



**PHARAOH**  
Integrated Builder Series

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The Official Newsletter - 2nd Quarter - April 2008

## Important New Software Release

We will be releasing the 12.05 version of the IBSWIN software to all our Software Support clients the 1st week in April, but this is no "April Fools". We recommend that all clients do this update to the new release in April. It provides full MS Vista compatibility, as well as, some important requested features that are covered in more detail on page 2.

This version will retain complete compatibility with all current accounting systems that we currently interface to (including BudgeTrac) so don't hesitate to do the update.

Thank you,  
*Mike Kenyon*

## 12.05 Feature Overview Class

Please review the training schedule below. We are providing a "free" review of the 12.05 improvements and enhancements for Support clients that have paid their current quarterly support. Our Web meetings are limited to the 1st ten (10) attendee sign ups. This is also an opportunity to ask the "expert" any other pertinent questions. Please contact Ryan in our marketing department for further information on this and to sign up.

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.

## 2nd Quarter 2008 – Sales Specials

We are providing the following 2nd quarter 2008 Sales Specials:

- 20% discount on all IBSWIN modules and User Licenses added.
- 60 day no charge trial of *Webview* — all modules

## Web Training Classes 2nd Quarter 2008 Schedule

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

\*\*\*April 2008\*\*\*

Wed 04/02 AM — Options Plus -Setup  
Wed 04/02 PM — Options Plus -Processing  
Wed 04/09 AM — Sales Manager- Setup  
Wed 04/09 PM — Sales Manager- Agents  
Wed 04/23AM —12.05 Review (Free)  
Wed 04/23 PM —12.05 Review (Free)

\*\*\*May 2008\*\*\*

Wed 05/07AM — Purchasing—Onsites (Spec)  
Wed 05/07 PM — Purchasing— Offsites / Indirects  
Wed 05/14 AM — Customer Service Plus

Wed 05/14 PM —Scheduler Plus  
Wed 05/21 AM —Webview—Buyers  
Wed 05/21 PM —Webview—Subs

\*\*\*June 2008\*\*\*

Wed 06/04 AM — Options Plus -Setup  
Wed 06/04 PM — Options Plus -Processing  
Wed 06/11 AM — Sales Manager- Setup  
Wed 06/11 PM — Sales Manager- Agents  
Wed 06/18 AM —Customer Service Plus  
Wed 06/18 PM —Management / Security

## Version of IBSWIN—12.05 Released

The 12.05 release of the IBSWIN software provides several significant improvements that many clients have been asking for several years. These changes affect all the various IBSWIN modules and have involved extensive testing by the Pharaoh staff to insure that your current database information will carry forward to the new version. However, we do recommend a full backup of the entire IBSWIN folder prior to starting the update process.

1. **Subcontractor / Trade assignment** – We now allow one sub to be assigned up to 10 trades. It eliminates the need to copy multiple occurrences of the same subcontractor if they are involved in multiple trades. This will greatly simplify the setup and maintenance of subcontractors in IBSWIN. All the purchasing oriented modules are affected.
2. **Revised LOGO attachment** – With this update, the process of capturing a Company Logo and/or Signature graphics has changed. The IBSWIN application has been at the mercy of external programs, residing on your PC, for the capture and display of these items. IBSWIN needed a more encapsulated way of dealing with this. As a result, you will need to re-capture your logo and any signatures you may have been using. You will be given the opportunity to do this during the update or you can wait and do it later in IBSWIN Setup/Company Config. (yes, it will work this time – we promise).
3. **Buyer Name Expansion all modules** – We are now allowing you to break the Buyer names into a first and last name. The full name will automatically be created for you. Also, you can add a *second buyer* (first and last name) in this screen. You have the ability to search by the second buyer's last name as well as the first buyer's last name. The Sales Manager Plus, Options Plus, Designer Plus and Customer Service modules all now include the following buyer name fields:
  - Buyer 1 – First (new field)
  - Buyer1 – Last (existing last name)
  - Buyer1 – Full (existing full name)
  - Buyer2 – First (new field)
  - Buyer2 – Last (new field)
  - Buyer2 – Full (new field)

New token fields for the new fields have been added for WORD merge processing.

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

## Webview – New Improvements

We are in the process of adding a **customer service survey** piece to the Webview ServiceView module. This will provide you with the ability to create multiple customer survey forms. It will provide a way of sending an Email link to your homebuyers that will take them directly to the online survey form. The timing of the Email survey campaign can be tailored by your staff based on the homebuyer COE date. The system will provide various survey analysis forms and reports. Contact Sales@ibswin.com for further information.

### 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:**

- Monarch Communities  
Scottsdale, AZ
- Dwellings Design Center  
Vero Beach, FL

#### **New Webview Clients:**

- R.C. Hobbs Company  
Orange, CA
- Colrich Communities  
San Diego, CA