



***iPROsoft* Pty Ltd**
October 2005

Volume Housing Builder

CONTENTS

Introduction
Marketing and Sales Support
Estimating
Bills of Quantities and Measurements
Milestone Scheduling
Subcontract Partners
Progressive Financing
Job Cost, Forecast and Performance
For Chief Financial Officers
Development Funding and Joint Ventures
Work in Progress
Project Documentation
U-LAUNCH Technology
Other Features

AUSTRALIA & NEW ZEALAND

LEVEL 1, 156 BOUNDARY STREET, WEST END QLD 4101
PO BOX 5436, WEST END, QLD 4101
P: +61 7 3004 6100 F: +61 7 3004 6143

UNITED KINGDOM

WOODCROFT, RUSHMERE CLOSE, UPWOOD.
CAMBRIDGESHIRE PE28 2QG
P: +44 870 850 8801 F: +44 870 850 8802



iPROsoft PTY LTD ABN 80 068 998 452

Introduction

iPROsoft has served the needs of various types of building companies including; commercial construction companies, architectural housing (one off) builders who administer jobs a lot like commercial construction companies and volume housing builders who produce many new houses over one or more estates simultaneously.

Volume house builders manage their own resources as well those of external organisations and in so doing manage considerable quantities of information and large financial sums to deliver residential developments. They require a sophisticated, end-to-end and integrated system to bear their business processes so all their people work effectively together.

This brief description focuses on only 12 highlights of *iPROsoft* incorporated as configurable options to assist the volume house builder.

Marketing and Sales Support

The *iPROsoft* Sales / Prospecting and Quotes / Estimates modules interact to assist volume builders track prospects and contacts. Prospective clients can be classified for demographics, location and allocated sales personnel. Enquiries can be registered and tracked. They can also be linked to lead source to evaluate advertising and promotion. Quotations also can be registered and tracked.

These modules are of critical importance in assisting sales effectiveness, market analysis and sales forecasting.

Estimating

The estimating module can be configured in a number of ways. Some builders prefer to use assemblies to perform rapid estimates for contract housing. Commonly, however, volume builders tend to develop a range of house models they know well. This reduces risk and facilitates production.

With the models in place a target estimate is created by copying the relevant model. The target estimate is edited to become the desired specification for building the new house. The editing tools range from simple components copying to merging sections of other estimates into the current estimate.

Bills of Quantities and Measurements

Frequently, “estimate” can be a misnomer. The target estimate can be a fully specified bill of quantities for construction. When that is the case additional *iPROsoft* tools can be brought to bear to schedule production by drawing data from the bills. Purchase orders and subcontracts can be produced individually or bulk generated with pre-nominated suppliers. Optionally, project batches can also be generated for individually selected suppliers.

With this approach production can be more effectively controlled house by house for many simultaneous constructions in one or more estates.

Milestone Scheduling

The *iPROsoft* Milestone Scheduling module can be used to track activities / milestones, to compare performances of supervisors or house models and forecast cash flows.

Milestone Scheduling lets you know what’s been, what’s coming up, how much you will invoice and when.

Subcontract Partners

Frequently volume builders will let a subcontract to a tradesman or a subcontract company, however, the same subcontract work is completed by different entities who invoice against the same order they effectively wish to share. In most experiences this is a bizarre event. However, in construction and more particularly volume housing it occurs. *iPROsoft* has responded by providing a procedure to book claims from more than one subcontractor to the same original subcontract order let to only one subcontractor.

Progressive Financing

Staged based progress claim applications facilitate the creation of claims for invoicing customers in the case of contract housing and progressive finance draws for speculative developments. The progress applications can be linked to the Milestone Scheduling module.

Job Cost, Forecast and Performance

iPROsoft Job Cost, Forecast and Performance reporting can provide data details and summaries for individual houses, groups of houses, estates and groups of estates.

For Chief Financial Officers

The *iPROsoft* accounting package is absolutely reliable and supports the CFO at every turn. Some significant inclusions are as follows.

- Multi-company and multi-branch capacity.
- Flexible roll down chart of accounts with totaling link accounts.
- Branch, company and group consolidations.
- General Ledger enquiry with transaction analysis filters and transaction drill downs into general and subsidiary ledgers.
- Extensive reporting covering profit and loss, balance, trial balance and account transactions.
- Accounts budgeting.
- Recurrent and auto-reversing journal options.
- Prior period data capture options.
- Ready control account reporting and reconciliation for creditors, debtors, retentions, GST and VAT as well as multiple bank and loan accounts. This reporting and reconciliation capability exists for current period, all prior periods in the current year and all periods in prior years.
- Compliance and supporting functionality for Withholding Tax (Australia) and CIS (United Kingdom).
- Compliance and supporting functionality option for CITB (United Kingdom).
- Fully featured sub-ledgers including; creditors, debtors, payroll, inventory, job, cashbook and fixed assets.

Development Funding and Joint-Ventures

iPROsoft's inter-company loan processes assist property developers with one or more treasury companies and joint venture companies that fund developments.

Work in Progress

Work in Progress options within *iPROsoft* assist volume builders in accounting for WIP in contract housing and property developments.

Project Documentation

iPROsoft's integrates documentation management as an optional module. Management can define all document structures and forms. Users can create and extensively cross reference documents. The module covers all forms of correspondence, instructions, drawings, specifications, transmittals (cover sheets) and minutes of meeting with actions tracking. Documents are stored in the repository. The cross referencing and database simplify documentation identification and recovery.

Effective document control yields cost and time savings, reduces risks and is at the core of quality in projects.

Document control need not be confined to projects.

U-LAUNCH Technology

U-LAUNCH is unique to *iPROsoft*. This technology is absolutely unequalled in providing "drill-downs" and user definable continuous paths of navigation, data capture and reporting. It's the winning advance yielding absolute user friendliness and quantum increases in productivity.

Other Features

Other features of *iPROsoft* cater to project enterprises as well as the broader spectrum of the construction industry in Australia, New Zealand and the United Kingdom. *iPROsoft* system features are calculated to boost the effectiveness of project and service enterprises.

The *iPROsoft* package provides an integrated and flexible framework for volume housing organisation managers to implement policies and procedures across the whole enterprise. *iPROsoft* facilitates "everyone singing the same song".