Introduction

As in every other aspect of the business world today, homebuilders are confronted by a multitude of challenges. To stay ahead of the competition, they must effectively manage a multitude of variables and maximize efficiency to maintain profitability. Market conditions have made it necessary for builders of all sizes to develop new skill sets and utilize more powerful technology solutions.

Current Technology Challenges

A number of technology limitations impair the ability of many homebuilders to operate at peak efficiency. Many builders have been forced to use numerous pieces of incompatible software. These are typically assembled to create an ad hoc, non-integrated solution—a situation that introduces friction to the free flow of information and causes errors, untrustworthy data and difficulties gaining complete visibility. Consequently, many builders lack accurate and timely insight into critical business performance indicators. Many take to alleviating this through costly and time-consuming analysis using Microsoft Office Excel® 2003 or other spreadsheet applications.

The combination of these challenges and technology constraints can translate into real problems for business decision makers at every level of the organization. Solid, real-time data is needed in order to make the most strategic decisions.

Homebuilder for Microsoft Dynamics NAV

Homebuilder for Microsoft Dynamics™ NAV has been specifically designed to help homebuilders streamline and better manage their business operations.

The information in the following pages shows how you can better connect people, information, and processes using Homebuilder for Microsoft Dynamics™ NAV.

Business Requirements for the new Home Construction Industry

Homebuilder for Microsoft Dynamics™ NAV delivers strong business value for the following stakeholders:

- Business leaders, who need access to real-time data on all levels of the organization in order to monitor key performance indicators, and manage staffing and budget issues;
- Financial Officers, who need to accurately budget and manage cash flow;
- Décor Center Staff, who collect critical information from purchasers regarding Finishes;
- Construction Managers, who must coordinate Scheduling and Closing date adjustments with sales staff;
- Trades, who must be given precise instructions for each Model/Lot combination and carefully coordinated with one another.
Empowering Builders with **Homebuilder** for Microsoft Dynamics™ NAV

**Accounting/ERP**

Microsoft Dynamics™ NAV provides fundamentally sound accounting, is built in accordance with the Generally Accepted Accounting Principles, and is used by more than 1 million professionals around the world.

- General Ledger
- Account Schedules
- Budgeting
- Accounts Payable
- Accounts Receivable
- Payroll
- Human Resources
- Purchasing
- Asset Management and Lifecycle Costing.
- Business Analytics
- Dynamic Multi-Dimensional Reporting.

**Construction**

**Homebuilder** is just one module within the comprehensive eBuild.ca Construction Suite. This family of products takes a unified, common approach to the general requirements the construction industry.

- Project/Job Type specific unit costing links all business activity directly to the General Ledger.
- Contract driven work allotment with Work Items and Change Order Management, Materials and Aggregate Tracking.
- Production Tracking and Management, Schedules and Project Management.
- Field Applications, Wireless Extensibility and Microsoft Sharepoint driven Web-based system access, all designed to extend technology into the construction environment.

**Project, Phase, Model and Lot Management**

Create detailed Models for precise cost analysis and group Elements (like framing and rough in) with Finishes (like flooring and windows) to create work items that define and manage the building process.

- Define Model Types, House Areas, Finish Categories and Finish Types to create Model Templates and expedite the Project setup process.
- Utilize Lot Control to create scenarios for budgeting based on varying sales assumptions.
- Establish a Master Schedule of Work Items for each Model and associate these with specific trades.
- Track the status of Permit applications and link related Work Items to the Production Schedule.

**Contract and Trade Administration**

The homebuilding environment by its very nature is difficult to control; builders must rely on the services of numerous external trades working a site than spans several acres. The system integrates Contract Administration, Accounting and Schedule management into a single coherent process.

- Issue and manage all trade Contracts through the system.
- Eliminate finish errors through a direct integration with the Décor Centre module. Track and control actual amounts by trade Contract, in real time.
- Generate Production Schedules through integration with the Model and Lot Management module. View these by Lot to manage Completion dates or by trade to manage sequencing.
- Generate and send notices for the next trade(s) to commence when an Inspection is complete.
- Automate the Holdback Control process with a direct tie-in to Accounts payable.
Décor Center

Minimal configuration is required to activate the Décor Centre module as the system utilizes the same data entered when models were setup. This module adds the functionality needed to collect information from purchasers then allows it to flow back for Production and trade Contract management.

- Full catalogue of Finish Types, Finish Categories and Colour Charts.
- Upgrades, Upgrade Levels and Additional Specifications.
- Consistent Reporting.

