

# EMIR industry news

*Please pass it around...*

Issue 12. February 2007

## Welcome...

to this, the 12<sup>th</sup> edition, of our EMIR Newsletter. We have news from the AEMT, a case study from a very active and growing EMIR user, a special offer on training, a review of the Quoting module, and help if you have ever managed to minimise a print preview window and not been able to find it!

We hope you all enjoy this newsletter and we look forward to your feedback and participation!

**Please pass it around to all EMIR users and anyone else who wants to read it!**



The AEMT are extremely busy at the moment processing the yearbook, which is normally out in May. If you haven't done so already, then please organise your adverts and your listings ASAP by contacting the secretariat as below.

Also, there are a couple of Area meetings due in the near future:

**Weds March 7<sup>th</sup>. Southern Area meeting.**

**Weds May the 2<sup>nd</sup>. Northern Area meeting.**

Drives & Controls are also running a special feature on the AEMT in its March issue. If you wish to advertise, or provide content for this special supplement, then please contact Doug Devlin at Drives & Controls on 01922 644766 or the secretariat for more details.

**Also, the AEMT have reported that criminals, intent on theft, have targeted several members' premises.**

Items stolen include Pumps, Motors, Wire, Vehicles and Compressors. A common aspect is an individual arriving in a plain white van to size up the premises, whilst pretending to need a small amount of scrap copper for a crane or dodgems, etc. Premises have then been 'ram raided', had alarms filled with foam, and successful thieves have even used a hiab to attain entry over boundary fences and have then stolen vehicles and gas cylinders.

For more information please contact the AEMT secretariat on 01904 674899.

## Case Study: StarDelta Ltd

StarDelta was formed in 2003 by Malcolm Martin, and has rapidly grown into a serious player in the electro-mechanical repair, sales and services market from their base in Grimsby.

Malcolm is well known in the industry after spending many years at E.A. Wright's and then GEC Alsthom, and latterly ALSTOM in Grimsby. It was during his time at GEC that Malcolm came across EMIR and truly appreciated its applicability to the business and moreover, its ease of use. This became even more apparent to him, when due to the French takeover of GEC Alsthom, their EMIR system was replaced by another system which was definitely less applicable and user-friendly!

As Malcolm says, *"When EMIR was introduced as part of the takeover by GEC, we were hopeful that it would be an improvement on the largely paper-based system that was in place, and we were delighted with it from day one. It gave us the important information we needed to manage jobs and did it in an easy, logical, and user-friendly way. In short, it worked the way we did, and we made good use of the system."*

When Malcolm decided he was to leave ALSTOM and start his own business, he was delighted to find he could purchase EMIR and was pleasantly surprised to see the advances that had been made to the system.

He installed EMIR at the inception of StarDelta, and has simply not looked back. **He has managed to grow his business substantially, exceeding his initial expectations, with only one full-time administrator**, and this has been possible by making full use of the EMIR system from day one.

As Malcolm explains, *"I had absolutely no hesitation in installing EMIR at StarDelta. I was delighted that EMIR was available, and that it was still the simple and user-friendly software that I remembered. It has been key to allowing us to control a business that has grown rapidly, and it has really been a great help and provided me with piece of mind, and of course, the necessary figures I need to manage my business."*

StarDelta provide a full range of Motors, on-site services, and of course, 24-hour call-out for their clients. We are sure that with Malcolm's drive and experience they will continue to prosper, and we wish them all the best for the future.

## Special Feature: The Quoting Module

The Quoting module is an optional module for both the Standard and Professional features of EMIR. In recent times, thanks to EMIR's continued progression into new companies, we have developed new functionality that now makes the Quoting module an **essential part of the EMIR system**. For those of you who don't have the Quoting module, or haven't upgraded recently, here are some of the fantastic features that this module now has to offer:

- ✓ The ability to raise a Quote using your existing Work Done Codes and Work Done Groups.
- ✓ The ability to mark a job as awaiting quotation, and to report on all the jobs that need a Quote that haven't had a Quote done yet.
- ✓ When a Quote is produced, it can be raised directly from a job or on it's own [for sales, etc.].
- ✓ When a Quote is raised for a job, the job status changes from *Work In Progress* to *Evaluation* whilst the Quote is open. EMIR can then report on all open Quotes and on all jobs that have Quotes outstanding.
- ✓ When a Quote is accepted it will either raise a job from you [if it isn't linked to a job already] or will move the status of the job back from *Evaluation* to *Work In Progress* for you to start work on it.
- ✓ If the customer rejects a Quote, the Quote can be closed and the job will move from *Evaluation* to *Scrap* status to be returned to the customer or scrapped. [It can still be delivered and invoiced].
- ✓ You can also copy one Quote to create another, to save time on producing similar Quotes for the same or different customers.

### Some very new features...

- ✓ You can now also produce a **BASEEFA** style Quote, which allows recording of BAESSEFA details and allows both a printed Quote and a Certificate of Conformity to be produced.
- ✓ You can now also include a Damage report, which is unlimited free-text entry, on all Quotes, regular or BASEEFA style.
- ✓ You can record and plan estimated materials and labour costs against a Quote, in a similar style to how you record such costs against a job. This builds up a list of required materials and man-hours for the work to be done, and these can also [optionally] be listed on the Quote if you wish.
- ✓ Another brand new feature is the ability to be able to raise Purchase Orders [purchasing module required] for your estimated spares, so that the PO is raised from the Accepted Quote and the purchased items **are purchased directly against the job**. All you have to do is simply choose a supplier for each item you wish to purchase, and EMIR will do the rest for you!
- ✓ You can now also raise File Based Quotes – Quotes written in Word or Excel – in both the Standard and Professional versions of EMIR.

**So, many reasons to have a closer look at the Quoting module!**

If you already have the Quoting module, then perhaps you should consider having some of the latest features built into your system. Please call us for your options and we'll be happy to guide you!

## Have you ever 'lost' a minimised Print Preview?

If you have, you will know it's quite frustrating! When it disappears behind another window [such as the Report dialogue] you can't get at it, and it can effectively 'lock' up the whole system, as it is active [waiting for your click] but hidden from view.

Well help is at hand. Here is a solution!

Simply *right click* on the Windows task bar at the bottom of the screen. This is the bar that runs next to the Start button at the bottom of the screen. From the pop-up menu that appears, choose *Cascade Windows* and hey presto, the windows will all be listed in an accessible manner, including the print preview window that you can then close normally [by clicking the x in the top right corner as normal]. Hope this helps!

## Training Days @ £33% Off!

EMIR is a system that has many features, some of which you may not be using or understand fully, and some areas that you may not have even tried or investigated at all since your original training at installation! Well, if that's the case and you feel you need a knowledge top-up, now is the chance to get some training at a reduced rate.

Instead of our normal rate of £450 + Expenses, you can now get a day's training on your beloved EMIR system for just £300 + Expenses, saving a third on our normal rate.

**This offer is only available for training days that are booked before March 31<sup>st</sup> 2007.**

Name: \_\_\_\_\_

Company: \_\_\_\_\_