



**PHARAOH**

**Integrated Builder Series**

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# Pharaoh Phacts

The Official Newsletter - 4th Quarter - Oct 2006

## Welcome!

As we head into the last quarter of the year we have to stay optimistic about the New Year. It appears that interest rates have finally stabilized, gas prices are actually going down, and hopefully the Fed will not raise interest rates again in the near future. Although housing sales have certainly slowed down, there is still an under supply of housing in our key markets.

Our goal at Pharaoh is to continue to provide you with the systems and support to get through these slower times, provide you with timely information to keep on top of things, and keep your overhead to a minimum. Let us know what we can do to assist you.

Thank you,  
*Mike Kenyon*

## Sage Timberline / Masterbuilder Partnership

Pharaoh is pleased to announce our partnership with several of the key Sage Timberline/ Masterbuilder Dealers throughout the Western US. In California, we are working with Idysys and Realware. In Arizona and Nevada we are working Digitek solutions. Our goal is to expand our marketing efforts through these partnerships and expand our integration with these products.

We will continue to support our integration with BudgeTrac as well and hopefully provide the best alternative back office software products available to our clients.

## Year End Add-on Specials

If you are looking for ways to boost your staff's productivity in 2007, we are offering some special pricing in the 4th quarter on two of our proven add-on products:

- [Zetafax](#)—automated batch faxing — **30% savings**
- [Webview](#)— Web based homebuyer and subcontractor interface— **Install cost is waived**

Keep your eye open for the information on these 2 special opportunities.

## Training Classes 4th Quarter Schedule

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

\*\*\*Oct 2006\*\*\*

Wed 10/18 AM	—Options Plus -Setup
Wed 10/18 PM	—Options Plus -Processing
Wed 10/25 AM	—Sales Manager Plus
Wed 10/25 PM	—Customer Service Plus

\*\*\*Nov 2006\*\*\*

Wed 11/01 AM	—Flooring -Setup
Wed 11/01 PM	—Flooring -Processing
Wed 11/08 AM	—General Database Management & Setup/Security
Wed 11/08 PM	—Scheduler Plus
Wed 11/15 AM	—Webview -All Modules

Wed 11/22 AM	—Purchasing Power -Onsite
Wed 11/22 PM	—Purchasing Power -Offsite

\*\*\*December 2006\*\*\*

Wed 12/06 AM	—Options Plus -Setup
Wed 12/06 PM	—Options Plus -Processing
Wed 12/13 AM	—Sales Manager
Wed 12/13 PM	—Customer Service Plus

## [Version of IBSWIN—12.02 Improvements — 12.03 Release by year end](#)

The 12.02 release of the IBSWIN software has been made available on the Pharaoh Website [www.IBSWIN.com](http://www.IBSWIN.com) for several months now. We highly recommend that you update your system to this new release so that we can provide more timely support and assistance. Besides the changes to the Purchasing Power module previously reviewed last Pharaoh Phacts, there are some nice new enhancements that can improve your overall experience using the IBSWIN software:

- 1) Improved standard Sequence Sheet format to simplify the plan / elevation totals.
- 2) Provided the ability to customize the Mortgage Work Sheet disclaimer in the Company Config — Sales screen.
- 3) Added an elevation premium to the sequence sheet setup screen that can be made available for reports.
- 4) In “Tools” menu, we added “Ordered Option Exception Report” — designed to help isolate any option order problems. Contact Pharaoh support with any questions on this.
- 5) In the Company Config — Options Tab, you now have the ability to change the option document names including the buyer agreement, purchase orders, etc.
- 6) Added a flag to “inactivate” subcontractor trade codes. Allows you to phase out trade codes without affecting your existing reports. Eliminates these trade codes from all pertinent “pull down” menus.
- 7) Added a flag to “inactivate” subcontractors. Provides a way of eliminating subcontractors that you are no longer using from all “pull down” menus, but won’t delete them from existing reports on older projects.

*Checkout the expanded “Software Modifications” log.* It can be viewed or printed from your IBSWIN—Tools—IBSWIN Program Log selection. This provides a daily update of the changes and enhancements we are providing your company.

We are anticipating releasing the 12.03 release of the software in the November timeframe. We will be addressing some of the following requests; 1) Timberline budget/estimate export, 2) Autopay invoicing feature, 3) Wrap Insurance, and quite a few other suggestions that you have given us. Let us know if there are any other things that you would like us to consider in this new release.

### [Welcome to our new IBSWIN clients](#)

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

- Keystone American Homes  
Phoenix, AZ
- Capella  
San Diego, CA
- Waterways Homes  
Naples, FL
- Silverstar Communities  
Reno, NV
- New Faze Development  
Sacramento, CA
- Odyssey Homes of California  
Redlands, CA
- Builders Design Group  
Las Vegas, NV
- Canyon Edge Homes  
Las Vegas, NV