

# EMIR industry news

Issue 8. Feb 2006

## Welcome!

In this latest edition of the EMIR Industry Newsletter, we are focusing on upgrading your version of EMIR to include new functionality for Windows users, or simply migrating to Windows if you are still using our DOS system. Our 'pluggable' technology is now available for EMIR Standard as well as our Professional systems, and this is described overleaf to help you understand how we are driving EMIR forward and improving the maintenance and upgrade process to make it easier and cheaper for you.

A particularly warm welcome to our latest EMIR users:

- Long Eaton Rewinds, Derbyshire
- Hereford Rewinds, Hereford.
- Boardley & Roberts, Ipswich.
- Electrical Repair Services, Ireland

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

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

## AEMT News

Important dates for the diary for 2006:

**March 8<sup>th</sup> Southern Area Meeting  
The Inn @ Woburn.**

**May 10<sup>th</sup> Northern Area Meeting / Council**

**June 2<sup>nd</sup> Ladies Day**

**June 7<sup>th</sup> Midland Area Meeting**

**Sept 13<sup>th</sup> Western Area Meeting**

**October 18<sup>th</sup> AGM**

**Nov 8<sup>th</sup> Southern Area Meeting**

**Nov 11<sup>th</sup> Dinner Dance**

**Dec 6<sup>th</sup> Northern Area Meeting / Council**

For more information please contact the secretariat on 01904 674899.

## Case Study: Central Electrical

Central Electrical were founded by Mike Sutton in 1972, and have flourished in providing engineering services to a growing base of clients, both blue chip and SME, from its base on Merseyside. Central are a well-established partner in both the ABB Motor Service Partnership and the ABB Drives Alliance, and recorded the highest sales of any ABB motor partner in 2005, recognised by ABB with an award.

As a member of the AEMT, they provide motor and drive sales, service and repairs, but have also moved into many other areas, such as project management, site services and maintenance, and in recent times have forged ahead with their Motor Management scheme, and have helped to drive the development of EMIR Professional in this area.

They installed EMIR in February 2004, after a relatively short purchasing process [Ed: we are always grateful for these!], and it was clear that EMIR met 90% of their requirements straight 'out of the box' and was a big improvement on their existing system, that they had struggled to develop to meet their own needs. As Shaun Sutton, Sales and Marketing Director, says *"We have had quite a hard time with our IT, and despite our best efforts and considerable expense with our previous system, we hadn't managed to get a solution that we were happy with. We were delighted when we discovered EMIR and could see that it was designed for our type of business, and that made it an easy decision to purchase EMIR. Not only have we saved considerable expense on the cost of our old system, but we have also been able to customise EMIR in a short time-frame to allow us to take our IT forward in line with our business goals in providing the best customer service we can."*

Now a well-established EMIR Professional user, Central continue to help push the product forward, as do our other users, and they continue to benefit from the sharing of new functionality across the Professional user base. As Carl Murphy, General Manager says, *"We are very comfortable with the knowledge the EMIR Professional will continue to develop in line with our needs, and that we can benefit from the best practice that is shared and promoted by using EMIR. We look forward to working with EMIR, and the guys at Solutions in I.T. and FHG, for many years to come."*

Do you want to be the subject of a case study in a future issue? Let us know!

## DOS EMIR Users: Now is the time to change!

As an EMIR DOS user, your system is now at least 6 years old! Whilst your DOS EMIR system continues to work away, providing your key business management information for you, **you are now at least 6 years behind with the latest developments that have taken place within the EMIR system.** Not only are you missing out on the extra functionality within EMIR, but you are also not able to take advantage of some of the standard features that Microsoft Windows can bring you, such as using Printer Drivers; USB devices; Email capability; Fax capability; Opening many jobs/windows at once; Using a mouse, Exporting your data from enquiries straight into Excel etc., etc. You may have also noticed that EMIR DOS doesn't run too well with Windows XP and seems to slow all your other windows applications down also – this is a standard feature of the DOS command prompt in XP, and there is less and less support now for DOS-based applications.

Whilst we have no immediate plans to stop support for our DOS-based EMIR system, [not least because we still love it too!] the inevitable march of time means that is now providing you with only half a solution. We have not developed any new general functionality for EMIR DOS for around 4 years now, and this means that you are effectively going backwards in terms of your system performance. We have successfully migrated many users from DOS to Windows version of EMIR, and it is now quite a simple and painless process – **you get to keep all your data, and are trained on how to use the new system!**

The latest version of EMIR Standard has benefited enormously from the invention of EMIR Professional over the last three years, and now boasts more functionality than ever before, and all in an easily maintainable format that will make it easy for us to keep you up-to-date with all the latest developments as they happen. Why not take a fresh look at the Windows system, and make 2006 the year you bring your system into the 21<sup>st</sup> Century? We will gladly provide you with a demonstration and a price for upgrade. Just get in touch and we'll sort the rest for you! **We might even give you a discount price – you never know!**

## EMIR for Windows Standard Users:

### Breathe new life into EMIR with our fantastic 'bundled' offers!

If you are an EMIR Standard user and haven't purchased your system or upgrades in recent times – particularly the last year or so - then you will be receiving our bundled offers, that contain new functionality to bring your system up-to-date with the latest functionality available. **These bundles are discounted by at least 60%, so for example, you can get £1,000 worth of functionality for just £400!**

EMIR Standard is growing in functionality at a very fast rate, on the coat tails of our EMIR Professional system, so many of the features of our top-end solution are becoming available to you at an affordable price. So do take advantage of any bundles that come your way, they are simply the best opportunity to keep your system up-to-date, and at a price you can't ignore! For those of you who demand the ultimate functionality for your business, then you may want to consider upgrading to our EMIR Professional system also, as some of our EMIR users have already done with great success.

## EMIR Pro' Users: Make use of our 'pluggable' technology. Take a look at the latest functionality available for you!

As an EMIR Professional user, you are already benefiting from the most advanced functionality that EMIR can provide, and you will be receiving regular updates containing all the latest tweaks and improvements that EMIR Professional can offer. However, there are also new pieces of functionality, that we have developed, that are also available for easy integration into your system – thanks to our latest 'pluggable' functionality technology that was developed specifically for EMIR Professional. This means that all users have **exactly the same EMIR framework program**, regardless of any customisation they have had done! We can integrate any new/custom functionality that we have developed by plugging in the code module required, so that if you want it, then the code is plugged in, and if you don't then it isn't, which makes maintenance and upgrading of your system easier for us, and much more cost effective for you! **This technology is now also being used in the latest version of EMIR Standard [another reason to migrate from DOS now!]**

As new functionality comes along it can be 'plugged' directly into your system, and there are now many new pieces of functionality available that you can purchase for use in your own version of Professional – we do make a charge for most new functionality to cover our development costs [which could be significant in some cases!] and administration and update time, but **all general improvements are provided for FREE of charge!**

So, if you would like to know what latest developments are available, that you are not using yet, then let us know and we'll list them for you, and even visit to demonstrate them for you if you want!