NEWSTAR

The Leading Single Integrated Software for Builders & Developers.

Constellation
HOMEBUILDER SYSTEMS

NEWSTAR

YOUR RETURN ON INVESTMENT

AUTOMATE PURCHASE/ WORK ORDERS
$437 PER HOME

INCREASE EFFICIENCY/ REDUCE CYCLE TIME
$450 PER HOME

IMPROVE OPTION MARGINS
$500 PER HOME

AUTOMATE COMMUNICATION & REDUCE ERRORS
$1,750 PER HOME

INCREASE PROFIT ON EVERY HOME

CALCULATE YOUR ROI WWW.CONSTELLATIONHB.COM/ROI

SAVE TIME AT EVERY STAGE

-2 HRS PER HOME
AUTOMATE SALES CONTRACTS

-200 HRS PER PERSON
BUILDERS/SUPERINTENDENTS
INTEGRATE FIELD TO BACK OFFICE

-200 HRS PER PERSON
ACCOUNTS PAYABLE STAFF
AUTOMATE PURCHASE ORDERS

-192 HRS PER PERSON
WARRANTY STAFF
AUTOMATE SERVICE & WORK ORDERS

Average production single-family builder with customizations.
Based on hundreds of builders using NEWSTAR software.
Calculate your company's ROI at www.constellationhb.com/ROI

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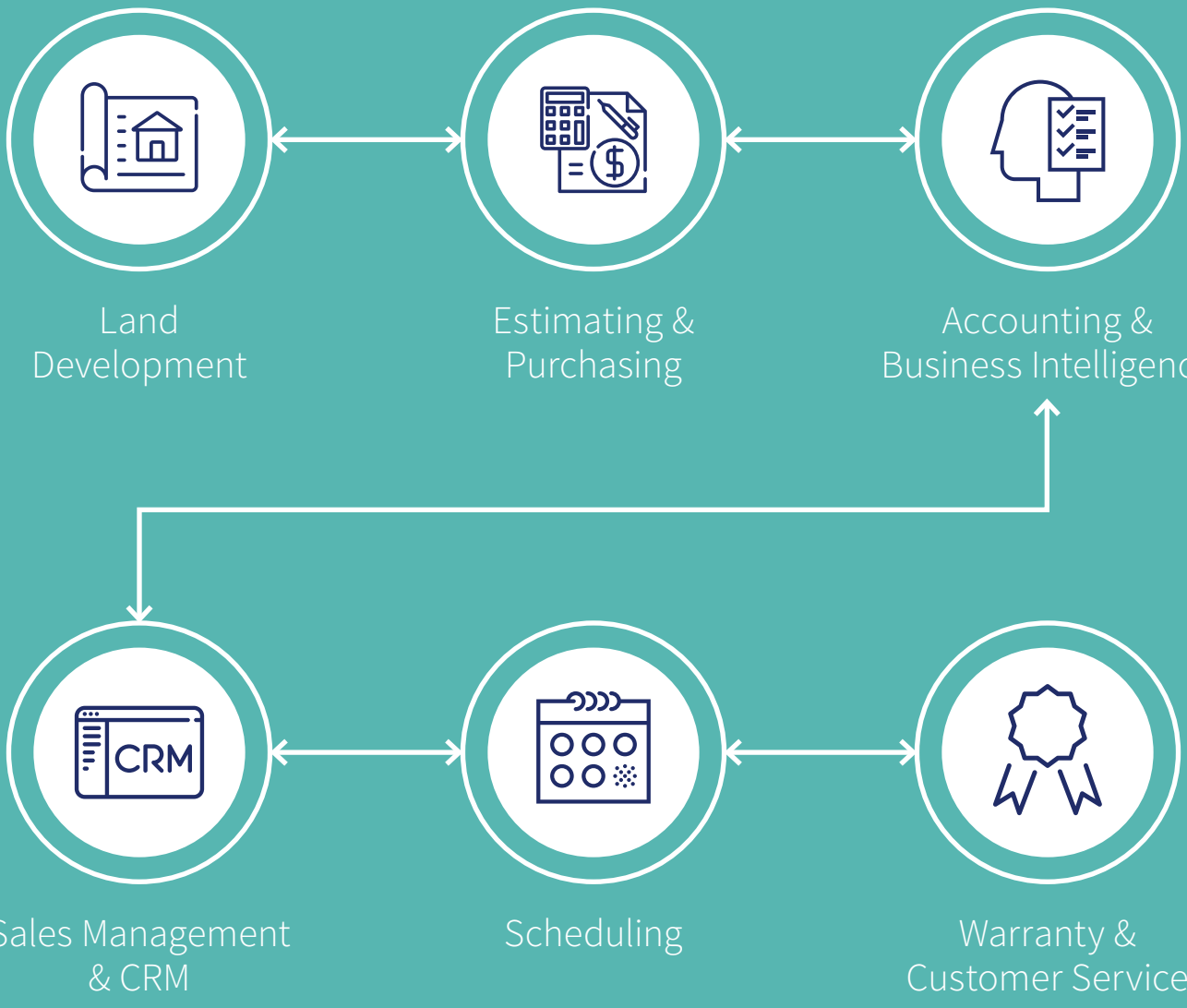
Drive business growth with NEWSTAR production & accounting software.

