



# H.O.M.E.S.

(Homebuilders' Offer Management Efficiency System)

## Sales & Administration Software for Homebuilders & Condominium Developers

### Introduction:

H.O.M.E.S. is a Windows® based computer software system designed for homebuilders and condominium developers, to automate and organize the sale and construction of dwellings. It helps builders construct homes faster with more control, fewer errors, higher profits and greater customer satisfaction. H.O.M.E.S. provides the features builders need that are typically not included in their accounting software. The system maintains a central database of purchaser information and lot/unit specifications and distributes the information (with or without Internet access) to all remote offices so that all departments are up-to-date with current information for every lot or unit. H.O.M.E.S. manages a builder's projects from the sales process all the way through warranty service administration with a fully integrated system...no more double entry!

H.O.M.E.S. can link your offices with or without full-time Internet access! The system has separate modules for use at head office, each sales office, and optionally each construction office. Offices can operate independently and exchange data with head office on demand using existing phone lines, cellular or Internet connections, or offices can be linked to head office full-time through the Internet for real-time access using Microsoft Terminal Services. This ensures that all of your departments are kept up-to-date regarding all of the details for every lot/unit, for every project!

When offers are entered into the system, (typically at the sales office,) the data is then sent to the head office where the construction related information for firm offers and extras is made available for distribution to construction offices, and optionally, purchase orders for contractors may be automatically generated for standard model components as well as upgrades and extras.

The H.O.M.E.S. system can also aid with post-construction warranty service issues with the optional comprehensive Customer Service module!

**UPGRADES / CHANGES**

Change Description	Qty	Subtotal	Nc
Cabinets - Angled Upper W/Bevelled Glass	1	1,000.00	
Carpet - Lancaster 4 Bedrooms (40oz)	1	1,476.00	
Electric - 200 amp Service (up to 6ft run)	1	1,800.00	re
Electric - Dishwasher Wiring & Hook-Up	1	300.00	
Extra sound insulation under 1st floor	1	5,500.00	ba
Hardwood Lancaster Upper Hall	1	3,895.00	
Heat - Gas F/P w/mantle (Ground Floor)	1	3,000.00	
Tile - Ceramic Tile Floor Kitchen/Dinette	1	0.00	

**DEPOSITS:**

No.	Amount	Due/Rec'd	Rec'd	Dep
Add Deposit	1	1,000.00	06/15/03	Yes
Edit Deposit	2	5,000.00	07/15/03	Yes
Delete Deposit	3	5,000.00	08/15/03	No
Delete Deposit	4	5,000.00	08/15/03	No

### Features:

- ✓ Keeps the sales office, head office and construction office for each project up-to-date on the status and details of each lot or unit at all times.
- ✓ Helps to ensure no detail concerning any lot or unit is overlooked or misplaced.
- ✓ Maintains customer profile, home specifics including financial information, and upgrade/extras details for both conditional and firm offers.
- ✓ Prints your customized legal documents ready for signing:
  - Purchase Agreements
  - Amendment to Purchase Agreement
  - Request for Extras
  - Colour Chart
  - Closing Date Delay Letter
  - Mutual Release
  - Offer Information Sheet
- ✓ Fully integrated with MS-Word® (templates for all documents can be easily customized at head office using MS-Word and then automatically distributed to the appropriate sales office.)
- ✓ Preserves original Purchase & Sale Agreement information after a lot is sold while still accepting Amendments, Extras, and revised Closing Dates. (Only authorized head office personnel may change a firm offer's original information, unless done by authorized amendment or the addition of an Extra.)
- ✓ Maintains distinct lists for each project for:
  - Lots/Units
  - Models
  - Colour Selections
  - Sales Agents
  - Upgrade/Extra Options
  - Trades
  - Contractors & Suppliers
 (Lists may be copied selectively to new projects.)
- ✓ Cross-references all model components & upgrades/extras for each lot/unit with the trades required to complete each job.
- ✓ Classifies options by model so only the options applicable to the selected model may be sold.
- ✓ Ensures only valid models may be sold on any lot or unit.
- ✓ Maintains a full history of closing date revisions by lot, including method of revision (amendment or delay letter) and reason for revision. Also tracks available delay days for revised closings and helps to ensure closing date delay notifications are never missed.
- ✓ Tracks customer deposits by lot and reports when any are late or missing.
- ✓ Tracks conditions for conditional offers and prints applicable documents to accompany the purchase agreement.
- ✓ Powerful reporting with programmable specifications. Reports include:
  - Lot/Unit Status
  - Sold-to-Date
  - Late Cheques
  - Closing Dates
  - Profit by Lot/Unit
  - Colours Analysis
  - Trades Cost Analysis
  - Conditional Offers
  - Deposits Received
  - Changes by Lot
  - Changes by Trade
  - Profit on Extras
  - Expected Model Profit
  - Expected Option Profit

