



PHARAOH

Integrated Builder Series

Pharaoh Phacts

The Official Newsletter - 4th Quarter - OCT. 2009

It appears that there are some signs that we have finally reached the bottom of this recession; however the recovery is going to be slow and long. We hope that you are seeing some positive signs in your area and are able to start some new projects in the near future.

With the significant drop in the median price of new homes throughout the nation and especially in the Southwest United States, it is critical to keep your land costs down and run a very lean and efficient operation. The focus of our software has always been to do more with less staff. Each individual that is trained correctly and using the software tools that we provide will help you keep your internal costs down to a minimum. We want to continue to be your partner as we continue to claw our way out of this homebuilding crisis.

Thank you,
Mike Kenyon

In This Issue...

Commentary	1
IBSWIN System Review	1
Website Special	1
Web Training Classes	1
New Stuff	2
Pharaoh Products	2

IBSWIN System Review

If you are one of the lucky builders that is actually starting a new project in the 4th quarter of 2009, we would like to offer our consulting services to insure that you are using our systems as efficiently as possible. We will provide 1 hour of "free" system review via our Web meeting software to make sure you are taking advantage of what our systems can provide you.

We have discovered in the past by doing this that we have been able to expose our clients to features and functions that they weren't aware of that have saved significant time and provided data processing improvements. Let us help your company as well.

Website Development Special Continued

We are extending the \$500 credit Website development special through the end of the 4th quarter. We can develop new Websites from scratch or re-develop and improve existing Websites. Check out some of the Websites that we have recently completed; www.webdevsite.com, or www.sheffieldforecolsurerenovation.com. Let us do a "no cost" review of your current Website and see what can be done to improve it. It is the most "cost effective" advertising for your business in today's Internet age.

Editor: Mike Kenyon
mkenyon@ibswin.com

Pharaoh Info. Services
21572 Sitio Verano
Lake Forest, CA 92630
PH: (866) 813-0398
PH: (866) 542-5142

www.ibswin.com

Web Training Classes 4th Quarter 2009 Schedule

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

Oct 2009

Wed 10/07 AM	— Options Plus -Setup
Wed 10/07 PM	— Options Plus -Processing
Wed 10/14 AM	— Sales Manager- Setup
Wed 10/14 PM	— Sales Manager- Agents
Wed 10/28 AM	— Purchasing — Onsites / Directs
Wed 10/28 PM	— Purchasing — Offsites/Indirects

Wed 11/11 PM	—Designer Plus—Orders
Wed 11/18 AM	—Webview—Buyers
Wed 11/18 PM	—Webview—Subs

Dec 2009

Nov 2009

Wed 11/04 AM	— Customer Service Plus
Wed 11/04 PM	— Scheduler Plus
Wed 11/11 AM	— Designer Plus—Setup

Wed 12/02 AM	— Options Plus -Setup
Wed 12/02 PM	— Options Plus -Processing
Wed 12/09 AM	— Sales Manager- Setup
Wed 12/09 PM	— Sales Manager- Agents
Wed 12/16 AM	—Customer Service Plus
Wed 12/16 PM	—Management / Security

Pharaoh IBSWIN/ Webview – New Stuff

Please make sure that you are on a release of IBSWIN that is 12.05 and dated September 1st or later. This will insure that you have the latest software build for the year. Although we are constantly updating the system with enhancements for specific clients and bug fixes, updating to the latest release of the software is recommended at least once per quarter. Call the Pharaoh support line to get the latest password.

Although the pace of new enhancements has slowed with the slow down of new clients and users implementing the system, we still have been hard at work adding features and correcting any problems as they arise. Here are some of the small improvements that we have done this past quarter:

- 1) **Designer Plus (Flooring)** — Programmed a function to allow discount or premium by phase that is calculated at order time.
- 2) **Designer Plus (Flooring)** — Programmed function to provide special markup % on materials only in the Supplier Pricing setup screen.
- 3) **Sales Reports** — improvements to the “Concessions History” report.
- 4) **Sales Reports** — Added average weekly traffic calculation to the “Weekly Traffic Detail” report.
- 5) **Customer Service Plus** — new “Warranty Quarterly Status” report.
- 6) **Purchasing Power** — created new “Onsite Building Cost Comparison by Phase” report for multi-family projects.
- 7) **Options Plus** — added new option “Copy” function that allows you to copy options from one plan to another designated plan (all costs and prices).
- 8) **Sales Manager Plus** — modified the Buyer Listing (Email version) to include the Close of Escrow date in the Excel download output.

In addition to the improvements outlined above, we created a new add-on to Customer Service Plus called **Construction QC**. It provides construction with a system of documenting and tracking quality control problems during the construction process. It is fairly simple, but provides a way of archiving pictures and insuring the appropriate follow up on these types of problems. Call us @ 949-866-0398 ext# 1 (sales) for further information and pricing.

PHARAOH PRODUCTS PROFILE

Here is a recap of the current software products offered by Pharaoh

IBSWIN—Integrated Builder Series

Leading Integrated Software for production homebuilders.

Webview —Web based add-on

IBSWIN companion product that extends the system to buyers and subs

MasterView — For custom builders

Designed to integrate with Sage Master-builder for custom builders

FRC — Foreclosure Rehab Center