NEWSTAR is a single integrated software solution engineered to manage all your business functions while supporting your business growth. Designed for residential construction projects including single-family, multi-family, high-rise, condominium and land development projects with a focus on business management.

Key Advantages:

- One system powers your entire homebuilding enterprise and is fully scalable to grow with your business.
- Flexible enough to adapt to ever-changing business processes, complex operations, customer and trade relationships, all while tracking every dollar earned and spent.
- Work with one provider using one central database. Reduce redundancy by having all your employees work from the same database and enter data only once.
- Helps you make faster business decisions, reduce costs and drive growth.



"After reviewing our systems' performance since we became a customer (20 years ago), we found Constellation to be the top rate supplier of so ware solutions and services. From development to production, to sales, to warranty, and all accounting functions, we enjoy advantages from the total integration of all these so ware solutions."

— Joe Vercillo, Primont Homes

Land Development & General Construction

Monitor cash flow, manage large vendor contracts and successfully plan your resource allocation for large plots of land.

For real estate developers, project managers and land developers:

- Maximize profitability with easy analysis and cost control on every job.
- Manage and accurately forecast with procedure controls and cash flow projections.
- Easily track equipment and fixed assets.
- Accurately deploy progress billings for commercial and industrial builds.
- Improve vendor relationships with more accurate and timely payments.

Features & Advantages:

Gain an unprecedented level of development control with LandDev and NEWSTAR General Construction automated workflow.

LandDev

An operational system for your land development department that interfaces with your existing accounting system.

- Hosted in the cloud providing functionality at your desk or on-site.
- Ready-to-use templates for establishing job schedules, tracking job progress, managing change requests or can be customized for situations on each project.
- Contractors input formatted bids enabling a side-by-side comparison and costs are accurately accounted for throughout the land development process.
- Easily build a database of land parcels and manage acquisitions, entitlements and land banking.
- Project costs forward for a job, or a series of jobs similar to a Cash Flow Analysis as well as update and keep historical records.
- Track and organize documents to develop consistent "best practices" and improve efficiency throughout the company (blueprints, contracts, permits, bid submittals, spreadsheets, correspondence letters and images, etc.)
- Provide hundreds of report templates that can be customized to meet your needs and send reports for quick decision-making throughout your organization.

GENERAL CONSTRUCTION

- Incorporates progress billings and integrates to the accounting system.
- Manage large construction projects that are not broken down to the lot level i.e. Land Development and Shopping Centers etc.
- Track and manage budgets, large value contracts and change orders.

"LandDev is my favorite software of all time. It helped our team to plan our budgets better, reduce time spent on repetitive tasks, track project costs and be more efficient."

— David Wiggins, LGI Homes

Estimating & Purchasing

Manage building costs and increase the predictability of your business with NEWSTAR estimating and purchasing construction software.

- NEWSTAR Option Management controls selections, upgrade options and available pricing to optimize sales efforts.
- Optimize sales and margins with Home Production Management, a powerful control system that ensures you make or exceed budgeted/targeted profits.
- Set up multiple budgets throughout the building cycle.
- Define model options and upgrade offerings by lot.
- Upload vendor pricing from excel.
- Streamline trade bidding and bid comparisons.
- Automate purchase order generation from sales contracts tied to schedules.

