



**PHARAOH**

Integrated Builder Series

# Pharaoh Phacts

The Official Newsletter - 1st Quarter - JAN. 2010

Happy Holidays from all of us at Pharaoh. 2009 has certainly been a challenging year for everyone involved in the homebuilding industry. I think we are all happy to move into 2010 with the optimism and the hope that it has to get better.

Pharaoh's offices will be closed from December 24th at 12 noon through January 4th for the holidays. However, we will be responding to all support Emails sent to support@ibswin.com and info@ibswin.com. We will still be assisting on any software issues and will get back to you as promptly as possible.

Thank you,  
*Mike Kenyon*

## In This Issue...

|                      |   |
|----------------------|---|
| Commentary           | 1 |
| MasterView           | 1 |
| Website Special      | 1 |
| Web Training Classes | 1 |
| New Stuff            | 2 |
| Pharaoh Products     | 2 |

### MasterView for Custom Builders

We have been focusing our programming efforts developing a spin off our IBSWIN / Webview product for custom builders called **MasterView**. **MasterView** provides custom builders with the same features and functionality that we have provided for production homebuilders with some important changes that allow you to budget and manage custom homes better. As a licensed IBSWIN User, we would provide a **MasterView** license for a very minimal investment. If you are considering doing some custom homes or remodeling during this downturn, it might be worth checking it out. Contact us at sales@ibswin.com.

### Website Development Special

Is your Website providing the company image that you want to portray? Do you want to make some changes to your Website, but they are currently too costly and take too much time to complete? As we move into 2010, having a professional looking Website that you can easily update and maintain yourself is your most "cost effective" form of advertising in this Internet Age. Let us show you how we can update and improve your Website and put your staff in control of adding content. As a Pharaoh client, there is a small up front investment and pre-approved monthly installments to update your Website or create a new one. Email us at sales@ibswin.com for further information and let us provide a specific quote.

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## Web Training Classes 1st Quarter 2010 Schedule

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

\*\*\*Jan 2010\*\*\*

Wed 01/13 AM — Options Plus -Setup  
 Wed 01/13 PM — Options Plus -Processing  
 Wed 01/20 AM — Sales Manager- Setup  
 Wed 01/20 PM — Sales Manager- Agents  
 Wed 01/27 AM — Purchasing — Onsites / Directs  
 Wed 01/27 PM — Purchasing — Offsites/Indirects

\*\*\*Feb 2010\*\*\*

Wed 02/10 AM — Customer Service Plus  
 Wed 02/10 PM — Scheduler Plus  
 Wed 02/17 AM — Designer Plus—Setup

Wed 02/17 PM —Designer Plus—Orders  
 Wed 02/24 AM —Webview—Buyers  
 Wed 02/24 PM —Webview—Subs

\*\*\*Mar 2010\*\*\*

Wed 03/10 AM — Options Plus -Setup  
 Wed 03/10 PM — Options Plus -Processing  
 Wed 03/17 AM — Sales Manager- Setup  
 Wed 03/17 PM — Sales Manager- Agents  
 Wed 03/24 AM —Customer Service Plus  
 Wed 03/24 PM —Management / Security

## Pharaoh IBSWIN / Webview – New Stuff

We are continuing to make improvements and enhancements to the IBSWIN system and are including them in the latest 12.05 release available from our Website. The password for the update will be changing in January, so please contact us at Support@ibswin.com to get the new password. We recommend updating at least once per quarter and will be happy to provide assistance if you need it.

Here are some of the 4th quarter enhancements:

1. **Windows Designer** — modified the windows copy function to delete and replace and added the Window# to Plan / Window report.
2. **Options Plus** — added new options “incentive” selection in the option ordering screen. Automatically accumulates incentive amounts and allows for alternative cost coding.
3. **Purchasing Power** — Provide the ability of more than 8 elevations to be used in the budgeting / bidding system. Maximum of 50 plan / elevation combinations.
4. **Sales Manager Plus** — programmed function to allow Broker Eblasts.
5. **Project Sequence Sheet** — created lookup filter to isolate specific plans or plan / elevations and display the specific lots.
6. **Sales Manager Plus** — programmed function to modify the Prospect “project / lot” lookup to display specific lots even if no buyer exists.
7. **Sales Manager Plus** — improvements to the “House Flow” report if the “Break on Project” flag is selected.

Please contact our support line for further information on any of these program changes.

## Pharaoh MasterView for Custom Builders

MasterView takes the existing IBSWIN / Webview software and makes it work more effectively for custom homebuilders by 1) eliminating the need to setup project / phases and lots in advance, 2) provides budgeting and bidding on a home by home basis, 3) includes the Web based interface for homebuyers to communicate change orders, and 4) is priced right for a small custom homebuilder. Contact us at sales@ibswin.com for further information.

### 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 for custom builders

**FRC** — Foreclosure Rehab Center

Foreclosure Rehab tracking database