



PHARAOH

Integrated Builder Series

In This Issue...

Commentary	1
New Client Update	1
Options Magic	1
Web Training Classes	1
Program Changes	2
Pharaoh Products	2

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

Pharaoh Phacts

The Official Newsletter - 3rd Quarter - July 2012

Finally Some Good News

Could it possibly be that there is finally some positive news on the housing front? With permits and starts up over 20% nationally, it looks like good things are starting to happen. Certainly, interest rates are as low as they are going to get, although getting approvals is still a little more challenging than it needs to be. Let's all start riding this positive wave into 2013 and beyond.

On second thought, let's not get too excited. We have seen these kind of swings before. It still is important to keep things as lean and efficient as possible. Make sure your staff is using our software modules as optimally as possible so you can do more with less. Let us help you...

Thank you,

Mike Kenyon

New Client Update

We are excited to welcome **Taag Investments LLC** to our growing list of IBSWIN clients. Taag has offices in Los Angeles and San Diego. They specialize in buying and completing projects in urban areas. They also purchased Sage 300 CRE (Timberline) that we will be integrating with.

In addition, **GHA Companies**, a long time Pharaoh client has just activated **WebView** to automate their subcontractors communications and create picture filled option catalogs for their homebuyers. We highly recommend these products to all our clients.

In View - Options Magic

If you are manually creating electrical diagrams for option orders, we have a great tool for you. **Options Magic** provides a simple tool to place the electrical options on your plans. It eliminates errors and provides a very professional looking plan diagram. This is just one of the great graphic tools that **In View Studios**, our graphic development partner, has created as an add-on to IBSWIN or as a stand alone tool.

Contact us at sales@ibswin.com to get pricing information and a demonstration.

Web Training Classes 3rd Quarter 2012 Schedule

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

July 2012

Wed 07/11 AM	- Options Plus -Setup
Wed 07/11 PM	- Options Plus -Processing
Wed 07/18 AM	- Sales Manager- Setup
Wed 07/18 PM	- Sales Manager- Agents
Wed 07/25 AM	- Purchasing - Onsites / Directs
Wed 07/25 PM	- Purchasing - Offsites/Indirects

Aug 2012

Wed 08/08 AM	- Customer Service Plus
Wed 08/08 PM	- Scheduler Plus
Wed 08/15 AM	- Designer Plus -Setup

Wed 08/15 PM	- Designer Plus -Orders
Wed 08/22 AM	- Webview - Buyers
Wed 08/22 PM	- Webview - Subs

Sept 2012

Wed 09/05 AM	- Options Plus -Setup
Wed 09/05 PM	- Options Plus -Processing
Wed 09/12 AM	- Sales Manager- Setup
Wed 09/12 PM	- Sales Manager- Agents
Wed 09/19 AM	- Customer Service Plus
Wed 09/19 PM	- Management / Security

Pharaoh IBSWIN / Webview – 12.07 Release

The 12.07 release of IBSWIN has been installed by many of our clients already. If you have not updated your IBSWIN system for 6 months or more, it is time to do it. Contact us at support@ibswin.com to get the update password and instructions.

Here are some of the highlights of the new modifications that were just completed this past quarter:

- 1) **Sales Manager Plus** – expanded prospect security by sales agent. Provides a way to tag prospects by sales agent and only allows that agent to review, change, or delete that prospect record.
- 2) **Customer Service Plus** – improvements to the “Service Walk Thru Check List” system that provides the ability to print blank walk thru forms.
- 3) **Options Plus** – new report filter for the Ordered Options with Costs that provides cost coding information in place of the purchase order number.
- 4) **Sales Manager Plus** – Expanded the Traffic reporting system to allow tracking by “Traffic Origin” and “Likes and Dislikes”. These are new optional setup tables in the Sales Setup and add to the existing Traffic reports.
- 5) **Purchasing** – new report filters added to Purchase Order Detail Listing report that allows selection of POs by subcontractor and / or trade code.

MasterView for custom homebuilders

- 1) **Project Management** – changed the User Interface to allow job selection first and then be able to move within the various PM selections for that same job. Various font and report improvements.
- 2) **Purchasing** – new summarized version of the budget detail report, as well as, improvements to the payment schedule and budget screen.

New Report Browser – The main benefit of the 12.07 release is the new and improvement report browser. You can easily create PDFs, Excel, and Word report formats. Emailing reports directly out of the report browser is a snap..

Contact us at support@ibswin.com for further information on any of these new functions.

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