



**PHARAOH**

**Integrated Builder Series**

## In This Issue...

Commentary	1
Free Web Training	1
Website Special	1
Web Training Classes	1
Website Design	2
New IBSWIN Clients	2

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# Pharaoh Phacts

The Official Newsletter - 1st Quarter - Jan. 2009

## Have a Happy Holiday Season!

Despite the challenges of this past year, we have to focus on the positives that we all have. We certainly have all felt the business slow down these past several years and the government "bail out" hasn't trickled down to us yet... It appears that the banks, unfortunately, are still not feeling the Holiday spirit yet and releasing the "bail out" dollars where it can do the most good to stimulate the economy. It looks like everyone is waiting for the new presidential regime to get things started. Let's hope that 2009 starts the gradual improvement process and gets the American homebuilding industry back on the right track. As we all know, it is the key to the overall recovery. Have a wonderful Holiday Season, Xmas, and New Year....

Thank you,

*Mike Kenyon*

## Free Web Training

We are extending the free Web Training classes into the 1st quarter of 2009. Do you have new employees that are trying to figure out the software on their own? Have you downsized and now the employees that are left aren't completely familiar with IBSWIN?

As an extra incentive to pay your IBSWIN Software Support promptly, we are providing one free Web training session for your company this quarter. Please review the training schedule below and select any class you want to. To qualify you need to pay your software support by January 15th. Call Ryan @ 949-296-0560 to sign up now.

## 1st Quarter 2009 — Website Development Specials

As we mentioned in the last issue of the Pharaoh Phacts, we are now in the Website development business. We can develop new Websites from scratch or re-develop and improve existing Websites. More importantly, we can give your staff "content control" and improve your company's search engine position. For any existing Pharaoh client, we are providing a \$500.00 discount through the 1st quarter of 2009. Let us give your company an improved Web presence for 2009 and increase the "traffic" to your Website. Call Ryan @ 949-296-0560.

## Web Training Classes 1st Quarter 2009 Schedule

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

\*\*\*Jan 2009\*\*\*

Wed 01/14 AM	— Options Plus -Setup
Wed 01/14 PM	— Options Plus -Processing
Wed 01/21 AM	— Sales Manager- Setup
Wed 01/21 PM	— Sales Manager- Agents
Wed 01/28 AM	— Purchasing — Onsites / Directs
Wed 01/28 PM	— Purchasing — Offsites/Indirects

\*\*\*Feb 2009\*\*\*

Wed 02/11AM	— Customer Service Plus
Wed 02/11 PM	— Scheduler Plus
Wed 02/18AM	— Designer Plus—Setup

Wed 02/18 PM	—Designer Plus—Orders
Wed 02/25AM	—Webview—Buyers
Wed 02/25PM	—Webview—Subs

\*\*\*Mar 2009\*\*\*

Wed 03/04 AM	— Options Plus -Setup
Wed 03/04 PM	— Options Plus -Processing
Wed 03/11 AM	— Sales Manager- Setup
Wed 03/11 PM	— Sales Manager- Agents
Wed 03/18 AM	—Customer Service Plus
Wed 03/18 PM	—Management / Security

## Pharaoh 12.05 Continued Improvements

We have continued to provide some nice improvements to the 12.05 version of IBSWIN this past quarter. This is a great time to provide us with any of your “wish list” items so that we can add them to our 1st quarter programming schedule. The following are some of the key improvements completed this past quarter:

- 1) **Option Price Adjustment Utility** — For all of our clients using the Options Plus system, we have added a utility that will allow you to increase or decrease your options pricing by a percentage “markup”. This would be used in lieu of the current option “margin” price calculation.
- 2) **MasterBuilder Interface Improvements** — We have greatly improved and expanded the MB export functionality to now include Budgets (Offsite and Onsite), Contracts (Offsite and Onsite), all Purchase Orders, Job Setup and Vendor setup.
- 3) **Budget Export Date Clear Function** — provides a simple way to clear the date from all budget records for a phase to re-export the entire budget to your accounting system (Timberline or MasterBuilder).
- 4) **Alternate Option Ordering System** — We now have an alternate option ordering system that allows you to track and print order revisions. Additionally, we have added the ability to change all option form titles.
- 5) **Structural Option / Scheduling Variances** — This provides a way of having the system automatically adjust the construction schedule for a specific home based on any structural options ordered. Schedule variances can be entered in the options setup screen for each trade. When the option is selected, the variance days will automatically adjust the schedule for that home.
- 6) **Onsite Goal Bid / Budget Detail Report** — This is a new expanded report that provides detail of all the active bids compared to the budget for every cost code on one detailed report.
- 7) **Update Option Costs “Print”** — We have created a new report that can be used as an options bid report to give to your subcontractors. It has an Excel output option.

Please contact our support department for assistance on implementing any of the new features reviewed above.

## IBSWIN / Webview – Eblast Improvements

Webview is continuing to be a real time saver for our clients. The latest Eblast improvements allow you to attach flyers and documents to the Eblast, easily create “HTML” emails for marketing new prospects, and other improvements. Any IBSWIN client can have access to the Eblast functionality for a “nominal” monthly fee. If you are an existing Webview client, there is no additional charge to use the Eblast function. Let us help you get started.

### Welcome to our new PHARAOH clients

Here are the new clients that have joined our growing customer base over this last quarter:

#### **New Webview Clients:**

- St James Properties  
Walnut Creek, CA
- Mountain Vista Homes  
South Jordan, UT

#### **New Website Clients:**

- Waynedirect.com  
Mission Viejo, CA