



PHARAOH

Integrated Builder Series

Pharaoh Phacts

The Official Newsletter - 1st Quarter - January 2013

Happy Holidays From Pharaoh

As we celebrate this Holiday Season, we look forward to the New Year with optimism and excitement. We want to express our appreciation for your support and business this past year. We have survived one of the worst business recessions of our life time. No industry was hit harder than homebuilding during this recession.

Congratulations for making it to 2013...We are confident that this will be a better year for homebuilders. Please take advantage of our 25% discount on training services through the 1st quarter of 2013. Make sure you are making the most of your software investment....

Thank you,
Mike Kenyon

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New Client Update

During the past several months we were fortunate to add two new clients to our growing list. The first was **FSI Design**, a new design center located in Anaheim, California that has been servicing custom home builders and commercial clients for many years. They purchased Pharaoh's Design Studio Series software to actively pursue production homebuilders as well.

Florsheim Homes, a successful Central California home builder purchased IBSWIN and Sage 300 CRE (Timberline) to replace their custom developed systems. We are very excited to work with them in 2013 to implement our various software modules.

Sage Product Update

We encourage all of our BudgeTrac clients to explore the new Sage CRE products in 2013. Sage 300 CRE (formerly Timberline) is the #1 installed job cost accounting system for builders in the USA, while Sage 100 Contractor (formerly MasterBuilder) is a close second. We are committed to supporting the interface to these excellent products and are confident of their long term support and viability.

Please contact us for further information on these Sage products and any special discounts offered by the local Sage Dealers in your Area.

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Web Training Classes 1st Quarter 2013 Schedule (25% discount)

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

Jan 2013

Tue 01/08 AM	– Options Plus -Setup
Tue 01/08 PM	– Options Plus -Processing
Tue 01/15 AM	– Sales Manager- Setup
Tue 01/15 PM	– Sales Manager- Agents
Tue 01/22 AM	– Purchasing – Onsites / Directs
Tue 01/22 PM	– Purchasing – Offsites/Indirects

Feb 2013

Tue 02/05 AM	– Customer Service Plus
Tue 02/05 PM	– Scheduler Plus
Tue 02/12 AM	– Designer Plus – Setup

Tue 02/12 PM	– Designer Plus – Orders
Tue 02/19 AM	– Webview – Buyers
Tue 02/19 PM	– Webview – Subs

Mar 2013

Tue 03/05 AM	– Options Plus -Setup
Tue 03/05 PM	– Options Plus -Processing
Tue 03/12 AM	– Sales Manager- Setup
Tue 03/12 PM	– Sales Manager- Agents
Tue 03/19 AM	– Customer Service Plus
Tue 03/19 PM	– Management / Security

Pharaoh IBSWIN / Webview – Important 12.08 Release

Microsoft's introduction of **Windows 8** is a significant event in the Microsoft Windows World that most of us operate in. **Windows 8** will become the standard operating system offered on most new computers purchased in 2013. It provides "touch screen" features and a new tile surface interface that are designed to attract new users. For most business users however, you will be able to use the interface that you are familiar with (desktop icons) used in Windows 7, Vista, or XP.

We have spent the last month testing IBSWIN with the new **Windows 8** operating system and will be introducing IBSWIN version 12.08 to insure 100% compatibility with this new operating system. If you plan on buying any new computers in 2013 or updating your current computers to **Windows 8**, please update to this new version first. It will still be compatible with the older MS operating systems.

In addition to **Windows 8** compatibility, this new release does provide some nice improvements in many of the IBSWIN modules and also in MasterView. Please contact us at support@ibswin.com to get the new password to update your system. As long as you are current on your quarterly Software Support, you can update your software as often as required. We recommend a minimum of once a year so we can provide the most responsive support possible.

IBSWIN Online / Versus In House Server

Another thing to review and consider as you move into 2013 is whether to upgrade your server hardware, operating software, and other associated costs or move to a "hosted" cloud based solution like our **IBSWIN Online** solution. Trying to keep up with changing technology and finding reliable support is very challenging. Do you move to MS Server 2008 or 2012? Can you use Apple MACs with your system? Can you provide access to your sales offices and other remote users.

IBSWIN Online answers all these questions and more... For one low monthly cost you get the latest server technology, fast and efficient processing, complete system support and backup, access via the Internet 24/7, and even the latest Microsoft Office (Word, Excel, etc.)... Let us send you information on our IBSWIN Online solutions for your company as an alternative to in house headaches...@ sales@ibswin.com

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

IBSOnline – Cloud based version of IBSWIN

Provides access to IBSWIN or MasterView via the Web from any computer even Apple