

# JD EDWARDS WORLD HOMEBUILDER AND REPETITIVE BUILDER MANAGEMENT

## KEY BENEFITS

- Establish and manage product offerings, including communities or subdivisions, phases, lots, plans, elevations, and options
- Automatic commitment generation at lot start
- Lot status at a glance via workbench
- Profitability analysis by community, plan, and option

## SOLUTION INTEGRATION

- JD Edwards World Financial Management
- JD Edwards World Asset Management
- JD Edwards World Purchase Order Management
- JD Edwards World Inventory Management
- JD Edwards Sales Order Management
- JD Edwards Subcontract Management

## The Issue: Make it Fast, Cost-effective and Tailored for My Company

The homebuilding industry faces a roller-coaster world of changing economic conditions, resource constraints, and competitive pressures. To succeed under such conditions, your operations must be flexible and fast. Oracle's JD Edwards World Homebuilder and Repetitive Builder Management is an integrated, adaptable software system that provides the foundation for managing the ups and downs of your business world, and lets you profit from them.

JD Edwards World Homebuilder and Repetitive Builder Management support and strengthen the entire homebuilding cycle: planning new communities, building and selling new homes, paying subcontractors and suppliers, and closing sales. It is a solution that offers complete end-to-end integration, improved data flow, and increased efficiencies throughout your operation. And it does so affordably. Whether you are a small builder or a very larger multi-national builder, you can shorten building cycles, reduce operating costs, and make better strategic decisions. For the homebuilding industry, this is one software solution that - almost literally - hits the nail on the head.

JD Edwards World Homebuilder and Repetitive Builder Management is a complete solution for any type of repetitive building. The system's multiple features increase efficiencies and enhance communication and coordination among every aspect of the building process.

- Planning. Facilitate the formation of new communities or subdivisions, from initial land purchase to plan creation.
- Sales. Provide your salespeople with tools to create floor plans and option lists that are tailored specifically to each prospective buyer, while creating a profile record of prospects
- Product Management. Establish, manage, track, and analyze the products you offer to buyers, including communities, lots, plans, elevations, and options.
- Purchasing. Help control costs through more effective management of vendor selection, material prices, and subcontractor estimates by using bids, takeoffs, or a combination of both.
- Construction. Tap information generated in JD Edwards World Homebuilder and Repetitive Builder Management and other JD Edwards World applications to provide construction supervisors with accurate project management information.
- Project Management. Manage the entire construction project to deliver homes on time and on budget.

- Financial Management. Streamline operations by using data that is already in your system to manage all your business's financial needs.
- Inventory Management. Minimize construction delays by assuring that you always have the right materials available.

### Create the Perfect Plan

Before the first prospective homebuyer steps into the sales office of a new community, you need to have plans firmly in place for construction, the community infrastructure, and your financial objectives. JD Edwards World Homebuilder and Repetitive Builder Management facilitate that process for the first community you build and make it even easier with succeeding ones.

With the fully integrated software of JD Edwards World Homebuilder and Repetitive Builder Management, you can support the development and management of each new building, community or subdivision — from original land acquisition to community, phase, and plan development. You manage costs more effectively while building streets, putting utilities in place, and developing common-area facilities.

JD Edwards World Homebuilder and Repetitive Builder Management modules create a plan to maximize target potential by balancing your target market, pricing, land usage, costs, and margins. The JD Edwards World Homebuilder and Repetitive Builder Management Foundation applications help you set up the plans, elevations, and options that you will offer in each phase of construction.

With each succeeding community, you can use established planning templates, giving you the ability to leverage your database of project cost information and your best practices to develop an optimal plan for the new community. The repetitive construction process lets you streamline data entry and ensure a consistent look and feel among all your communities and subdivisions. And—no small benefit—you can finish planning sooner and offer homes in less time than competitors.

### Build the Relationships and Make the Sale

JD Edwards World Homebuilder and Repetitive Builder Management provides fast and flexible tools to help you give prospective buyers the data and home model designs they need to make buying decisions. At the same time, your sales representatives can collect pertinent profile information on prospects, letting your sales and marketing staff track buyer trends and preferences.

