Pharaoh Phacts

The Official Newsletter – 3rd Quarter – July 2007

PHARAOH
Integrated Builder Series

PCBC Show Follow Up

For those of you that attended the PCBC in San Francisco last month, we appreciate the many clients that dropped by our booth to say hello. We probably had between 40 to 50 clients visit us. Even though they say the overall attendance was down between 20-25%, it seems like our clients were well represented. With the continued slow down in homebuilding activity, our goal is to help you survive in a "down-sized" environment. Many of you have been forced to trim your staff. Now the goal has to be to make each of your current staff members as productive as possible. Using our software as completely as possible is one of the keys to this. Let us help you get your staff fully trained and productive...

Thank you,

Mike Kenyon

Webview Status Update

We have continued to improve and enhance the Webview product. The latest improvement includes; 1) **InterestView** — provides direct link to your Website to capture interested prospects. You can build your own demographic questions for further analysis and automated Email follow-up. Finally, it downloads the prospects to **Sales Manager Plus** for further follow up and tracking. Improving and simplifying prospect follow-up is the key goal. Contact Ryan in our marketing department to get a copy of our latest Webview User Case Studies.

Pharaoh User Meeting

Sorry for the cancellation of the previously scheduled User Meeting in March. The Microsoft Meeting Center became unavailable due to renovation delays. We are planning on re-scheduling the meeting in the Fall and will keep you informed of the new date.

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Do you want to reduce your tele-communication's costs and increase your Internet bandwidth? Stay tuned for further information on our solution for your company….

Training Classes 3rd Quarter 2007 Schedule

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

July 2007		Wed 08/13 PM	—Options Plus -Processing
Wed 07/11 AM	—Management Setup/Security	Wed 08/22 AM	—Webview—Options/CS
Wed 07/11 PM	—User Security Settings	Wed 08/22 AM	—Webview—SubView
Wed 07/18 AM	—Sales Manager	***Sept 2007***	
Wed 07/18 PM	—Customer Service Plus	Wed 09/12 AM	—Sales Manager
Wed 07/25 AM	—Flooring -Setup	Wed 09/12 PM	—Customer Service Plus
Wed 07/25 PM	—Flooring -Processing	Wed 09/19 AM	—Base House (non-spec)
August 2007		Wed 09/19 PM	—Management/Security
Wed 08/08 AM	— Purchasing—Onsites (Spec)	Wed 09/28 AM	—Scheduler Plus
Wed 08/08 PM	— Purchasing— Offsites / Indirects	Wed 09/28 PM	—Purchasing (Spec)
Wed 08/13 AM	— Options Plus -Setup		

Version of IBSWIN—12.04

We will be introducing a new 12.04 version of IBSWIN in late summer. We are waiting for Microsoft to release an important "patch" to Visual FoxPro to provide better Vista compatibility. Our testing with IBSWIN and Vista has shown a few minor initial problems, but for the most part it seems to run fine. If possible, hold off implementing Vista on your PCs until this 12.04 release.

We want to reiterate the importance of staying active on our software support program. Since Microsoft is constantly providing operating system updates, the only way to insure that your IBSWIN software will continue to run trouble free is to update your software on a regular basis. As stated before, we recommend that you download the latest release from our Website at least once a quarter. Monthly is even better. We try to keep abreast of the Microsoft updates and make sure you have a minimum of software disruptions as possible.

The 12.03 version is still the active software release, but make sure the date of your release is as current as possible. If it is more than 3 months ago, you need to update. Not only are you insuring compatibility with any new Microsoft operating system updates, there are some new and useful enhancements that I have listed below:

Significant 2nd Quarter 12.03 Improvements:

1) Added runtime parameter to the Options Bid Sheet to print only the options with zero cost or no cost record.
2) Added Company Config "Customer Service" flag to print or not print the "date stamp" in the Item Notes.
3) Performance enhancement — Options purchase order "Edit" function to dramatically improve lookup speed.
4) Designer Plus Improvements:
   - Company Config/Flooring flag to turn off or on the product price rounding to the next .25
   - New runtime parameter in Flooring POs to suppress printing the costs (Install PO)
5) In Options Plus— added the designer name to the Buyer Option Order
6) In Purchasing Power — added user defined "Onsite Contract" disclaimer to standard Onsite contract forms.
7) Added new field for the international phone number in customer service buyer screen and work order form.
8) For system administrators — new automated logoff procedure to make sure users are out of the system prior to re-indexing or backing up the system. Provides 10 minute warning to users to finish activity.
9) Security—Options Plus— added ability to lock sales users from deleting an option if POs have been generated.
10) Options Plus maintenance — Added ability to change the cut-off for all options in a specific phase.

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

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:

- Pacific Century Homes
  Temecula, Ca

- R.C. Hobbs Company
  Orange, Ca

- Newport Coast Capital Mgmt.
  Palm Springs, Ca

New Webview Clients

- California Cove Communities
  Irvine, CA

- Winnick Homes
  Detroit Area, MI