



PHARAOH

Integrated Builder Series

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The Official Newsletter - 1st Quarter - Jan 2015

Merry Christmas and Happy New Year

It is great to see the continued improvement in the economy and more specifically the home building industry. 2015 looks like things should stay on a very positive track. We want to do everything possible to make sure that your staff is getting the most out of your software investment. We have three (3) important recommendations for 2015 to insure this:

- 1) Have your staff attend at least one Web training session – they will learn a lot.
- 2) Activate your **Webview** – You are not using our complete system without it.
- 3) Check out any IBSWIN module or add-on that you are currently not using.

We wish you all a Merry Christmas and Happy New Year,

Mike Kenyon

New Client Update

We are extremely pleased to welcome **Capital Pacific Real Estate** (Newport Beach and Santa Barbara) as new a user of IBSWIN and Sage. They were actually one of the original Pharaoh IBSWIN clients back in 1999. Now they have come full circle and we are very excited to get them back.

Kiper Homes (Walnut Creek, CA) and Tim Lewis Homes (Roseville, CA) both activated **Webview** this past quarter. Both companies took advantage of our “free” startup support that we will be extending to the 1st quarter of 2015.

Webview – Free Trial Run

As stated above, you really are using only 1/2 of our software solution if you are not using **Webview** yet. We are extending a “free” trial offer to use it for 2 months in the 1st quarter of 2015. Just try it with a few of your subcontractors or homebuyers to see the benefits it can offer.

We have proven with many of our clients that you can really save time communicating with your subcontractors and home owners with this tool. In fact, it’s like adding a part time employee at a fraction of the normal cost. Contact us at sales@ibswin.com for more info.

Web Training Classes 1st Quarter 2015 Schedule

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

Jan 2015

Tue 01/13 AM	– Options Plus -Setup
Tue 01/13 PM	– Options Plus -Processing
Tue 01/20 AM	– Sales Manager- Setup
Tue 01/20 PM	– Sales Manager- Agents
Tue 01/27 AM	– Purchasing – Onsites / Directs
Tue 01/27 PM	– Purchasing – Offsites/Indirects

Feb 2015

Tue 02/10 AM	– Customer Service Plus
Tue 02/10 PM	– Scheduler Plus
Tue 02/17 AM	– Designer Plus – Setup

Tue 02/17 PM	– Designer Plus – Orders
Tue 02/24 AM	– Webview – Buyers
Tue 02/24 PM	– Webview – Subs

Mar 2015

Tue 03/10 AM	– Options Plus -Setup
Tue 03/10 PM	– Options Plus -Processing
Tue 03/17 AM	– Sales Manager- Setup
Tue 03/17 PM	– Sales Manager- Agents
Tue 03/24 AM	– Customer Service Plus
Tue 03/24 PM	– Management / Security

Pharaoh IBSWIN/MasterView version 12.10

As we talk to our clients on a daily basis, we realize that there are a lot of fundamental features and functions that many of our Users are not aware of. There are many simple things that you can do that will greatly improve your processing experience. Email us at support@ibswin.com, if you have any questions on the items below.

Important Reminders to start off the New Year?

- You should be running the “**Reindex**” function at least once a week on your system to make sure things are running as efficiently as possible. It will eliminate many of the little “glitches” that occasionally pop up and improve your system performance on lookups and reports.
- You can use our “**Backup Database**” to create a weekly offsite backup of your database for easy recovery in case of problems. It also makes it easier for us to help. It is a “Free” service that we offer as part of your Quarterly Software Support.
- You should run the “**IBSWIN Update**” at least once every 6 months to make sure your software is up to date and it helps us provide faster more efficient support and assistance. It is easy and simple to do.
- Using our new “**Report Browser**”, you can create a PDF or Excel file of any report in the system. You can also, with a little help from your IT person, setup the ability to Email any report directly from the browser.
- With very little additional work, **Webview** can automate sending POs, Contract Addendums, and service Work Orders directly out of IBSWIN to your subcontractors. All you have to do is view them online and make sure they look good and that’s it.
- The recent TechHome Builder Newsletter pointed out how Web based option ordering “Tools” can boost sales and improve your homebuyer experience. As a Pharaoh client, **Webview** can provide you with these capabilities at a fraction of the cost of other systems.
- Our “**Field User**” setup provides a simplified menu system for your project managers that is designed to fit on smaller Notepad or Laptop screens. It can be tailored to just the selections they need.
- Our “**IN VIEW**” graphic tools provides visual representations of your sales, options and flooring data. It not only provides professional looking documents, but actually catches data entry errors.
- You can eliminate performance and hardware issues by switching to our **IBSWIN Online “Cloud”** system. It is extremely easy and fast to implement and we will do all the setup for you.

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

DSS – For design centers

Designed to automate Flooring, Options and Windows Covering ordering.

Interactive Sales Map

IN VIEW Graphic tool that creates key colored sales map based on your sales data. One of several IN VIEW tools.