Features & Advantages:

Streamline and optimize your business processes.

NEWSTAR PURCHASING

Fully integrated with sales, scheduling, warranty and accounting.

- Set up multiple sets of purchase orders with user-defined workflow rules.
- Build a pro-active process flow responding to changes during the building process.
- Create a parts product library to manage vendor pricing with details and images.
- Allow order changes with the added feature of multiple approval levels.
- Communicate regarding purchase orders with multiple approval levels.

NEWSTAR HOME PRODUCTION REPORTS

Utilize all the data inside the home production software with effective ad-hoc reporting.

- Develop user-defined custom reports for any business function that are delivered automatically to targeted employees when they need them.

> *"NEWSTAR is important for the integration and simplicity, it allows us to complete multiple facets of construction on one platform, it is easy to use, and allows user engagement"*
>
> — Leanne Eldstrom, Qualico

BUILDER CASE STUDIES: NEWSTAR DELIVERS RESULTS

DOUBLE THE VOLUME AT NO EXTRA COST

eQ homes
WWW.EQHOMES.CA

Production Single Family & Multifamily

eQ Homes enriches lives by creating great communities in which to live, work and play.

As part of the company vision, eQ Homes cultivates creativity by challenging the status quo and encouraging employee innovation. This means embracing technology while enhancing process and quality.

CHALLENGES BEFORE NEWSTAR:

- ⊗ Paper, pencils & spreadsheets as project management & reporting tools
- ⊗ Documents & schedules not available on site
- ⊗ Errors caused by manual processes & duplication of efforts result in shrinking margins
- ⊗ Manual processes preventing growth

THE NEWSTAR SOLUTION:

- ✓ Purchased NEWSTAR in 2016, including sales, design center, field scheduling, workflow, customer care, trade & quality management
- ✓ Formalized a structured process for consistent building cycles & feedback
- ✓ Real-time schedules & information are available to builders on site
- ✓ Immediate, direct feedback on any building deficiencies

RESULTS WITH NEWSTAR:

- ✓ Volume doubled in one year following NEWSTAR implementation
- ✓ Overhead costs remained constant during the same period
- ✓ Drastically reduced project administration time
- ✓ Automated workflows improved communication & reduced errors
- ✓ Process & operations aligned with the overall company vision

SAVING 100 HOURS PER MONTH

LiVante DEVELOPMENTS

Production Single Family Homes

LiVante means Living Well. LiVante Developments specializes in elegant, family-friendly and modern townhomes, semi-detached homes and fully detached houses to match a broad range of budgets and aspirations. Buying a LiVante home means discovering the difference between just living, and Living Well.

CHALLENGES BEFORE NEWSTAR:

- ⊗ Wasting time & resources administrating projects manually
- ⊗ Lack of control over budgets & variances, with difficulty forecasting
- ⊗ Errors caused by decentralized data & duplicate data entry

THE NEWSTAR SOLUTION:

- ✓ Purchased NEWSTAR in 2015, including sales management
- ✓ Improved data handling, sharing real-time information across departments
- ✓ Scalable system will grow with the company

RESULTS WITH NEWSTAR:

- ✓ Reduced administrative data entry by 100 hours per month
- ✓ Automated repetitive tasks, eliminating double data entry
- ✓ Enhanced cost control, build tracking & bank draws

"NEWSTAR gave LiVante Developments more control of our costs to stay on budget. Moving forward, our team also looks to evolve the company internally, and implementing more functionalities from NEWSTAR across different departments – the system is scalable to grow with us in the future."

Luminita Zapucioiu
Chief Financial Officer, LiVante Developments

Accounting & Business Intelligence

Integrate construction accounting practices, make informed decisions at a glance and reduce costly errors throughout your organization with NEWSTAR.

NEWSTAR is a proven accounting software developed for builders and the flagship product for Constellation HomeBuilder Systems. Most clients choose the accounting functionality in NEWSTAR for its logical workflows embedded in the functionality and wide financial capacities.

