



PHARAOH
Integrated Builder Series



Pharaoh Phacts

The Official Newsletter - 1st Quarter - January 2008

Happy Holidays From The Pharaoh Crew

2007 has been a tough year for all of us associated with the homebuilding industry. Although 2008 is still going to be a down year based on what the "experts" are telling us, we still all have a lot to be thankful for going into this Holiday Season. It is the time to appreciate our families, friends and all the blessings we all have.

We certainly have appreciated working with your company this past year and are confident the best years are still ahead. We just need a little more positive "press" and the potential homebuyers will be back in force... Happy Holiday Season....

Thank you,
Mike Kenyon

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Expanded Support Services in 2008

Our goal in 2008 is to continue to improve and expand our support services. Here are some of the service specials and new services that we will be offering:

- Buy 1 Web Training Session — Get 2nd session free...
- Custom Tailored training classes for the same price as our standard Web classes.
- Discounts on database conversion, custom programming and setup assistance.
- Anytime training videos by the end of the 1st quarter.

Please let us know if there are any other services that we can provide to make sure you are getting the most out of your software.

1st Quarter 2008 — Sales Specials

We are providing the following 1st quarter 2008 Sales Specials:

- 20% discount on all IBSWIN User Licenses added.
- 60 day no charge trial of *Webview* — all modules
- Buy one IBSWIN module and get one of less or equal value "free".

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Training Classes 1st Quarter 2008 Schedule

AM Classes start at 10:00am — PM Classes start at 1:00pm (Dates and times are subject to change)

Jan 2008

Wed 01/09 AM — Options Plus -Setup
 Wed 01/09 PM — Options Plus -Processing
 Wed 01/16 AM — Sales Manager- Setup
 Wed 01/16 PM — Sales Manager- Agents
 Wed 01/23 AM —Customer Service Plus
 Wed 01/23 PM —Scheduler Plus

Feb 2008

Wed 02/06 AM — Purchasing—Onsites (Spec)
 Wed 02/06 PM — Purchasing— Offsites / Indirects
 Wed 02/20 AM — Base House (non-spec)

Wed 02/20 PM —Management/Security
 Wed 02/27 AM —Webview—Options/CS
 Wed 02/27 AM —Webview—SubView

March 2008

Wed 03/05 AM — Options Plus -Setup
 Wed 03/05 PM — Options Plus -Processing
 Wed 03/12 AM — Sales Manager- Setup
 Wed 03/12 PM —Sales Manager- Agents
 Wed 03/19 AM —Customer Service Plus
 Wed 03/19 PM —Scheduler Plus

Version of IBSWIN—12.04 Released

Version 12.04 of the IBSWIN software has been available since the early part of October 2007. We encourage all current software support clients to update your systems to this new release. Contact our Software Support line to get the current User ID and password. Besides providing Vista compatibility, it includes the enhancements listed below:

- 1) **Options Plus** — provides the ability to attach an option “Extra” to a specific option already ordered.
- 2) **Options Plus** — New copy function feature “Copy all Options/One Plan From current Phase to Another Phase.
- 3) **Purchasing Power** —You are now able to select which contract revisions are to be included in a Contract Roll.
- 4) **Various Reports** — Added plan sq. ft. to various reports (purchase orders, start order, option bid sheet, options available by sub).
- 5) **Sales Manager Plus** — Added ability to print Broker Labels by project or all brokers.
- 6) **Purchasing Power** — Created onsite invoice creation capability for Timberline (AUTOPAY).
- 7) **Purchasing Power** — Added offsite retention percent entry for export to Timberline.
- 8) **Options Plus** — New options security flag that disallows User from creating Extra or Custom options.
- 9) **Options Plus** — Unordered Option Lot Summary report — provides a listing by phase of option categories not ordered from.
- 10) **Purchasing Power** — Added signature image file for Onsite and Offsite contract forms.
- 11) **Sales Manager Plus** —Added ability to attach notes globally to selected prospects.
- 12) **Purchasing Power** — Added ability to suppress zero dollar lines on the Onsite Contract addendum.
- 13) **Purchasing Power** —Added PCO (Projected Change Orders) system to Offsite Contracts (billable add-on).
- 14) **Options Plus** — Added ability to select the “Option Book” by option cut-offs.
- 15) **General Setup** — Added ability to print sequence sheet to Excel.
- 16) **Purchasing Power** — Added flexible signature block to the “Bid Authorization Report”.
- 17) **Sales Manager Plus** — Cancellations and Transfers of buyers will now include the buyer “Notes”.

*** Please contact Pharaoh Support for assistance on how to use these new improvements more effectively ***

Webview — New Improvements

Webview has continued to expand and improve this past quarter. Our focus has been on completing **InterestView** and allowing Email blasts to your prospects, homebuyers, and subcontractors in IBSWIN. **InterestView** provides a simple link to your Website to capture prospects, provides automated Email follow up, includes demographic analysis, and finally automates the download of prospects into your IBSWIN system. If you would like to create automated Eblasts to your IBSWIN prospects, homebuyers, and subcontractors, please contact us. It is very simple to start the process immediately.

Coming in the 1st quarter of 2008 — **SalesView** — the completely Web based version of Sales Manager Plus for your sales offices.

Welcome to our new IBSWIN clients

Here are the new homebuilders that have joined our growing customer base over the last several months:

New IBSWIN Clients:

- Angeles Group LLV
Los Angeles, CA
- Brentwood Communities
Palm Springs, CA
- Artemino Construction
Scottsdale, AZ
- Skye Construction
Encinitas, CA

New Webview Clients:

- Matzel Development
Ocean Township, NJ
- Comstock Homes
Manhattan Beach, CA
- Pinnacle Homes
Las Vegas, NV
- Colrich Communities
San Diego, CA