From the first visit to your sales office, prospective buyers can see their homes take shape with quickly generated floor plans and structural options for models. While they may not be ready to sign contracts, they can come away from the first sales exposure with information on home costs and building schedules.

As the sales representative and buyer relationship builds, so does buyer confidence and knowledge. With the sales staff at the controls, JD Edwards World Homebuilder and Repetitive Builder Management guide each buyer through the selection of a plan, an elevation, and options. The software also matches selected home plans with a lot that meets the buyer's budget and site preferences. Once the buyer makes the initial selections, JD Edwards World Homebuilder and Repetitive Builder Management starts creating the necessary contracts and forms.

Customer relationships don't stop with the sale. Throughout the home building process, your customers still need information, construction status reports, and the ability to make changes. With Homebuilder Management, you can strengthen relationships with new customers by giving them accurate, up-to-date information all the way through the closing of the home. Effectively managing customer relationships lets you maximize revenue opportunities—now, and in the future.

### **Integrate All the Parts**

With JD Edwards World Homebuilder and Repetitive Builder Management, the people and plans are in place to get a new home built as soon as your buyer signs the contract. Because the system was created specifically for the homebuilding industry or any type of repetitive building, it features an extensive menu of applications that takes you through the entire process of building a new home or community. What's more, you're not limited to any single, predefined method for managing a job. Your people can implement decisions and access information in the way that makes the best sense for the job.

### **Starting Is Simple**

The start of a new home/building is as simple as the push of a button. With a contract signed and approved, the project manager—who has access to all JD Edwards World Homebuilder and Repetitive Builder Management modules—kicks off the process. The manager checks on needed permit applications, creates a construction budget, releases purchase orders for the initial phase of construction, sets up building schedules, and assigns work to subcontractors.

Along the way—from turning the first clod of dirt on the lot, through all the hammering and wiring and painting, to the final walkthrough and closing; JD Edwards World Repetitive Builder (Homebuilder) Management tracks the schedule, materials, people, and dollars needed to complete the job on time, and on budget.

### **Multilevel Job Setup and Control**

Implement decisions and access information for all levels of a project with JD Edwards World Homebuilder and Repetitive Builder Management. The flexible system architecture ensures that information on purchasing, budgets, and construction schedules at the project level, rolls to all lower levels and all divisions of the project—including the individual home.

### **Online Workday Calendars and Schedules**

To increase the accuracy of project scheduling, JD Edwards World Repetitive Builder (Homebuilder) Management provides an easy-to-use, online breakdown of the available working days for any month. For precise, site-by-site scheduling, you can define unique working calendars for each project to accommodate regional weather patterns or holidays. You can even designate weekends as workdays for accelerated construction schedules.

### Online Schedules and Revisions

In conjunction with the workday calendar you define for a project, you can calculate construction schedules for every task associated with each home. You can then coordinate interdependent and overlapping tasks for the most streamlined scheduling and accurate costing.

### Bills of Material and Inventory Control

JD Edwards World Repetitive Builder (Homebuilder) Management helps you maximize profits by using preferred suppliers and minimize construction delays by always having the right materials available. The system reflects the complete physical setup of a project, from the community level down to the component materials of each home. You have the ability to standardize and regulate purchasing for each model, elevation, and option by using sophisticated bills of material (BOM) that are modeled on the project's physical layout.

### Time Is Money

The full integration and complete solution that JD Edwards World Repetitive Builder (Homebuilder) Management provides meets a critical goal for the builder—speed. From community or subdivision planning, to closing on a finished home, the system simplifies the myriad steps along the way. By automating repetitive building processes, you can leverage similarities across communities and models, which streamlines the process of establishing the lots, plans, elevations, swings, and options to be offered in each new area. The result is fewer days between plans and closing, and a compressed time period between sales and revenue generation.

### Keep an Eye on the Bottom Line

By improving the flow of information and automating processes, JD Edwards World Repetitive Builder (Homebuilder) Management provides timely and accurate oversight of the key ingredient of your operation—dollars. For example, the system's financial management feature links to the rest of your enterprise systems and uses information generated during ongoing business processes to keep your financial organization in order. Data is entered once, but used multiple times. You cut down on tedious data entry and reduce the possibility of information errors.

