



PHARAOH

Integrated Builder Series

In This Issue...

Webview Improvements 1

User Meeting 1

Web Training Classes 1
2nd Quarter Schedule

IBSWIN v12.03 2
More Good Stuff

Editor: Thomas Zsido
tom@ibswin.com

Pharaoh Info. Services
15707 Rockfield Blvd. #150
Irvine, CA 92618
PH: (949) 296-0560
Fax: (949) 296-0567

www.ibswin.com
www.ThePharaoh.com

Pharaoh Phacts

The Official Newsletter - 2nd Quarter - April 2007

Managing In Cyclical Downturn

There was a great article by John Burns, our local Real Estate expert, about managing your business in a cyclical downturn. There are two key points that I wanted to reiterate from that article. First, nobody is to blame in a cyclical downturn like this, it is the nature of our business. Second, one on the keys to your homebuilding company emerging from this downturn stronger than ever, is to use this time to focus on internal efficiencies by improving your processes and systems. This is great time to get your staff fully trained and operational and check out any additional software modules that could improve your staff's productivity (Webview would be a great place to start). Have great 2nd quarter...

Thank you,
Mike Kenyon

Webview Improvements

Our current Webview Users have been providing lots of good feedback and as a result we have completed the following two key enhancements this quarter:

- Automated options bidding for your subcontractors — provides a simple tool for your subs to submit their bids electronically and eliminate hours of data entry.
- Buyer document posting for your homebuyers — provides an easy way to post homebuyer guides and manuals for their easy access.

Contact Ryan in our marketing department to get a copy of our latest User Case Studies.

Pharaoh User Meeting

Our 2007 User Meeting is scheduled for Wednesday March 28th and will be held at the Micro-soft Training Center in Irvine, California. It is a free seminar and lunch will be provided. We will be having speakers from Microsoft on the new Vista operating system and Office 2007, Computer Specialists, Inc. on some important hardware tips, and a representative from Sage Software. Mike Kenyon from Pharaoh will be reviewing what's new for 2007 on the IBSWIN and Webview front. It's not too late to sign up — contact Ryan in marketing to get involved.

Training Classes 2nd Quarter 2007 Schedule

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

April 2007

Wed 04/11 AM —Options Plus -Setup
 Wed 04/11 PM —Options Plus -Processing
 Wed 04/17 AM —Purchasing Power -Onsite
 Wed 04/17 PM —Purchasing Power -Offsite

May 2007

Wed 05/09 AM —Flooring -Setup
 Wed 05/09 PM —Flooring -Processing
 Wed 05/16 AM —Management Setup/Security
 Wed 05/16 PM —User Security Settings
 Wed 05/23 AM —Webview -All Modules

Wed 05/23 AM —Scheduler Plus

June 2007

Wed 06/06 AM —Options Plus -Setup
 Wed 06/06 PM —Options Plus -Processing
 Wed 06/13 AM —Sales Manager
 Wed 06/13 PM —Customer Service Plus

Version of IBSWIN—12.03

The 12.03 version of our software was released in November 2006. It is still the “active” supported version of our IBSWIN software. Your current release is indicated in the top left corner of your IBSWIN screen. You may notice that there is also a date after the 12.03 release number. This indicates that even though you may be on the 12.03 release, it may not be the most current version of that release. We recommend that you download the current release at least once a quarter, but for many of you a monthly download is even better. As a current Software Support client, you are entitled to do the download as often as you need to.

We are not anticipating the next major release until mid-summer 2007. This will be our 13.01 version. This will involve the next release of Microsoft VF to be more fully compatible with new Vista operating system. Although we have not seen any major problems in our initial testing, we recommend holding off upgrading your IBSWIN PCs to Vista until the release is available.

Significant 1st Quarter 12.03 Improvements:

- New Purchasing Report—Commitment Log by Phase — provides detail reporting of all commitments (contracts, change orders, and purchase orders) with subtotals by cost code and phase. Allows selection of projects, phases and cost codes. Very useful report for auditing your commitments.
- New Purchasing Report—Contract Tracking Report—Detailed — newly expanded contract recap report by project / phase. Includes commitment amounts.
- New Sales Report—Sales/Media Analysis — provides sales analysis by media type (traffic) by the project and phase selected.
- New Sales Report—Concessions History — provides a recap of the concessions by lot subtotal by phase and project. This report is definitely a sign of the times.
- Automated System Shut Down and Re-index — this is an important improvement for the “system managers”. We have created a program that can be scheduled to run daily after your normal backup. It automatically logs all users out of IBSWIN and then runs the re-index program. We recommend for all clients this is run at least weekly and for many of our larger more active clients it should be run daily. Contact our support department for detailed instructions on how to implement this.

*Repeated From Last Quarter *** 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:

- Sienna Communities
Phoenix, AZ
- Kemp Land Company
Brentwood, Ca
- Har-Bro Construction
San Diego, Ca
- Waterways Homes (2nd office)
Davie, FL

- Kane Development
Newport Beach, Ca
- Oakwood Development
Newport Beach, CA

New Webview Clients:

- Watt Communities
Santa Monica, Ca
- Intracorp Los Angeles
Newport Beach, Ca