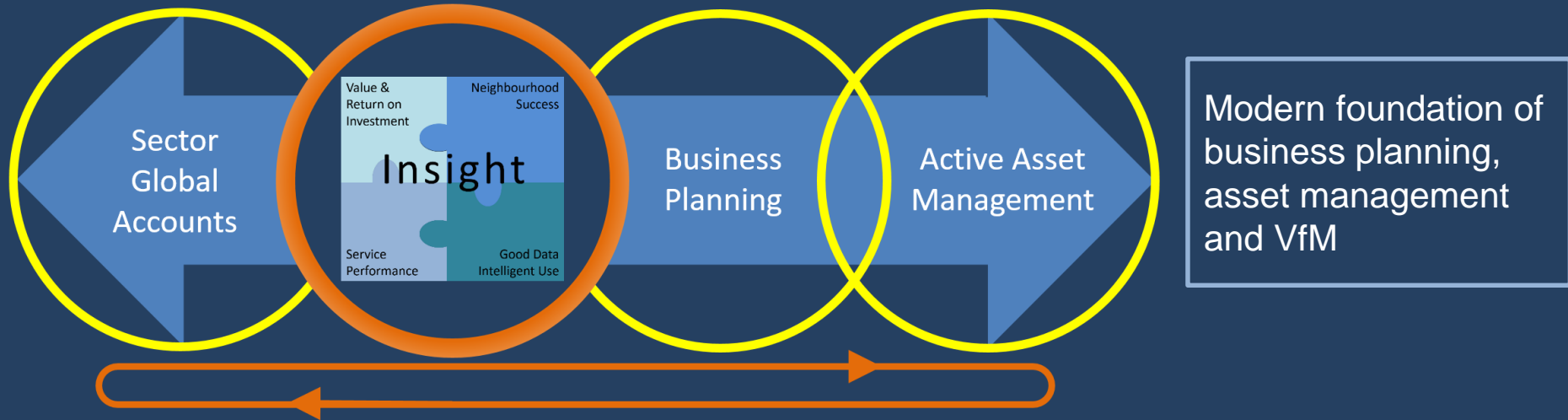


Insight Analysis



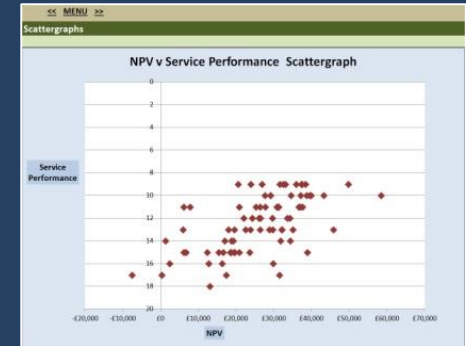
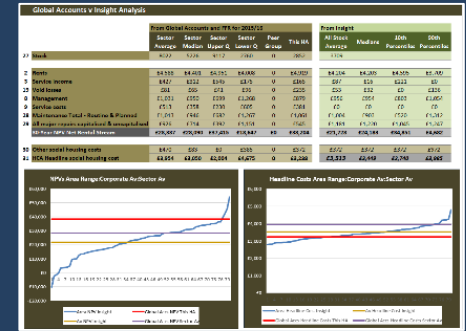
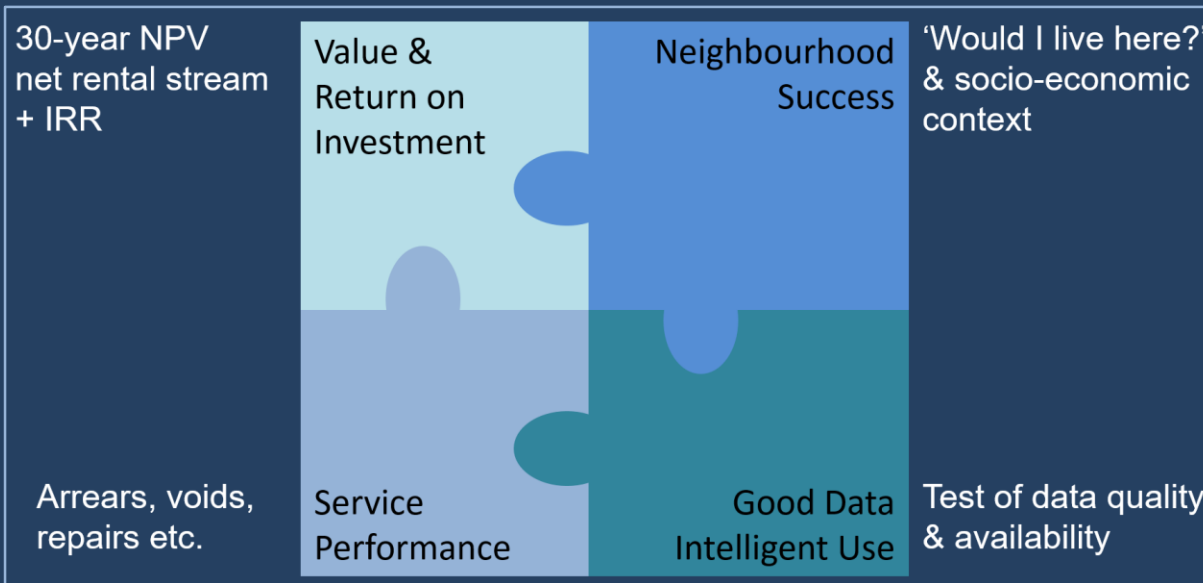
Now established across the social housing sector as the best way of shining light on ...
... the financial and non-financial
... performance and prospects
... of different groups and types of stock