- Set up and manage an unlimited number of companies with separate budgeting and reporting streams.
- Simplify builder finance and analysis comparing projections to actual.
- Estimate real-time cost to complete per lot/unit.
- Analyze variances in real-time to prevent margin erosion.
- Integrate advanced accounting functions — i.e. automatically update your bank regarding construction load funding.
- Streamline workflows and automate repetitive functions like manual entry of paper invoices.
- Increase efficiency of payment to vendors via an Electronic Funds Transfer (EFT) and using NEWSTAR Payroll to properly allocate labor costs to jobs.
- Custom analysis and effective Microsoft SQL-based reports via Microsoft SQL Server Reporting Services.
- Comprehensive high-level business reports perfect for executives on the go and based out of multiple locations.

Features & Advantages:

Advanced accounting tools for mission-critical financial tasks with built-in reporting.

NEWSTAR ACCOUNTING

- Easily manage multiple companies throughout the application.
- Track and manage all entries in the system with online audit trails and easily access financial and job detail drill-down information.
- Streamline the payment process integrating accounts payable to purchasing.
- Manage corporate level budgets.
- Create user-defined financial reports.
- Collect cost of goods sold in one location.
- Automate house closing with purchasers without any manual entry (recognizes revenue, deposit paid, any closing costs) with Electronic Closing Journal.
- Allocate costs and revenue between related companies with intercompany auto-balancing.

NEWSTAR ELECTRONIC FUNDS TRANSFER (EFT)

- Transfer money from one bank account to another bank account electronically.
- Use EFT to pay trades and suppliers immediately and securely.
- Reduce administration costs by automating tasks – electronic payment systems reduce clerical efforts and is more efficient in encouraging trades to complete work towards deadlines.

NEWSTAR LOAN DRAWS

- Track loans from banks lot by lot and draw downs by actual cost or the production schedule integrated into the job cost accounting.
- Produce professional reports to lenders.

REPORTING AND DASHBOARDS

There are hundreds of uses with the reporting feature. Our Samples Library offers creative scenarios that will save you time and effort across all your desired business functions.

- Comprehensive, easy-to-use, easy-to-install, spreadsheet reporting for NEWSTAR with drill-down capability to source transactions.
- Allows the use of ad-hoc queries and pivots for any end user without the need for specialized database knowledge.
- Allows you to visualize your information through personalized dashboards, customized charts, graphs, and pre-built lists.

Sales Management & CRM

Maintain engagement within your sales cycle from creating interest, to creating contracts, all the way to getting referrals.

- Turbocharge your new home sales by connecting your front and back offices in real-time.
- Track all customer data from the initial point of contact through home production and customer service in a true home builder CRM system with no duplicate data entry.
- Generate, acquire and nurture customer leads by capturing, then guiding sales agents and homebuyers through the entire sales process with sales and lead management.
- Automate financial calculations, contract creation and sales reporting.
- Display homes in an interactive sales center, allowing homebuyers to view and select options and then monitor the progress of their new home.
- Strategically manage marketing dollars for highest ROI with custom reports and analytics.
- Provide a fast, easy and secure way to complete and sign contracts in the sales center, at home, or across the globe.

Features & Advantages:

Sales management features that simplify, automate, and provide quick access to data in one place.

NEWSTAR SALES

Automatically record prospective homebuyers including tracking prospect visits by sales office and type of prospect.

- Ensure that you never miss a thing with automated "to do" lists and compulsory follow-ups such as deposit dates, lot reservations, selling of released lots, and other custom options.
- Determine a homebuyer's pre-qualification based on credit applications and loan requirements. Design a contract package with legalities and all related documents.

NEWSTAR WEB LEADS

Automated web-based lead qualification and prospect management tool.

- Prospects – Can quickly enter their contact information, view models with images and floor plans within a specific community.
- Sales - Quickly get new leads into the sales system to notify sales agents, qualify leads, and personally respond to and focus on prospects that are ready to purchase.
- Can be easily linked to the builder's contact page.

NEWSTAR SITE MAPS

- Visually map all lots and link to NEWSTAR Sales for up-to-date information on sales in the community.
- Links your sitemap images with lot separation to NEWSTAR Sales.
- Integrates to the OnLocation web platform so mobile users can easily access this information.

