

## Why Upgrade to EMIR Standard from Easy?

EMIR Standard takes the basic functionality that Easy provides, but then provides a whole new level of management capability for you. Manage all of your business easily from one system!

### What are the major differences between EMIR Standard and EMIR Easy?

- EMIR Standard allows you unlimited users [by purchased licenses], whereas Easy is limited to 2.
- EMIR Standard allows you to add additional modules to cover more of your business:
  - Stock Control – manage all your stock & issue it to jobs, with provisioning functionality.
  - Purchasing – purchase for stock or directly for jobs, receive and reject goods, chase o/s items.
  - Quoting – Create Quotes and keep track of those o/s and those accepted/rejected.
  - Motor/Pump Management – Keep track of customers' assets and provide detailed reporting.
  - Finance – Full Nominal Ledger with P&L, Balance Sheet etc. Reduce your accountancy costs!

### Loads More Functionality That's Available in Standard!

- ✓ Email documents directly from within EMIR in PDF format via Microsoft Outlook or Outlook Express. [Layouts can be customised with your logos for an additional charge].
- ✓ Store as many Photo's against the jobs as you want – before and after pictures, and these can also be used on Quotes - if you purchase the Quoting module.
- ✓ Link as many Files as you want against jobs – Word documents, Excel, etc. You can now hold all the info you want against a job by linking the relevant files to the job and opening them from within EMIR.
- ✓ 'Sales' Delivery Note and Invoice layout that lists materials sold instead of just main motor details – ideal for "over the counter" sales or when more than one item is sold on a job.
- ✓ Cash customer functionality – you no longer have to create separate customer accounts for each cash customers or for 'over the counter' sales, but each customer is still stored uniquely and Delivery Notes and Invoices still show all the necessary information and are still searchable.
- ✓ "Split-Job" functionality allowing you to easily create sub-jobs for related work, allowing you to cost a project over several related jobs. E.g. a maintenance contract may have 12 monthly visits and all can be scheduled, costed, delivered and invoiced separately, but then also analysed collectively.
- ✓ Lots of new enquiries and reports, including:
  - Non-productive Labour, showing Holidays and Sickness in detail by person across a date range.
  - Job Audit Trail, so you can see which user did what?
  - WIP reporting – shows value of costs and revenue in WIP jobs.
  - Unprofitable jobs report [shows all the jobs where you didn't make a set %'age profit]
  - Customer profitability reporting – shows overall %'age profit for an entered period.
  - O/s jobs where you don't have a PO number from the customer
  - Turnaround time reporting. How long is it taking you to turn around your work?
  - Items ready for Action – shows all the jobs that are finished and need to be delivered/invoiced.
  - More technical fields available, and many, many more enhancements...

#### Stock

- ✓ Keep track of known parts with known prices.
- ✓ Stock levels and known suppliers are linked.
- ✓ Consignment Stock option.
- ✓ Implement discounts by Stock group by Customer. E.g. You can give one customer 20% off Bearings.
- ✓ Increase or decrease the Cost and Sale prices of your stock parts by Stock Group.
- ✓ Stock serial number tracking.
- ✓ Stock check reporting.

#### Purchasing

- ✓ Raise orders for stock or directly for jobs.
- ✓ Order stock items or freehand items.
- ✓ Items for jobs are shown on the job instantly.
- ✓ Unlimited text against each PO item.
- ✓ Handles Carriage on PO's simply
- ✓ Tracks receipt of goods and what's outstanding.
- ✓ Deliver PO's directly to customer site.
- ✓ Handles rejecting goods and produces paperwork.
- ✓ Price breaks functionality for price by quantity.

#### Quoting

- ✓ Create Quotes quickly by using Work Done Codes and Groups on Quotes.
- ✓ Track o/s quotes and all jobs that need quoting.
- ✓ Copy one Quote to another.
- ✓ Automatically raise a job from an accepted Quote
- ✓ Show Photo's on Quotes.
- ✓ New BASEEFA style quotes with Damage reports.
- ✓ Record estimated labour and material costs against the quote so you can compare later.

#### Full Finance

- ✓ Adds full Nominal Ledger to Sales and Purchase Ledgers.
- ✓ Instant P&L, Balance Sheet and Cash Book.
- ✓ Open Postings – do whatever financial transactions you need to do regardless of which financial period you are in.
- ✓ VAT Returns at the press of a button.
- ✓ Full audit trail of all transactions, making your accountants life easier and saving you money!