- Excellent fit with latest HCA and SHR expectations
- Inherently flexible, creative, low cost approach easily tailored to your situation
- Golden VfM thread - detailed asset performance:business plan:sector global accounts
- Great way to test how good your data is

The thinking behind it ...

Insight Analysis is based on a simple, flexible concept that brings value and performance together:



It brings out the differences between different Groups and Types, and allows a rounded view that balances direct financial performance with other important factors

The concept is flexible enough to build on existing sustainability or performance methodologies already in use



The practical side ...

An intensely practical approach, steadily refined through the experience of applying it in housing associations and councils of every shape and size

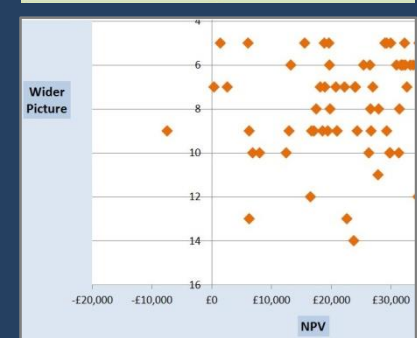
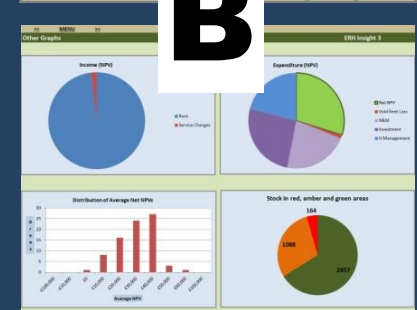
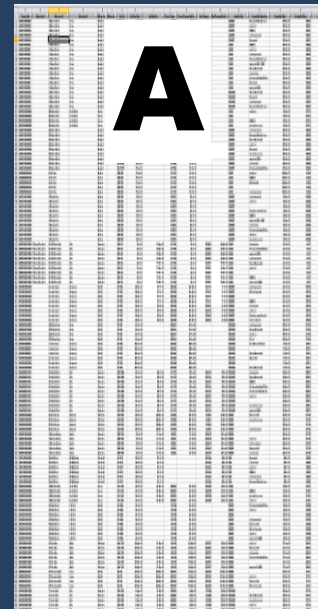
Our unmatched experience of this type of analysis, and how it fits in a social housing business, means we can help find that critical path from ..

... A (raw data) to B (understanding) ...

... without creating an industry

There are invariably data quality and availability issues to be overcome!

But most data needed is normally available in raw form in housing & financial systems.



This creates a path that can be repeated without further help and, in doing so, builds data confidence and analytical skills



The Insight model itself is



- an advanced Excel-based tool for maximum flexibility and ease-of-use

(A by-product of Insight Analysis is that it encourages greater use of Excel as a powerful analytical tool already sitting, often underused, on every desktop)

- designed to be easy to adapt to individual requirements

(In some cases, we have successfully merged Insight with an existing sustainability methodology to create an approach very distinctive to that one organisation, with its own branding)

- at modest initial cost and then free to use indefinitely

(Insight Analysis puts the effort into 'getting the first run right' and into skills transfer - then leaving you able to rerun with little or no further help)

MENU		
Global Accounts View	NPV Analysis	Other Analysis
Global Accs Data	NPV Area & Element	Stock Numbers Summary
Global Accs v Insight Analysis	NPV Area & Element (Sortable)	Service Performance (Sortable)
Area View	NPV Area & Type	Wider Picture (Sortable)
	NPV Area & Type (Sortable)	Wider Picture (Sortable)
	NPV Type, Area & Element	Social Housing Value
	NPV Type, Area & Element (Sortable)	Social Housing Value (Sortable)
Inputs	Internal Rate Of Return	Neighbourhood Summary
Property Level Data	Internal Rate Of Return (Sortable)	Scattergraphs
Key Area & Key Type		Other Graphs
Area Level Data		All Data Export Sheet
Traffic Lights & Assumptions		