NEWSTAR DOCUMENT MANAGER

- Allows any document to be stored, tagged and securely used by all employees.
- Head office reports in Microsoft SSRS can be run in the field giving mobile employees real-time reporting capability from any location.
- Links to your website to show potential homeowners the lot status.

DOCUSIGN

- Reduce risk and save time and money with DocuSign electronic signature solution.
- Now integrates directly with NEWSTAR Enterprise to help achieve greater compliance and accelerate the approval process.
- Provides home builders, contractors and home buyers with the easiest, fastest, most secure way to complete and sign contracts and more — anytime, anywhere.
- Sign sales contracts at the sales center, at the construction site or send them across the world and back in seconds.

DocuSign is a registered trademark of DocuSign Inc.

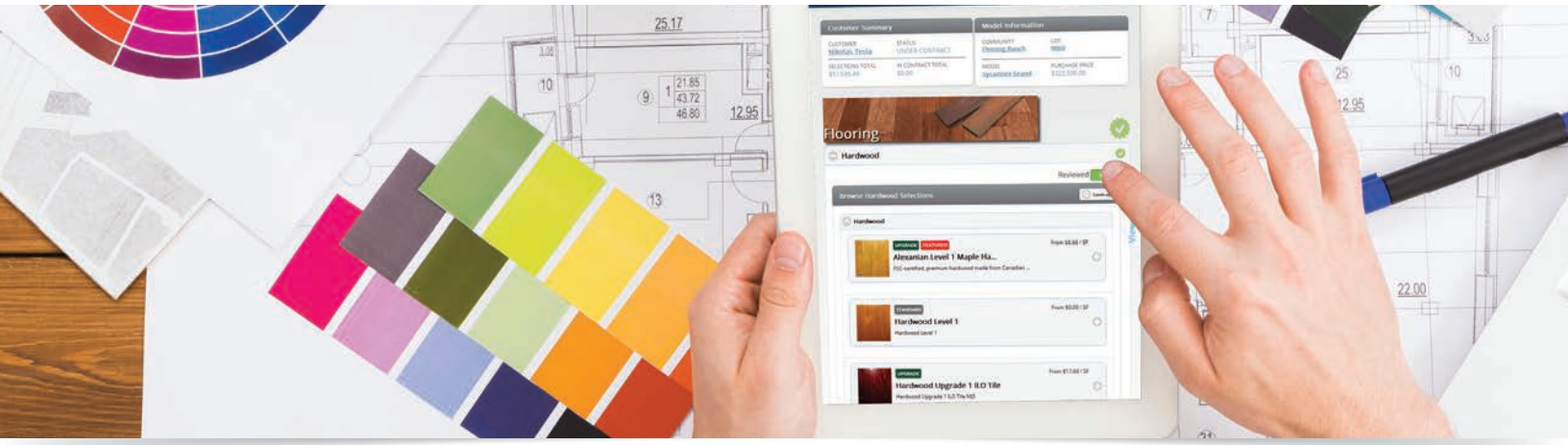
Design Studio Management

Simplify the options selection process, increase customer upgrade revenue and improve design center workflow during your client design appointments.

NEWSTAR Design Studio Manager provides home builders and developers with a single environment for managing and simplifying your complex options selection process.

- Simplify the option selection process by making it easier to identify options.
- Improve accuracy and completeness of sales contract addendums.
- Improve interaction with design center visual merchandising strategies.
- Structure a selections process that works for you.
- Be more informed with real time product information, sales contracts and construction schedules.
- Mobile-capable with touch or scan input methods.

> *"In having more time to showcase the upgrade products, the consultants noticed that their sales volume was also increasing (total sales increase of 30%)."*
>
> The Remington Group Inc.



Features & Advantages:

Design Agent Portal, Customer Wish List and Floor Plans are integrated and tracked into NEWSTAR Sales for final contracts.

DESIGN AGENT PORTAL

Simplify and improve the flow process through your design center with a powerful management tool linking physical products directly to the sales addendum.

- Structures the design selection workflow for designers and customers.
- Fully integrates with your main ERP system in real time.
- Mobile-enabled during design center appointments.
- Easier option selections with bar code scanning solution.

CUSTOMER WISH LIST

Enhance the options selection process for new home purchasers with access to a personalized online portal to preview options prior to visiting the design center.

