsoft Dynamics Business Central or Microsoft Dynamics Team Member licence, or equivalent. These licences are required to provide the underlying business Central environment and may be procured at additional cost from any Microsoft authorised licence reseller or from Esuasive.

Implementation

Implementation of Esuasive software is carried out by Esuasive's Professional Services team, working closely and collaboratively with your in-house team to achieve a successful outcome. Implementation on an Adopt basis is charged on a fixed-cost basis, as set out below:

	Fixed charge
Implementation (Adopt basis)	£ 90,000

Please note, Esuasive offers two styles of implementation:

Adopt: Implementation of standard Microsoft Dynamics 365 Business Central and Esuasive Housing Financials add-on solution functionality.

Adapt: Implementation with customisations to meet customer-specific requirements.

Adopt Implementations

In an Adopt implementation, Esuasive takes responsibility for the following:

Project management, in conjunction with the customer project manager

General Ledger configuration includes

- customer-provided chart of accounts (GL codes)
- GL account hierarchy
- 2 customer-provided analysis codes for use in all accounting transactions (extended GL code)
- further ad hoc reporting and analysis codes (max 6)
- journal templates (recurring, reversing, general, allocation and other standard journals)
- migration of opening TB *
- compliance with Housing SORP

General Ledger Budget configuration includes

- GL budgets, forecasts and reforecast templates
- Upload current versions of each *
- Training on how to "seed" budgets from FA and GL data

VAT configuration includes

- Setting up output and input tax accounting
- VAT reports
- VAT statements
- Implementation of standard MTD functionality
- Reverse charge functionality
- Recoverable v irrecoverable input tax accounting

Accounts receivable configuration includes

- Set up customer accounts using standard data migration templates *
- Upload AR open items as at balance sheet date *
- Standard invoicing / credit note functionality
- Sales invoice template (x 2)
- Customer statement template (x 1)
- Customer reminder template (x 1)
- Set up standard "invoice-to-cash" processes
- AR cash entries and automated cash matching

Accounts payable configuration includes

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- Set up supplier accounts using standard data migration templates *
- Upload AP open items as at balance sheet date *
- Remittance advice template (x 1)
- Set up standard "invoice-to-pay" processes
- Manual payment functionality
- Bank payment export file
- Configuration of 1x Business Central Copilot AI payables agent process

Procurement configuration includes

- Standard Purchase Requisition functionality
- Standard Purchase Order functionality
- Automated PO distribution using email
- PO template (x 1)
- Automated payment run functionality
- Configuration of client SODA in matrix format for PO approval workflow ¹
- Purchase Requisition to Purchase Order approval workflow based on SODA matrix ¹
- Repairs integration (see ** below) ¹
- Budget tracker ¹
- Commitment accounting ¹

(Note 1. With Esuasive Procure to Pay option)

Integration with Esuasive Housing Responsive Repairs **

- Create the accounting profile of a repairs PO without the need for manual intervention
- Automated transfer of contractor POs to Finance system
- Automated PO update with contractor PO changes
- Automated "receipt" / "GRN" of accounting PO when contractor PO completed

Cashbook configuration includes

- Up to 6 bank accounts
- Bank statement upload process
- Automated reconciliation set up for 2 operating accounts

Fixed Asset Register configuration includes

- SORP compliance
- Asset classes
- Asset sub-classes
- Fixed asset IDs
- Parent-child property asset model
- Depreciation rules
- Automated postings of periodic depreciation
- Migration of opening assets, cost and depreciation at balance sheet date *

Integration with Esuasive Housing Rents, Service Charges and Payments **

- Create accounting transactions from Housing 'rent debit' processes
- Housing system contains account level detail reconciling to rent control account
- Configuration of a GL rent calendar to ensure income is booked in correct accounting periods
- Automated rent journals
- Automated VAT accounting, assuming requisite VAT data configured in Housing
- Automated collections summary bank postings

Integration with Esuasive Housing Property Asset Management **

- Automated initiation of accounting for asset additions
- Automated initiation of accounting for asset disposals
- Standard process for keeping physical assets in synch with FAR

Reporting

- Default report schedules (TB, IS, BS)
- Training on report schedule configuration
- Introduction to KPI configuration and build
- Set up standard 'out-of-the-box' reports and views
- Set up Power BI

System administration & licensing

- Providing advice on Microsoft and other third-party licensing
- Set up of environments (Dev, Test, Prod)
- Set up of one company
- Initial configuration of security roles
- User accounts
- User permission sets
- Tablet, PC and mobile client configuration for mobile working
- Microsoft accessibility features as standard
- Deployment of the Esuasive solution through the environments
- System cutover to Production ('Live')

Adoption

- Train-the-trainer training covering key Finance processes and Esuasive-developed enhancements and extensions
- Training for customer sysadmins covering role/user security administration
- Training for 'superusers' in how to create / amend email and document templates
- Training on how to create, amend or extend user views
- Support of user testing
- Hypercare

* Using pre-formatted data mapping / data load templates. Esuasive will reconcile Business Central back to files provided for upload but not to source systems.