GO TO MENU

EAST RIVER HOUSING

Insight

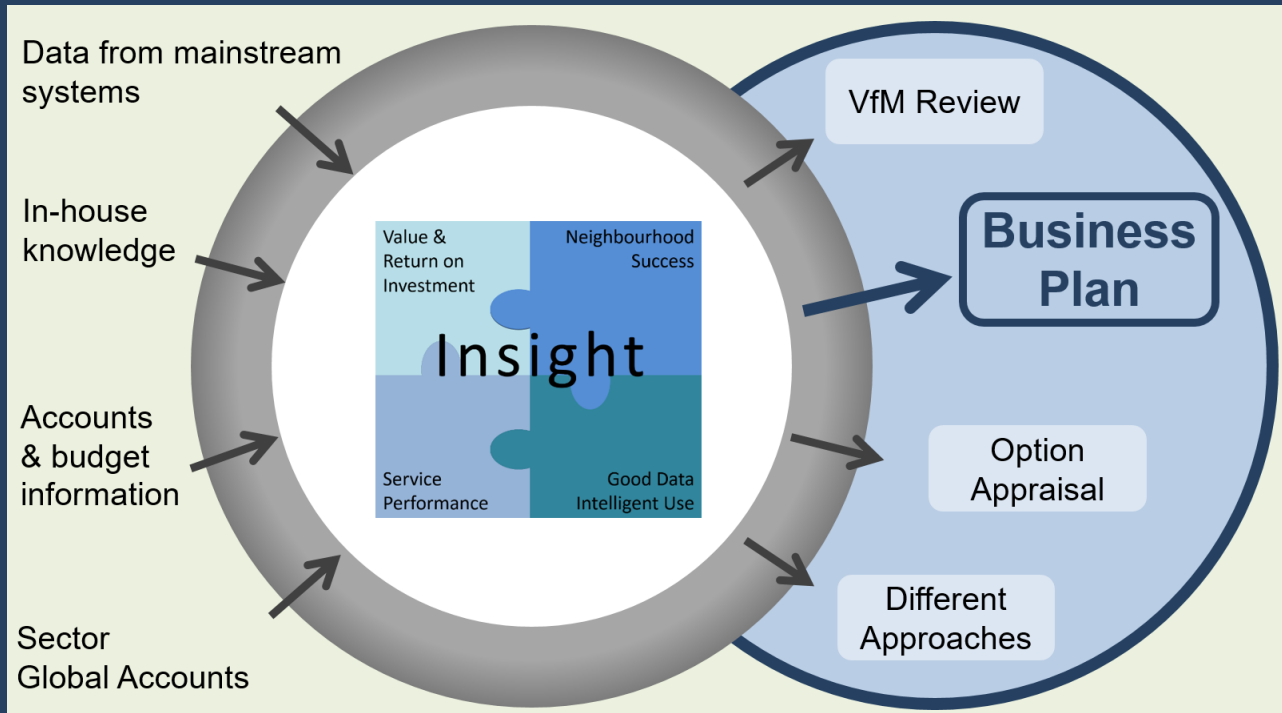
File Name: ERH Insight 3

Historic Cost	IRR	Average NPV	NPV:Historic Cost Ratio
2,666	15.2%	£38,967	3.1
3,391	5.4%	£29,748	1.3
3,812	2.0%	£28,856	0.8
3,607	7.0%	£31,367	1.5
3,400	8.9%	£19,497	1.9
3,012	9.7%	£37,690	2.0
3,886	6.8%	£39,911	1.5
3,494	2.9%	£29,024	0.9
264	22.6%	£37,562	4.5
3,484	5.6%	£33,134	1.3
3,211	6.0%	£27,722	1.4
3,436	9.5%	£32,175	2.0
3,938	0.3%	£13,120	0.6
3,969	-7.7%	£7,902	0.1
3,612	2.5%	£20,642	0.9
2,314	7.2%	£34,634	1.6
2,726	1.7%	£17,426	0.8
3,572	11.4%	£26,922	2.3
3,089	9.6%	£24,311	2.0
3,883	-4.0%	£6,154	0.2

The strategic fit ...

Insight Analysis generates a lot of 'food-for-thought' and different organisations use that food-for-thought in different ways.

But, at its most fundamental, it has a perfect natural fit with the annual business and service planning cycle:



If this rings bells ...



and you feel we could help you with your thinking, your approach or your methods, please get in touch

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About 4point2

A small team of some of the most creative and versatile, problem-solving people you will come across in the housing and regeneration field, with long track records of achievement at the highest levels.

	Option Appraisal	Development & Regeneration	Business & Financial Planning
Service Development	Strategic Asset Management		Financial Accounting
Policy & Research	Organisational Review	Project & Bid Management	VAT Advice

We work across traditional boundaries in the sector, helping bridge that frustrating strategic and operational divide so often standing in the way of progress.