- Customer-facing options are displayed in a self-serve portal.
- Linked to your existing product database in real time.
- Lists product pricing, availability and photos.
- Reduces design center appointment time.
- Prompts designer to pre-populate the sales addendum.
- Records approval or rejection of proposed wish list items.

FLOOR PLANS

Built for designers to create digitally integrated red line floor plans.

- Easily add options to floor plans - direct integration into Design Studio Manager Agent Portal allows client's favorite items to be dragged right onto the floor plan via tablet.
- Supports architectural icons and colored pin locators for a rich floor plan.
- Create contract addendum items in real-time for accurate budgeting and estimates using the drag and drop feature.
- Automatically create addendum items during client meetings.
- Produce rich lot documents with seamless mobile integration.
- Automatically produce PDF summaries that sync back to NEWSTAR software as a lot document.
- Enhance communication across the organization by adding client appointment details.

Scheduling

View and control builder production schedules and payments whether from a desktop or at a job site with Constellation's patented Scheduling technology.

- Real-time data access for viewing and managing home builder schedules in the field.
- Visually displays production tasks necessary to complete a job on time as well as impact of schedule changes on an overall completion date.
- Automates email notifications delivering consistent, timely and accurate information to home buyers, internal staff, trades or suppliers at various stages of the production cycle.
- Keeps your trades and vendors connected to your organization.
- Greater accuracy and time efficiency with real-time communication between the home builder, field staff, and suppliers or trades on each construction project.
- Scheduling integration manages selections availability logically based on home build cycle to reduce late extras.

Features & Advantages:

NEWSTAR Scheduling – Real-time scheduling for managers in the field with a task-based approval system.

ONLOCATION SCHEDULING

On-site scheduling system for managers via mobile.

- Field scheduling that allows for real-time data access and manipulation of construction schedules.
- Update schedules with task actions and view variance purchase order requests.

VENDORLINK – DESKTOP

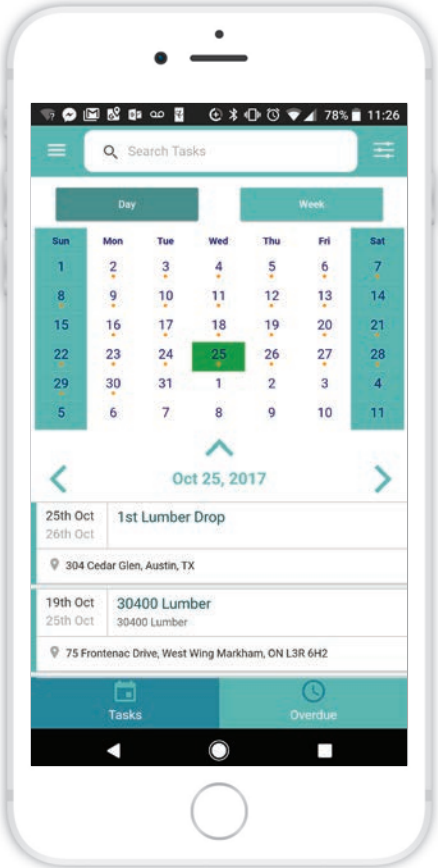
Provides instant access to all lot documents.

- Push important information to your trades to keep them informed of schedules, documents and purchase orders, account payments and communications.
- View data in real-time providing valuable management of construction scheduling.

VENDORGO APPLICATION – MOBILE

Improve vendor to builder communication through real-time information while in the field:

- Vendors and builders can view and combine their data into an integrated schedule and a single account.
- Simplify vendors' daily tasks and communication while optimizing the return on investment for builders.
- Flexible and easy to use.
- Manage your workload more efficiently by sorting and setting priorities.
- Fewer Errors - Get real-time information from all your builders to minimize errors and wasted effort.
- Offline Functionality - Stay connected without a connection with mobile device integration technology.



Warranty & Customer Service

Strengthen your client relations with interactive homeowner and builder portals that enhance the homeownership experience.

- Access construction schedules and documents including completion dates, warranty information, upgrades and options.
- Track warranty service performance for subcontractors and customer service managers.
- Receive instant notification on critical warranty dates and changes.
- Build customer relationships with an integrated system that is easy to use and maintain.
- Provide cutting-edge data intelligence.
- Reduce service time during the new home warranty period and increase customer service for new home purchasers.