** Where the customer is already licenced for or is deploying in parallel these Esuasive Housing modules.

The customer team is responsible for:

- Customer-side project management
- Change management and communications within the organisation
- Appointment of SMEs for each main area (GL, Rents, Repairs, Assets, AR, AP, Procurement, Cashbook and Tax)
- Availability of SMEs to provide client expertise for design and configuration decisions in line with project timetable
- Provision of information to enable configuration of Business Central
- Data migration: extraction from existing systems, including data cleansing, de-duplication
- Data migration: mapping data to corresponding values in Business Central and ensuring target values have been defined during system configuration
- Data migration: reconciliation to source data
- Archiving of data not to be migrated
- Configuration of OCR services for processing supplier invoices as supported by Microsoft APIs
- Reconciliation of migrated balances and open items to source data
- User testing
- Customer-side cutover activities
- Decommissioning of redundant systems
- Creation of 'Management accounts pack'
- User adoption and system acceptance

On request, Esuasive will take responsibility for any or all of the above customer-side activities as a separately agreed service component, priced at Esuasive's standard SFIA rates.

Adapt Implementations

For customers who have specific requirements not supported 'out of the box' by Esuasive, an Adapt implementation may be suitable.

Adapt implementations typically incorporate all of the implementation project stages and tasks listed under Adopt, above, but will tend to also include some or all of the following:

- Discovery, scoping, roadmapping, phasing
- Detailed requirements definition
- User Design workshops
- Customisation of the solution to meet customer-specific and agreed additional requirements and designs, and to deliver these as changes and/or enhancements to the Esuasive core solution.
- Configuration of integrations to third-party assets, repairs and rents / service charges systems
- Development of other non-standard interfaces and/or integrations to other systems or online services
- Development of additional reports and views
- Provisioning of additional environments
- Additional training to cover customer-specific changes / enhancements

The additional effort required to complete an Adapt implementation can only be estimated when customer requirements are fully defined. Adapt costs are therefore not included in the Adopt implementation fee above. Additional work required for an Adapt implementation will be delivered as a separately agreed service component, priced at Esuasive's standard SFIA rates.

Post-implementation support and software maintenance

Post-implementation support includes:

- Hypercare: priority-response support in the immediate post go-live period
- Long term support: responsive support in line with Esuasive's standard SLA

Bug-fix support for Esuasive licensed software solutions is included within the Esuasive software licence fee.

Support for non-Esuasive software products and/or customer-developed software can be included. This may incur additional cost.

User support, if required, may be purchased separately.

Software maintenance, i.e. the provision of Esuasive software updates, is included within the Esuasive software licence fee. At the customer's request, Esuasive will take responsibility for applying / implementing major updates, in which case, and subject to agreement, professional services charges may apply.

Microsoft Licensing

Esuasive software is developed using Microsoft and other vendors technology products, and Esuasive software solutions are designed to run within the Microsoft Cloud. Customers are responsible for ensuring that users of Esuasive software are assigned an appropriate Microsoft and/or other vendor software license, and for procuring additional run-time resources, e.g. storage capacity, if required. Esuasive can advise on licensing and can provision Microsoft and/or other vendor licences on request. Such charges will be calculated separately.

Please note, all core Finance users (including 'service accounts') will normally need to be assigned a Microsoft Dynamics 365 Business Central Essentials or Premium licence. For non-Finance staff who may need to access the system, e.g. to raise a purchase request, a Team Member licence may be appropriate, depending on role/responsibilities and subject to Microsoft licensing guidelines.

Additional notes

Esuasive's software licence fees are chargeable from go live of any part of the Esuasive solution, based on anticipated utilisation of the solution.

Esuasive software licence fees are invoiced annually in advance, with true up to actual utilisation if required.

Esuasive fixed-cost professional services relating to implementation of Esuasive software components are invoiced as follows: 20% on contract signature, 20% on sign-off of detailed design, 30% on deployment of the Esuasive solution to the Test environment ready for system testing or user testing; 25% on go-live, 5% at the end of the hypercare period. Where the deployment of functionality ready for system or user testing, go-live, or end of hypercare milestones are staggered to facilitate incremental delivery of functionality, Esuasive charges are prorated accordingly.

Esuasive professional services not included within the scope of a fixed-cost Adopt implementation are charged per day, prorated if required, in line with each agreed Statement of Work and at our standard day rates:

<i>Role</i>	<i>£/day</i>
Director	1600
Project Manager	1200
Technical Architect / Technical Lead	1040
Senior Consultant / Functional Lead	960
Consultant	890

Esuasive professional services are invoiced monthly in arrears based on time worked.

It is assumed that all users of Esuasive software have already been or will be assigned a Microsoft 365 / Office 365 or equivalent licence enabling the use of Microsoft Office products such as Outlook, Word, Excel, SharePoint, Teams, etc.

To take advantage of Microsoft AI features, users may need to be assigned an appropriate Microsoft Copilot software licence, which may incur an additional cost.

Implementation charges exclude reasonable travel expenses and subsistence costs relating to any work which at the customer's request and by agreement is performed at the customer's premises.

Prices shown are exclusive of VAT.

Final agreed costs will be subject to due diligence prior to contract to ensure that the provision and pricing of Esuasive software licences and associated professional services charges is in accordance with this pricing document.