



PHARAOH

Integrated Builder Series

Pharaoh Phacts

The Official Newsletter - 4th Quarter - Oct 2011

Renting REO to Stabilize Housing

As the housing recession continues to linger on, we have to keep looking for positive solutions to the current crisis. John Burns, the local housing consulting guru, has proposed what could be an excellent alternative to prevent the rush of foreclosed homes into the market and further depress prices. It is a great idea that solves a lot of problems for all of us by stabilizing housing prices and providing rental housing for those whose credit has been damaged by this crisis. For further information on what has been proposed to governmental agencies involved and help get this moving forward, check the link below:

<http://www.realestateconsulting.com/blog/lisa-marquis-jackson/our-proposed-rental-solution>

Thank you,

Mike Kenyon

In This Issue...

Commentary	1
New Client Update	1
Field Manager Plus	1
Web Training Classes	1
Program Changes	2
Pharaoh Products	2

New Client Update

We are excited to add 3 new clients to our Pharaoh family this past quarter. During these challenging times, these builders wanted to improve their internal systems and keep staffing to a minimum. **Roberts*Wygol** is a custom builder located in the Seattle, Washington Area and have started their *Master-View* implementation this quarter. **Rimrock Construction** located in Draper, Utah and **Jade Homes** located in Costa Mesa, California are just starting the setup of the IBSWIN software. **Christopher Homes** of Newport Beach and **Robbins Reed** located in San Luis Obispo activated Webview this past quarter as well. We greatly appreciate the business.

Field Manager Plus

With all the "hype" about iPad, Notepad, and Notebook computers, we have created a simplified IBSWIN interface for your field project managers called "Field Manager Plus". It provides a simplified menu system and selections just for the field managers such as scheduling updates, review and update service requests, review lot options, and various pertinent reports. This simplified interface is designed for the smaller 10" screens on these portable devices. It is much better than trying to use a smart phone for this type of input. With fully functioning Notebook computers selling for less than \$300 now, it finally is an affordable alternative. Contact info@ibswin.com or sales@ibswin.com to get further pricing information...

Editor: Mike Kenyon
mkenyon@ibswin.com

Pharaoh Info. Services
21572 Sitio Verano
Lake Forest, CA 92630
PH: (866) 813-0398
FX: (949) 542-5142

www.ibswin.com

Web Training Classes 4th Quarter 2011 Schedule

AM Classes start at 10:00am – PM Classes start at 2:00pm (Dates and times are subject to change)

Oct 2011

Wed 10/12 AM	– Options Plus -Setup
Wed 10/12 PM	– Options Plus -Processing
Wed 10/19 AM	– Sales Manager- Setup
Wed 10/19 PM	– Sales Manager- Agents
Wed 10/26 AM	– Purchasing – Onsites / Directs
Wed 10/26 PM	– Purchasing – Offsites/Indirects

Nov 2011

Wed 11/02 AM	– Customer Service Plus
Wed 11/02 PM	– Scheduler Plus
Wed 11/09 AM	– Designer Plus – Setup

Wed 11/09 PM	– Designer Plus – Orders
Wed 11/16 AM	– Webview – Buyers
Wed 11/16 PM	– Webview – Subs

Dec 2011

Wed 12/07 AM	– Options Plus -Setup
Wed 12/07 PM	– Options Plus -Processing
Wed 12/14 AM	– Sales Manager- Setup
Wed 12/14 PM	– Sales Manager- Agents
Wed 12/21 AM	– Customer Service Plus
Wed 12/21 PM	– Management / Security

Pharaoh IBSWIN / Webview – Continue Improvements

We want to encourage every IBSWIN Client to update to the latest 12.06 release sometime before the end of this year. We will be happy to provide “free” assistance to any client who needs it. It is a fairly simple process, usually less than 15 to 20 minutes to complete and it insures your software’s compatibility with the latest Operating system releases from Microsoft. Please Email us at support@ibswin.com for assistance and the latest update password. Keeping your software current allows us to solve problems faster if you run into any.

Meanwhile, here are some of the more significant programming improvements made this past quarter:

1. **Purchasing** – Added “Back charges” to the Commitment by Subcontractor report.
2. **Scheduling** – Added a selection to the Construction Summary report to sort the lots by start date.
3. **Sales** – New Utility program that will allow you to move prospects from one (old) project to a new one.
4. **Sales** – Added new function to calculate outside Broker Commissions and provide several reports.
5. **Interface** – Provided direct link from IBSWIN to Timberline to export specific vendors.
6. **Budget Export** – Provided simple import function from Excel to bring in the starting Offsite budgets.
7. **Field Manager Plus** – This feature creates a simplified interface designed to fit on a Notebook, Notepad or iPad type device. It provides the following functional capabilities:
 - Scheduling Updates and reporting
 - Service request entry and approval
 - Option review and installation approval
 - Purchase Order entry and payment approval
 - Reporting

Pharaoh MasterView for Custom Builders

On the *MasterView* front, as we mentioned, we just installed it at a new custom builder up in the Seattle Area. We have been making a few changes and improvements for them along with fine tuning some of the key screens and reports to make them work more efficiently.

Our main focus of improvements in the 4th quarter will be on the Web interface (Webview) for *MasterView*. Although many of the current Webview features work well for custom builders, we are starting to put together a wish list of items to make it work more efficiently with *MasterView*.

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 or Timberline for custom builders

FRC – Foreclosure Rehab Center

Foreclosure Rehab tracking database