Features & Advantages:

NEWSTAR Customer Service and Warranty integrates with sales, production and accounting modules to keep close control of work orders and warranty requests.

CONASYS HOMEOWNER CARE PLATFORM

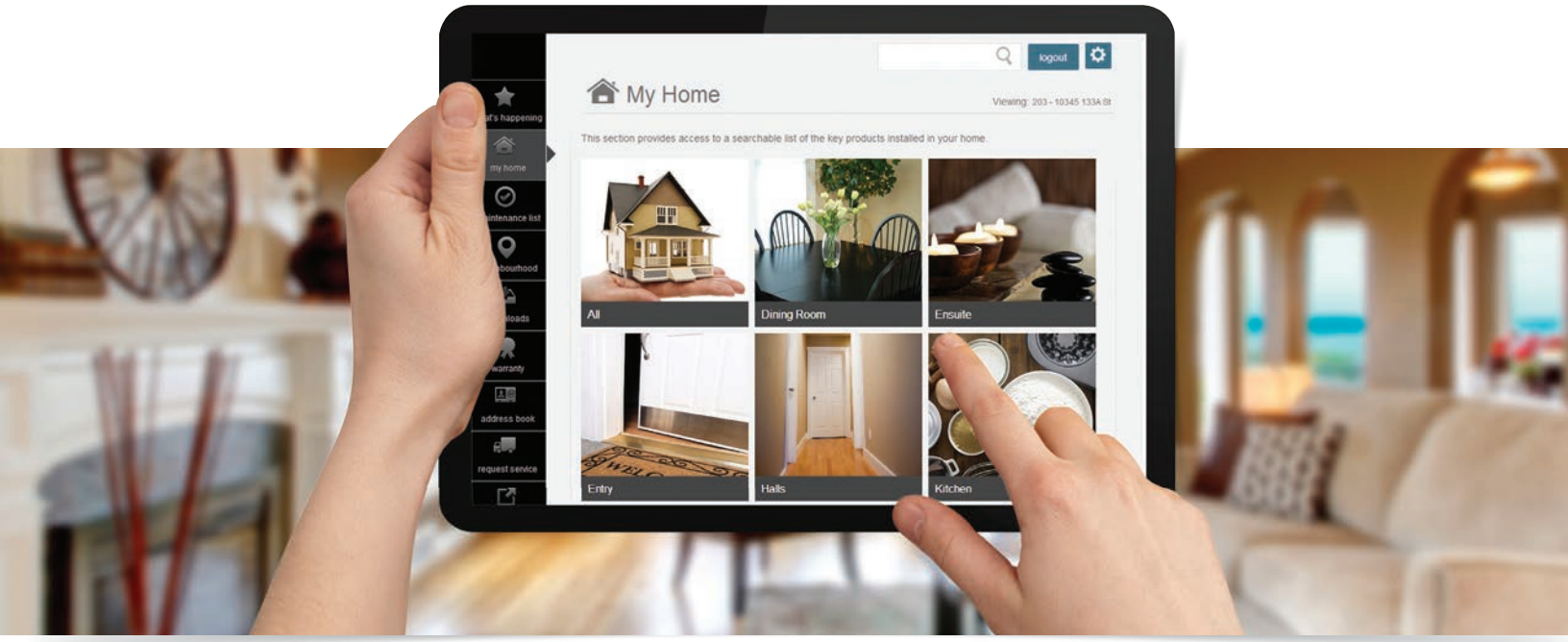
Built specifically for new home builders and developers, offers fully interactive homeowner and builder-specific portals that will fundamentally change how you view homeowner care and the homeowner experience.

- Interactive Homeowner portal provides room-by-room access to unit-specific information such as appliances, operating manuals, warranty information and neighborhood-specific amenities.
- Builder portal provides detailed project information service request data, deficiency reporting, and more.
- A deficiency review app to enhance the efficiency and effectiveness of your pre-delivery inspection process.
- A service request management system tracks and manages warranty-based homeowner service requests.

ONLOCATION WARRANTY WEB

Gives you instant access to all homeowner data, contact information, status of work orders in progress, plus all the warranty information you need at your fingertips for each home you build.

