



Making It Easier To Buy, Sell And Build Homes

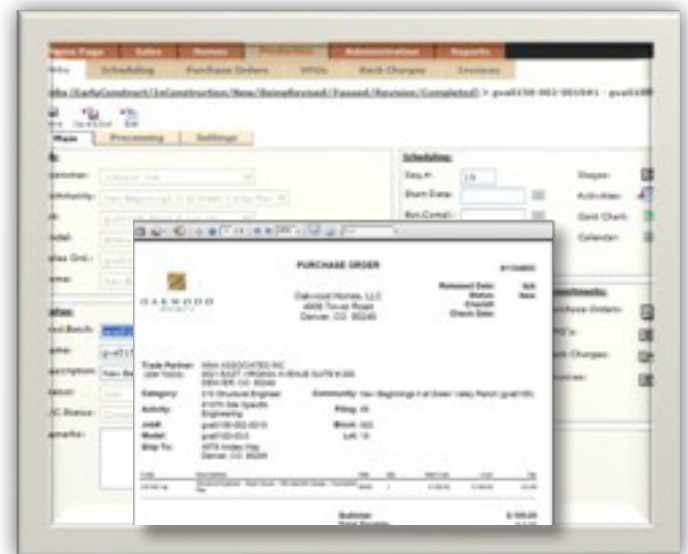
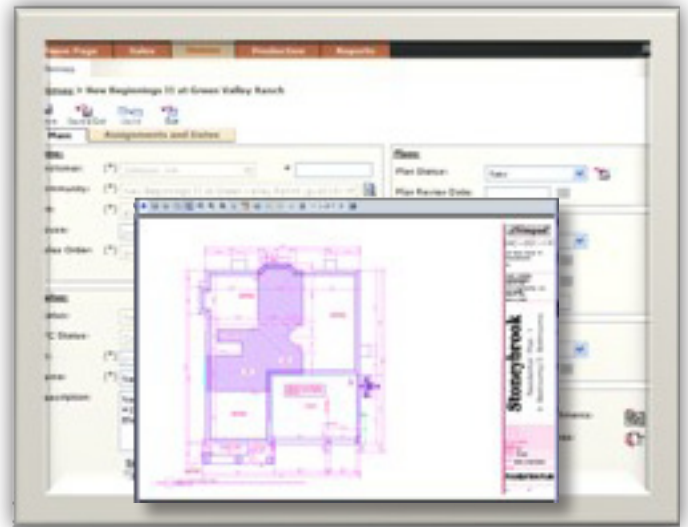
ESTIMATING & PURCHASING

Kova Sales Pro automatically transfers all sales information to production. Kova's base plan and option bill of materials, plan specific activities, dynamic bid evaluations, preferred vendors, and purchase orders streamline management of all production information.

Manage standard plans and options with Kova Enterprise and define complex rules to automatically manage the inclusion or exclusion of options based on pre-defined conditions. Rules drive option selections availability in sales and design. Community rules control anti-monotony and lot fit. Manage all product related information in a single place that is accessible to users based on security permissions through Kova's Product Data Management.

Control your costs with on screen bid comparisons and then generate electronic purchase orders. Customizable workflows enable users to define processes for releasing purchase orders, requesting and approving variance purchase orders.

Customize your plans to meet individual customer's requirements without losing control. Kova's custom option system enables your sales team to redline plans and then pre-defined workflows manage the process to ensure all stakeholders are informed of the change and the appropriate parties approve before communicating the change to the field.



300 Trade Center, Suite 3690 | Woburn, MA 01801
Phone: 781.569.0090 | Fax: 781.569.0092



"There are so many features of Kova that I like, but one that stands out is the feature that turns on and off options when appropriate. This feature helps present the buyer with the correct options available and assists the sales agent in selling the correct options. We often have options that are affected by other options. Before using Kova we were prone to misinterpret our options because there wasn't a feature like this available to us. Once a mistake like this is made, the buyer loses confidence in you as a builder. Kova gives me the confidence that the correct options are being selected and, in turn, that our sales contracts and purchase orders are error free."

*Brian Milbrett
Operations Manager
Touchstone Homes Inc., Atlanta*

Kova Estimating & Purchasing Features:

- Manage Standard Plans & Options with Dynamic Rules Based Plan Hierarchy
- Create Lot Fit Rules & Anti-Monotony Rules
- Manage Bid Process Online with Trade Partner Portal
- Track Permit Status
- Save Attachments
- Process Custom Options
- Customizable Workflow for Purchase Order Release
- Manage Contract Cancellations at Any Stage of Construction
- Generate Lot Specific Plans with CAD Integration Through Blackpoint



300 Trade Center, Suite 3690 | Woburn, MA 01801
Phone: 781.569.0090 | Fax: 781.569.0092

