



**PHARAOH**

**Integrated Builder Series**

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The Official Newsletter - 1st Quarter - Jan 2007

## Happy Holidays and Prosperous New Year!

The year 2006 is now behind us. It certainly wasn't the best year for homebuilders, but all indications are that 2007 will see an improvement. According to John Burns, our local real estate expert, the housing slow down has "bottomed out". Economic conditions remain good and interest rates remain at historical lows. Many potential home buyers are waiting for the anticipated pricing adjustments to re-enter the market. More than ever, having good systems to track your costs and track your prospects accurately, like ours does, are even more critical. Let us make sure you are using our software tools as fully as possible. We want to give you the "edge"...

Thank you,  
*Mike Kenyon*

## Consulting/Training Rates

This is a reminder of our current rates for the various services that we provide:

- Consulting / Training — \$ 125.00 / hr
- Web Training — \$ 125.00 / hr
- Programming — \$ 125.00 / hr
- Sr. Consultant — \$ 140.00 / hr

## 1st Quarter Marketing Events

Pharaoh will be participating in the International Builder Show in Orlando, Florida. The show will be from Wednesday February 7th through Saturday February 10th. If any of you are planning on visiting the show this year, please drop by and visit us in the Tech Center at booth # W3890.

Later this quarter, we are going to be co-sponsoring in a *Computer Workshop Seminar* with our hardware partner, Computer Specialists, Inc. at the Microsoft meeting center in Irvine, California. We hope to provide you with some valuable information on the Vista operating system and other pertinent information on how to optimize our software in this new environment.

## Training Classes 1st Quarter 2007 Schedule

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

***Jan 2007***		Wed 02/28 AM	—Scheduler Plus
Wed 01/10 AM	—Options Plus -Setup	Wed 02/28 PM	—TracTime Interface
Wed 01/10 PM	—Options Plus -Processing	***March 2007***	
Wed 01/23 AM	—Purchasing Power -Onsite	Wed 03/07 AM	—Options Plus -Setup
Wed 01/23 PM	—Purchasing Power -Offsite	Wed 03/07 PM	—Options Plus -Processing
***Feb 2007***		Wed 03/14 AM	—Sales Manager
Wed 02/07 AM	—Flooring -Setup	Wed 03/14 PM	—Customer Service Plus
Wed 02/07 PM	—Flooring -Processing		
Wed 02/14 AM	—General Database Management & Setup/Security		
Wed 02/14 PM	—User Security Settings		
Wed 02/21 AM	—Webview -All Modules		

## New Version of IBSWIN—12.03

As promised, we released the 12.03 version of our software in November. By now, we hope you have made the upgrade by downloading the latest release from our [www.ibswin.com](http://www.ibswin.com) Website. There are quite a few nice enhancements including:

- **Wrap Insurance** —provides simple way to enter, track, and export to your accounting system wrap insurance deductions for your subcontractors. Download a document from our Website for further information on this or contact our support department.
- **Standard POs** — a) New capability to allocate line items in a single PO to multiple lots. Use standard PO add function, select a phase only (no specific lot) and you will see now by line item you can assign a specific lot. b) added ability to “insert” new lines as long as the original PO has not been exported.
- **Onsite Budget Report** — a) provided a way of allocating lot specific costs to this phase budget report. This allows entry of budgeted costs that vary by lot and not by plan. b) added ability to add budget notes and print budget notes report.
- **Timberline Budget Export** — provides a way of exporting onsite and offsite budgets and creating the Timberline estimate.
- **New Options and Flooring Commissions Report** — can be printed from both Options and Flooring Reports.
- **Automatic User Log-off Feature** — this was designed primarily for remote sales office users if they were in the option ordering screen. After a specified number of minutes the option ordering system will automatically save the order and log the user off. Please contact support for setup assistance on this.
- **Contract Project Prefix** — added ability to automatically insert up to a 4 character prefix to each contract for a specific project. System will auto-generate the last 8 digits of the contract number.
- **Lump Sum Contract Export** — added ability to export onsite contracts to BudgetTrac as a lump sum amount.

**Year End Clean Up** — We highly recommend that you review our “Data Purge Utilities” document that we have on our Website under Documentation — Quick Setup Guides. It is a great time to clear out old project phases, specifically the old option phase setup and old purchase orders. These files can get very large and will have an impact on your systems’ performance. Call support if you need a little help on this.

**Checkout the expanded “Software Modifications” log.** It can be viewed or printed from your IBSWIN—Tools—IBSWIN Program Log selection. This provides a daily update of the changes and enhancements we are providing your company.

### Welcome to our new IBSWIN clients

Here are the new homebuilders that have joined our growing customer base over the last several months:

#### **New IBSWIN Clients:**

- Meeker Companies  
Lake Forest, CA
- Schellinger Homes  
Santa Rosa, Ca

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

- Westcott Homes  
Bothel, WA
- GHA Holdings  
Cathedral City, CA
- Pacer Communities  
Irvine, CA