Site Office and After Sales Service

The system makes the data collected during the Planning, Sales and Construction Phases available to the After Sales Service team to enable responsive customer service and prompt issue resolution.

- After Sales Service module tracks calls by Source and House Areas.
- Work Orders are workflow generated and Service Calls scheduled then linked to the original trade Contract so that Back Charges may be issued as appropriate.

Personalized User Experience

The system leverages the power of a familiar User interface based on Microsoft Office Outlook® 2003. Navigation panes provide for an intuitive browsing experience and keep all functions just a click or two away.

- An Executive Dashboard provides a summary of critical information and Key Performance Indicators.
- Business Notification enables Users to configure the system to monitor events of interest, and notify them when these happen.
- Features are exposed based on a User’s role within the organization - avoiding both security risks and unnecessary clutter.

Technology Overview

On top of a solid foundation of integrated technologies that includes the Microsoft Windows® operating system, Microsoft Office™ system programs, and SQL Server®, a Microsoft Dynamics™ NAV solution provides security and a reliable, well-managed IT infrastructure. Homebuilder for Microsoft Dynamics™ NAV builds on this platform to deliver role-based capabilities that are familiar and easy to use, and designed to support the way homebuilders really work.

Built Using Proven Microsoft Technologies

Homebuilder for Microsoft Dynamics™ NAV is designed to integrate tightly with other Microsoft® products, most notably full integration with the Microsoft Office™ system.

Microsoft Dynamics™ NAV is capable of importing and exporting information to and from Microsoft Office™ system programs such as Word®, Excel®, and Microsoft Office PowerPoint® 2003. With this capability, users can create documents offline and then import them into the Homebuilder for Microsoft Dynamics™ NAV solution, or export data contained in Homebuilder for Microsoft Dynamics™ NAV to other applications for presentation and offline manipulation.
About eBuild.ca and Microsoft Dynamics™

eBuild.ca enjoys the benefit of Gold Partnership with a multi-billion dollar extended development team through the industry leading research and development performed at Microsoft®. Microsoft Dynamics™ is a family of market leading products designed specifically to meet the needs of business. eBuild.ca adds 10 years of homebuilding specific software expertise to create a comprehensive solution.

One without equal.

Solution Map and Functionality

The diagram to the right shows the industry-specific capabilities provided by Homebuilder for Microsoft Dynamics™ NAV as they integrate with core Microsoft Dynamics™ NAV functionality.

Conclusion

While there are numerous ERP solutions available on the market, the vast majority of these lack critical, homebuilder specific functionality. Other “solutions” – that were designed for homebuilders – still force users to work in multiple, disconnected environments, ultimately adding to an already strained workload. The differentiating factor with Homebuilder for Microsoft Dynamics™ NAV is its combination of a rich, all encompassing feature set, built within the Microsoft® product stack and a refreshingly engaging User experience. Only Homebuilder for Microsoft Dynamics™ NAV works the way you do, works the way your business does and works the way technology should.

The information contained in this document represents the current view of eBuild.ca Inc. on the issues discussed as of the date of publication. Because eBuild.ca must respond to changing market conditions, this document should not be interpreted to be a commitment on the part of eBuild.ca, and eBuild.ca cannot guarantee the accuracy of any information presented after the date of publication. This White Paper is for informational purposes only. eBUILD.CA MAKES NO WARRANTIES, EXPRESS, IMPLIED, OR STATUTORY, AS TO THE INFORMATION IN THIS DOCUMENT. Complying with all applicable copyright laws is the responsibility of the user. Without limiting the rights under copyright, no part of this document may be reproduced, stored in or introduced into a retrieval system, or transmitted in any form or by any means (electronic, mechanical, photocopying, recording, or otherwise), or for any purpose, without the express written permission of eBuild.ca Corporation. eBuild.ca may have patents, patent applications, trademarks, copyrights, or other intellectual property rights covering subject matter in this document. Except as expressly provided in any written license agreement from eBuild.ca, the furnishing of this document does not give you any license to these patents, trademarks, copyrights, or other intellectual property.

© 2007 eBuild.ca. All rights reserved. Microsoft, Microsoft Dynamics™, the Microsoft Dynamics logo, Outlook, PowerPoint, Excel, Word, SharePoint, Visual Studio, and Windows are either registered trademarks or trademarks of Microsoft Corporation. Microsoft Business Solutions ApS, or their affiliates in Canada and/or other countries. Microsoft Business Solutions ApS is a subsidiary of Microsoft Corporation.