## H.O.M.E.S. Features: (continued)

- ✓ Powerful mail merge generates customized form letters, envelopes, labels etc to selected purchasers. You can even specify purchasers by model, option or colour choice!
- ✓ All reports are available printed as well as on-screen using a powerful report print preview.
- ✓ User-definable offer, amendment and extras statuses.
- ✓ Outstanding Security: Grant or deny users access by module, project or any specific program feature. Includes security log to track user events!
- ✓ Manages an unlimited quantity of projects.
- ✓ Powerful enough to handle even large complicated projects.
- ✓ Multi-user/multi-tasking/network ready.
- ✓ Easy to use intuitive interface even for novice computer users.
- ✓ Built in pop-up context sensitive Help Manual for new users.
- ✓ Quickly pays for itself by reducing costs, eliminating errors and raising efficiency.

## Options:



### Customer Service System:

This fully integrated module is strictly for use by your Customer Service department. It is a powerful tool for tracking after-sales service issues. It generates Work Orders, tracks their status and maintains a complete log of all service transactions by project. Your Service staff has access to all pertinent information including Customer Profiles, Colour Charts etc. The powerful reporting capabilities include reporting by lot/unit, trade, contractor, and dates etc, so that not only can you report on a specific lot, but also on a specific contractor to reveal trends. Reports include:

- Work Orders by Lot
- Work Orders by Trade
- Lot History, etc



### Purchase Order System:

This module rounds out the control aspect of the H.O.M.E.S. system. When firm Offers or Extras are received at head office, purchase orders and/or work orders to applicable contractors can be automatically generated! The accounting department can then apply invoices when received or paid in order to ensure no duplicate payments are made. In addition, manual purchase orders may be generated for charge-backs etc, and the same powerful reporting methods are employed as in the rest of the H.O.M.E.S. system. Reports include:

- Purchase Orders by Contractor
- Purchase Orders by Lot
- Invoice Activity by Contractor



### Lot Information Viewer (for Site Office):

This is an abbreviated version of the main H.O.M.E.S. system for use at construction offices. It displays only information pertinent to construction and ensures your construction staff is kept up-to-date at all times. Work completion statuses can be relayed to head office, and completion certificates printed right on-site.

## System Requirements:

- Microsoft Windows® XP, 2000, NT4, 98 or 95
- Microsoft Word® 2000 or higher (all stations)
- Microsoft Access® 2000 or higher (1 station per office)
- Symantec pcAnywhere32® v10.0 or higher (1 stn. per office) or Microsoft NT4 Server (SP4) or higher with Terminal Services enabled (to link offices)
- Pentium II class processor (or better)
- 64Mb RAM (or more) on workstation, 128Mb+ on Server
- 30Mb hard disk space (varies depending upon installation)
- Colour monitor (1024x768 min. resolution preferred)
- 28.8mbps or faster modem (optional - 1 per office)
- CD-ROM, keyboard and mouse
- UPS battery backups recommended especially at sales or construction site offices where power outages are common.

## Pricing:

### Basic System:

Please Call

- Includes:
- H.O.M.E.S. Head Office system (1 license)
  - H.O.M.E.S. Sales Office system (1 license)
  - On-line User's Manual and Printed Quick Start Guide
  - Sample Documents
  - Sample Project
  - 90 days free telephone/remote support

### Options:

- Customer Service System
- Purchase Order System
- Lot Information Viewer Site Office License (Std. Edition)
- Additional Sales Office Site License (Std. Edition)
- Additional Concurrent User License (Terminal Server Edition)

(Options are priced separately according to your requirements. Quantity discounts and flexible leasing options are available.)

## Support:

90 days of expert telephone and remote support is included in the purchase price!\* Using a modem, a programmer can immediately connect directly into your system to provide assistance or demonstrate features to your designated system administrator.

\* - Some restrictions may apply, asks your sales representative for details.

## Installation & Training:

On-site installation and training are available at an additional cost, which will vary depending on the options you select and the location of your office(s). (A computer literate staff can be trained for the basic system in a day, or even less!)

## Conclusion:

The H.O.M.E.S. system has been years in development and has been exhaustively tested in order to provide builders with a completely reliable and dependable system. Every effort has been made to ensure the system is powerful, reliable, convenient and easy to learn and use. If you are a homebuilder or condominium developer and you wish to maximize efficiency, sales, and profits, this is the system for you!

Have we left anything out? You bet!

For more information or for a free evaluation copy of H.O.M.E.S call Don Robinson at (416) 928-4895 or email at: [drobins@lynxsystemsinc.com](mailto:drobins@lynxsystemsinc.com).

(Falcon Software has been developing business management software since 1983.)