JD Edwards World Repetitive Builder (Homebuilder) Management provides an integrated budgeting process that helps you control the entire building process—from securing project financing to cost-effective purchasing. A full online history of all budgeting activity provides better insight into the accuracy of your original projections. You can monitor project progress in real time with budget-to-actual comparisons for the community and for individual homes. Site managers, for example, can keep tabs on the status of discrete jobs, while the corporate office can watch progress across all projects.

### Subcontracting Made Easier

The intricacies of subcontractor and supplier transactions are simplified and expedited with JD Edwards World Repetitive Builder (Homebuilder) Management. For subcontractors, a full analysis of base bids, as well as bids for every option, ensures

the best possible overall costing. Establishing effective dates for bids keeps your costs competitive with current market rates. The system establishes the appropriate bids and takeoffs based on the community, plan, elevation, and option selections. As bids are created, the system automatically generates purchase orders. Track multiple suppliers and prices so you can compare prices and award bids. With this process in place, actual construction can begin.

The accurate allocation of costs to a home is essential in booking revenue for that home, especially as a subdivision or community develops over time and includes more homes. JD Edwards World Repetitive Builder (Homebuilder) Management lets you allocate the exact portion of indirect costs (such as those for initial development) to each new home throughout the life of a project. To accommodate the unique situation of each development, area, or home, you can create your allocations by using any of several criteria, including relative sales value, square footage, and lot acreage, or you can define your own criteria.

JD Edwards World Repetitive Builder (Homebuilder) Management strengthens your ability to manage costs and generate revenue.

- *Budgeted Cost Allocation.*

Before you begin to build, JD Edwards World Repetitive Builder (Homebuilder) Management helps you assess the impact of your allocation methods. It also allows you to calculate allocations for budgeted costs.

- *Model and Option Costing.*

JD Edwards World Repetitive Builder (Homebuilder) Management links the wide and complex combinations of costing elements to criteria such as community or elevation. Bill-of-material processing lets you break down options and models and cost them according to their constituent parts and assemblies—even when an option calls for significant changes to the base model.

- *Automatic Vouchering.*

Project tracking and contract management are integrated, so you can automate the processing of payables based on project status. As the project manager reports on work progress, the system automatically issues vouchers to the appropriate subcontractors at the appropriate times.

- *Option Pricing and Revenue.*

With JD Edwards World Repetitive Builder (Homebuilder) Management, you can establish effective, date-sensitive ranges on pricing conditions for your options. The system calculates the sales price based on the latest subcontractor bids and a gross profit percentage that you specify.

### Close the Sale and Book the Revenue

You can minimize the usual delay in booking revenue on the individual home with accurate, flexible closing methods. With JD Edwards World Homebuilder Management, you can track anticipated and committed costs and book revenue at the time of closing—even when invoices for the project are still outstanding. You can also book any variance in anticipated costs without involved adjustments to your original journal entries.

### Face the Future with Confidence

The challenges of homebuilding require flexible strategies and quick responses—at every layer of your organization. Critical to your current and future success is a software system that will flex and grow with you, and give you the ability to mesh and manage all your organization's operations smoothly.

JD Edwards World Repetitive Builder (Homebuilder) Management stores, tracks, and disseminates the data needed throughout the homebuilding cycle, from sales to closing. As your business increases in size and expands to other areas, JD Edwards World Repetitive Builder (Homebuilder) Management gives you the scalability, flexibility, and built-in integration tools to help you adapt to changing environments and demands.

Like the homes you build, JD Edwards World Repetitive Builder (Homebuilder) Management offers quality, value, and functionality. Every step of the homebuilding cycle is faster, more economic, and more efficient because of the software system that's easy to use, low cost, and user-defined. No matter how your roller-coaster business world moves, Oracle's JD Edwards World Repetitive Builder (Homebuilder) Management makes it easier for you to manage and succeed—now and for years to come.

### Contact Us

For more information about JD Edwards World, visit [oracle.com](http://oracle.com) or call +1.800.ORACLE1 to speak to an Oracle representative.



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