Pharaoh Phacts

The Official Newsletter – 4th Quarter - October 2015

PHARAOH

Integrated Builder Series

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Hyphen Software Integration

We are excited to announce a new partnership with Hyphen Solutions. Hyphen provides scheduling and supply chain management software for many of the national home building companies. Their leading products, BuildPro and SupplyPro, provide an integrated platform between builders and suppliers and will now be offered with full features in combination with IBSWIN.

Step #1 in the relationship will be to integrate our IBSWIN applications with their award winning software. We are looking forward to this new partnership and how it potentially can benefit all our clients.

Thanks,

Mike Kenyon

New Client Update

A warm welcome to the following new clients to add to our growing list of new homebuilders; **Strategic Holdings**, Camarillo CA, and **Camprestres Living Homes**, San Antonio TX

In addition, the following builders reactivated their IBSWIN licenses this past quarter; **Pacific Communities**, Newport Beach CA and **St. James Properties (Cambay Group)** Walnut Creek CA.

Free Webview Introduction/Training

We are continuing to offer the Webview Training session scheduled each quarter as "free" for all active IBSWIN clients. This quarter they are scheduled on November 24th. Please Email us at support@ibswin.com to book your place in these classes. They are great for existing Webview clients to broaden your understanding of this powerful system and ask any specific questions. We have added many features and capabilities that you need to know about. These classes can also serve as a great introduction to Webview if you currently are not using it. Get involved – it will be a "huge" time saver for your business.

Web Training Sessions -- 4th Quarter 2015 Schedule

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

Oct 2015

Tue 10/13 AM	— Options Plus -Setup	
Tue 10/13 PM	— Options Plus -Processing	
Tue 10/20 AM	— Sales Manager– Setup	
Tue 10/20 PM	— Sales Manager– Agents	
Tue 10/27 AM	— Purchasing — Onsites / Directs	
Tue 10/27 PM	— Purchasing — Offsites/Indirects	

Nov 2015

Tue 11/10 AM	— Customer Service Plus
Tue 11/10 PM	— Scheduler Plus
Tue 11/17 AM	— Designer Plus—Setup
Tue 11/17 PM	— Designer Plus—Orders
Tue 11/24 AM	— Webview—Buyers
Tue 11/24 PM	— Webview—Subs

Dec 2015

Tue 12/01 AM	— Options Plus -Setup
Tue 12/01 PM	— Options Plus -Processing
Tue 12/08 AM	— Sales Manager– Setup
Tue 12/08 PM	— Sales Manager– Agents
Tue 12/15 AM	— Customer Service Plus
Tue 12/15 PM	— Management / Security

You should be running IBSWIN version 12.10 with a date of at least 09/01/2015

As part of our ongoing effort to educate our clients on the various IBSWIN modules, we will be focusing on one module each Pharaoh Phacts issue. We will be reviewing the unique features and benefits of each application and how they interface with Webview to provide even further expanded functionality.

In this issue, the focus will be on **Options Plus** and the benefits it provides many of our clients. As part of this module focus, we will provide a 3 month trial run of the software to any active IBSWIN client and special monthly rental SAAS pricing. If you already are an **Options Plus** user, you can attend one of our **Options Plus** training sessions for free.

Options Plus is probably the most widely used software module in the IBSWIN Series System, with over 90% of our clients using it. Here are the key features of the system:

Fast and Efficient Options Setup – Four quick steps to setting up an option; 1) Create the option header and description, 2) Select the Item trades, 3) Enter costs by plan, and finally 4) Enter or calculate the sales price.

Faster Still Copy Functions – Eleven (11) different Copy functions to simplify setup and reduce data entry.

Excellent System Setup Reports – Once the options have been setup, you can print an Options Book or Sales Manual for your sales team or a Summary or Detail Listing to audit your options setup. Use **Webview** to insert pictures and create a full color Option Book.

Simple Option Selections – Buyer options can be selected via **Webview** or directly in **Options Plus.** Either way, you can print the Buyer Option Agreement and numerous option ordering reports.

Create Custom Options or Extras on the fly -- This gives your sales and design staff complete flexibility in there ordering process

Automated Purchase Order Printing -- This is the real payoff with **Options Plus** – POs are generated to your subs with a single button push… And, with **Webview,** they are automatically sent out with minimal user intervention.

Reports, reports and more reports – Everything that you want to know about your options and upgrades, but were afraid to ask… Please join our Web training classes this quarter to find out more about your software.

PHARAOH PRODUCT 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   Top rated Flooring, Options and Window Covering software and graphic Tools.

IBSOnline — Cloud based version of IBSWIN   Provides access to IBSWIN or MasterView via the Web from any computer even a Mac