

## Why upgrade to the latest version of EMIR Standard?

### Here are some of the reasons... but you will have to see it to really appreciate it!

- ✓ There are lots **more, really useful, functionality** compared with your current version of EMIR.
- ✓ Improved coding with many **general performance improvements**.
- ✓ Easier to maintain and to keep up-to-date with the latest version via **"pluggable technology"**. All customers will now be running the **same EMIR system** as opposed to unique and separately coded versions of EMIR [as was the case until recently].
- ✓ **You can keep optionally any customisation you have had previously**, as we will re-build it into the latest EMIR system as a "pluggable" piece of code.
- ✓ AND with much more planned development for EMIR Standard **you will continue to benefit from the latest functionality** being available at a lower-cost!

### New Functionality

There is lots of new functionality in every part of the system, from the "Basic" system through all the additional modules – Stock, Purchasing, Quoting, Full Finance, and there are new modules; Motor Management & Await Customer.

#### Improvements to the "Basic" system

- ✓ 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 Photos and Files as you want against jobs – "a picture says a thousand words".
- ✓ Show a Damage Report on invoices – a free text block to type as much as you need!
- ✓ '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.
- ✓ Enhanced technical details, gearbox and pumps details tab. All technical details are searchable and there are new searches on pump and gearbox details.
- ✓ Save all your enquiry results grids directly to Excel spreadsheets or into HTML for use on your website.
- ✓ Lots of new enquiries and reports, including:
  - Non-productive Labour, showing Holidays and Sickness in detail by person across a date range.
  - A new search by Delivery Note and a new field for you to rename as you wish "Work Sheet".
  - Job Audit Trail, so you can see which user did what? Unprofitable jobs reporting – find out which jobs you have lost money on. Customer Profitability – which customers are the most profitable?
  - Reprinting of all key stationery items including Credit Notes and Returns Notes.
  - Job Details Enquiry, search by Status, Customer, Date, Sales Person, Department and Priority.
- ✓ "Split-Job" functionality allowing you to set up sub-jobs for related work, allowing you to cost a project over several related jobs, or simply use "Copy Job" to create a duplicate job for repeat work.
- ✓ Use Credit Limits against customers and show credit note information against jobs.

#### Stock

- ✓ Consignment Stock option.
- ✓ 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.

#### Purchasing

- ✓ Unlimited text against each PO item.
- ✓ Easier to add Carriage onto PO's
- ✓ Receive multiple PO items in one go.
- ✓ Deliver PO's directly to customer site.
- ✓ New report to list o/s PO's by supplier.
- ✓ New 'un-deliver' option.

#### Quoting

- ✓ Enhanced quoting – status 'E', new reporting etc.
- ✓ New 'To be Quoted' status.
- ✓ Copy one Quote to another.
- ✓ Set a follow-up date and find those due to be chased..
- ✓ Automatically raise a job from an accepted Quote
- ✓ Show Photo's on Quotes.
- ✓ New BASEEFA quotes with "Damage Reports".
- ✓ Record estimated labour and materials and purchase the estimated materials directly against the job from the Quote!

#### Full Finance

- ✓ Supplier invoice address for remittance advice & hold BACS details, account and sort code.
- ✓ BACS payment reporting. Multiple cash books.
- ✓ Open Postings – do whatever financial transactions you need to do regardless of which financial period you're in.
- ✓ VAT Returns at the press of a button.
- ✓ Floppy Copy now to any available drive
- ✓ Updated Bank Reconciliation functionality.
- ✓ Debt chasing letters straight from your Sales Ledger.