- A web-based mobile application, for on-site walkthroughs, pre-delivery QA checklists and post possession warranty inspections.
- Signed PDIs are sent to NEWSTAR for archiving and the work order is created immediately, then tracked and updated.
- User can even include up to 5 images for a single deficiency that sync back to NEWSTAR.



NEWSTAR Implementation

Maximize the value of your software investment. Our Services team of home building software experts will lead your organization from software installation through implementation:

1 BUSINESS PROCESS REVIEW

- We work on-site with your project team to tailor your implementation project plan.
- We meet with each department to understand your business requirements prior to system configuration and set system goals for the new software.

2 MASTER FILE SETUP

- Building upon the Business Process Review we define coding structures, system configuration, system security and plan data building workshops.
- We work with functional teams from each department for data-building workshops (purchasing, accounting, scheduling, customer service/warranty, sales, etc.) to create production-ready data in anticipation of your Proof of Concept.

3 PROOF OF CONCEPT

- The Proof of Concept (POC) confirms our assumptions, system configuration and data-build in a working model.
- We run through a series of test scripts and scenarios to ensure that your system is working as expected.

4 GO-LIVE SIMULATION

- Our teams will use the go-live simulation to define a process for our go-live event.
- Our project teams will create workflows to understand exactly how we will need to manage different work-in-progress (WIP) scenarios.

5 TRAINING & DATA READINESS

- Following the go-live simulation, we ensure your data and your end-users are ready for go-live week.
- End users from each department will participate in training to ensure they have the knowledge to effectively do their job on day one.

6 GO-LIVE

- At the time of go-live, all active and new projects will be in your new software system and you will have one single system to manage all of your data.
- We will be on-site during go-live in a supporting capacity and as needed post go-live.

NEWSTAR Training

Driving effective system adoption doesn't end with software "go-live". It's an ongoing effort and needs to be revisited on a regular basis. The Services team is ready to assist you in these efforts:

SYSTEM AUDIT

- As your business has evolved, master file decisions you made initially may not be ideal moving forward. The "System Audit" will review your current system master files and provide a written report that identifies any "red flag" concerns or areas of your system.

BUSINESS PROCESS REVIEW

- The "System Audit" identifies areas within your current system configuration that may need to be revisited because of your evolving business.
- Our on-site "Business Process Review" workshop meets with each functional department, provides written recommendations and a recommended plan for the implementation of these changes.

ONGOING TRAINING

- New modules, functionality new to your company, and new employees often require additional training. Our consultants are available to provide training onsite or over the internet as needed.
- Regular re-training is offered when there is new software updates and new changes to the clients' business.

Technical Services

As the largest provider of home building software, we are dedicated to continuously improve our home construction software with user groups and early adopter programs that allow our builders to influence and guide our development efforts.

- We develop a minimum of 25 major software releases and over 1,000 enhancements every year.

Customer Care

The industry's most comprehensive customer care program delivers product assistance, technical expertise and innovative self-service tools 24 hours a day, seven days a week. Our world-class Customer Care Team delivers value for your organization.

- Talk to real people with home building software expertise within seconds of dialing our toll-free client service number.

"What we love the most is that their customer care website is incredibly easy to use for all of our employees and provides so much comprehensive information. With system updates, training manuals and a ticket portal to ensure that any issues are tracked and resolved in a timely manner, we are able to get exceptional customer service with just the click of a button."

— Green Brick Partners

About Constellation HomeBuilder Systems

As the largest provider of software and services in the building industry, Constellation HomeBuilder Systems has two goals: to empower builders with information to drive business objectives and to simplify the process of building homes and condos so you can maximize your return on investment. We provide innovative solutions as standalone or integrated systems, and our team of home building software experts bridges the gap between construction and technology. Our software is built on the feedback and best practices provided by our customers – the best and brightest home builders across North America.

About Constellation Software Inc.

Constellation Software is a leading provider of software and services to a select group of public and private sector markets. We acquire, manage and build industry - specific software which provides specialized, mission-critical software solutions addressing the needs of our customers. Our businesses continuously develop innovative solutions that help our customers – over 125,000 customers in over 100 countries – achieve their objectives.

Constellation
HOMEBUILDER SYSTEMS

The power to build smarter.

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