



PHARAOH

Integrated Builder Series

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The Official Newsletter - 1st Quarter - Jan 2014

Merry Christmas and Happy New Year

2013 is coming to an end and finally we are seeing continued positive signs in the economy and more specifically for all of us, the housing market. We are seeing many of our builders coming out of hibernation and re-activating their software. We also see clients wanting to take advantage of the new functions and features such as Emailing out of the report browser, Webview interface for homebuyers and subs, IN VIEW graphic displays, and just learning to use more of the software's features.

Staff Web training is the key to make this happen...Let us help you out in 2014.

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

Mike Kenyon

New Client Update

We are excited to add 2 new California builders this past quarter to our growing client list. **Menghetti Construction** in Modesto and **Coastal Community Builders** in Pismo Beach both activated our IBSWIN software along with the Sage 300 CRE for accounting. We have started on the implementation and look forward to successful users in 2014.

New clients activating Webview are starting to pick up as better homebuyer and subcontractor communication via the Internet becomes more and more important. **JMC Homes, La Terra Development** and **Santa Clara Development** all activated Webview this past quarter. You should take a look at it in 2014... It is definitely the future for homebuilder software...

Interactive Sales Map - Trial Run

As sales start to increase and you get busier and busier, it is time to explore our graphic marketing tools. The **Interactive Sales Map** creates a professional looking graphic of your project sales map based on the data you enter in IBSWIN. Each lot is identified by a color coded - Unreleased, Released, Reserved, Sold and Closed. Since it ties to your IBSWIN data, it helps catch input errors as well as providing an extremely nice tool for your sales department. We will give you a 50% discount on your first trial project. Contact us at sales@ibswin.com for further information on a trial run.

Web Training Classes 1st Quarter 2014 Schedule

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

Jan 2014

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

Feb 2014

Tue 02/11 AM	- Customer Service Plus
Tue 02/11 PM	- Scheduler Plus
Tue 02/18 AM	- Designer Plus - Setup

Tue 02/18 PM	- Designer Plus - Orders
Tue 02/25 AM	- Webview - Buyers
Tue 02/25 PM	- Webview - Subs

Mar 2014

Tue 03/11 AM	- Options Plus -Setup
Tue 03/11 PM	- Options Plus -Processing
Tue 03/18 AM	- Sales Manager- Setup
Tue 03/18 PM	- Sales Manager- Agents
Tue 03/25 AM	- Customer Service Plus
Tue 03/25 PM	- Management / Security

Pharaoh IBSWIN/MasterView version 12.09

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. As a result, this is our “Did you Know?” response to these items.

Did You Know?

- 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. Only \$15.00 per month added to your quarterly support to add this service.
- 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 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 a smaller Notepad or Laptop screens. It can be tailored to just the selections they need.
- Our “**IN VIEW**” graphic tools provide visual representations of your sales, options and flooring data. Not only providing professional looking documents, but actually catching 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

MasterView – For custom builders

Designed to integrate with Sage 100 or Sage 300 CRE for custom builders.

Interactive Sales Map

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