

# EMIR INDUSTRY NEWS

Please pass it around...

Issue 24. February '10

## Welcome...

We hope you enjoy this edition of the newsletter and we look forward to your feedback and participation!

This newsletter announces the production of a new EMIR Brochure describing the modules and extensions available for EMIR – we think you'll be surprised at what is actually covered now by EMIR and no-one customer has all the options available – so there is something new for everyone!

We also have offers on new functionality, upgrading and the chance for you to buy some excellent domain names if you want to enhance your presence on the web – even the 'big boys' don't have such appropriate domains, so you can get a leap on them internationally!

Please pass this Newsletter around to all EMIR users and anyone else who would like to read it!

## Key AEMT Dates

Weds 3<sup>rd</sup> March '10

### Southern Area Meeting

This meeting is to take place at the premises of **Mid-Kent Electrical** who are an EMIR Professional user!

For more information please see their website [www.aemt.co.uk](http://www.aemt.co.uk) or call the secretariat on 01904 674899.



## New EMIR 'Modules and Extensions' Brochure



The above diagram is the latest representation of what EMIR now has to offer from a 'Modules and Extensions' viewpoint. Modules, shown in orange, form the core EMIR system, and most of you will be familiar with what they are – even if you don't necessarily realise all they offer! Extensions, shown in other colours, are separate programs to EMIR that make use of EMIR data in new and exciting ways - whether it uses the Internet or PDA's to deliver the information in a new way, or simply extends the functionality of EMIR to cover new areas of your business.

The hardcopy brochures will be sent out to all users during March, but you can download an electronic copy via our website at [www.solutionsinit.com](http://www.solutionsinit.com) and the 'downloads' section.

## New Functionality for EMIR Standard

We are pleased to announce a triple functionality boost for EMIR Standard users, all related to aid the financial control of your business – these options have only been available in our Professional version until now.

The first item is **Credit Limit Checking**. This option will allow you to set a credit limit against each customer [if you leave it at 0.00 for a customer it won't check their credit limit] and it will then look at how much is outstanding on the Sales Ledger and is currently in WIP and determine whether they are within their credit limit for you. Credit Limits can obviously be altered and warnings are displayed if the customer is exceeding their limit on a job at any time. This item costs £240.

The second is **Credit Note tracking against jobs**. This option will show the value of any credit notes raised against the job, on the job, and reduce the revenue on all revenue based reporting. Until now such credit notes have only been visible via the Sales Ledger, but not against the job it was raised for. Now all job costing reports will reflect the credit value. This item costs £180.

The third part of this trilogy is an **extension to the customer 'on stop' facility**. EMIR will now warn users whenever a job is accessed for a customer that is on stop. This will mean that you will not unknowingly add costs to a job for a customer that is 'on stop'. This item costs £60.

So the three items would normally cost £480, but we are offering you the chance to get all 3 for half price, **so just £240, but you need to order by the end of February** to take advantage of this offer. So act now!

Please note this offer is only available to users on our latest 'pluggable technology' version of EMIR, and for those users who have a support contract in place. If you wish to upgrade to the latest version of EMIR, then please see the offer opposite.

## Common Tasks Guide & Checklists

There have been new training guides around for a quite a while now, helping both new and old users to find out the best way to make use of EMIR.

If you visit the [www.solutionsinit.com](http://www.solutionsinit.com) website and go to the 'downloads' section you will find a guide and a checklist to ensure you are using EMIR to the full.

The documents are in PDF format and won't take long to download – a good use of 5 mins!

## Upgrade Old Versions for Half Price!

In addition to all the new customers we have been fortunate enough to add to our client base in the last few years, many of our customers have also chosen to upgrade their EMIR system to the latest 'pluggable technology' version. There are still some customers that are running older versions of EMIR though, and we are happy to offer these customers the chance **to upgrade for Half Price**, providing you do so by the end of April 2010, and you are an existing support contract holder.

This offer is particularly aimed at those customers whose systems are **over three years old**, and are therefore not on the 'pluggable technology' version.

By upgrading to the latest version, you'll not only get lots of fantastic new functionality, but it will be easier and cheaper to keep your system fully up-to-date in the future, and you will continually benefit from all the latest enhancements as they come along [almost daily at the moment!].

So please get in touch soon if you would like to upgrade, and we'll be happy to visit you to show you through the latest version of EMIR and how it will benefit you.

## Electro-Mechanical domains for sale

The following website domains are ideal for your business, to use additional domains that explain what you do. They are particularly useful if you are looking to get highly ranked in the search engines for key words such as "electric motor repair", "electromechanical services", etc.

We purchased them originally with the view of building a web portal, but this is no longer on our list of priorities, so we are looking to sell them on.

We have had the following domains valued by an independent and respected 3<sup>rd</sup> Party, namely domainappraisal.org and they are valued as below:

[www.electricmotorrepair.co.uk](http://www.electricmotorrepair.co.uk) £430-£750

[www.electricmotorsupplies.co.uk](http://www.electricmotorsupplies.co.uk) £308-£550

[www.electromechanicalservices.co.uk](http://www.electromechanicalservices.co.uk) £250- £450

So a min value of £988 and a max value of £1,750.

We are looking to give them a useful home though, **so simply make us an offer for them**, individually or collectively, and get your web presence enhanced considerably!