



### What should you do next?

#### Why not take a look at EMIR!

Call 0845 009 4588 and tell us about your company. We can offer advice and show you how companies in a similar field make the best use of EMIR. We can offer a variety of solutions to suit your budget. So, why not gather the important members of your team and we'll take you through EMIR – see it in action for yourselves!

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### EMIR Business Software Helping you to service industry





# What is EMIR and why is it right for you?

**EMIR is the market-leading integrated business management system aimed specifically at the electro-mechanical repair, sales and service industry.**

It is software that has been specifically designed around strong 'best practice' process management and detailed reporting that has grown and been refined during its successful installation into electromechanical service providers – companies that are just like yours!

This 'best practice' ensures that you have the necessary performance indicators to control and manage your business easily and effectively.

## EMIR - Some of the Many Benefits...

- A single, integrated software solution for all aspects of your business. You will never have to duplicate the input of information or maintain other software.
- We only develop EMIR for the electro-mechanical industry, chances are we already have customers with similar business issues to you, which means that EMIR will be in place and helping you in the shortest possible time.
- Whether your company is looking to streamline sales and distribution, repair and service, assembly and manufacturing, site services or hire fleet management, EMIR has the modular functionality to deliver what you need, right now.
- EMIR covers all your business functions at an affordable price, from Job Costing, Stock Control, Purchasing, Quoting, Quality Control, Motor Management through to Finance, meaning that your entire business is contained within one integrated solution avoiding duplication of data or wasteful double entry into separate systems. There is just one system to backup and one support contract to cover your entire business.
- We speak your language! EMIR provides you with all the technical information you need to run your business effectively and efficiently, in a language that your staff will understand and find easy to use from day one.
- EMIR is completely scalable. As you grow, add more users, modules and extensions, utilising every inch of functionality to suit your needs and make your life easier.

# EMIR - Software with a Pedigree



## Our experience as Software Developers

We are a UK-based organisation, established in 1994 working from offices in Market Harborough. With over 21 years of development, EMIR has grown with our customers, sharing their ambitions to produce a product that both simplifies the way businesses process their orders and provides comprehensive information to help improve their results.



## Working with Trade Associations

Our business benefits from being directly involved. We aren't just members, we take an active involvement in the success of each trade association. The development plan of EMIR is largely as a direct result of the requests and direction of our clients, but how do we look beyond the day to day and create a lasting vision that will benefit all of us? The answer is, be a part of the organisations that are creating legislation to protect the industry and develop new markets for UK companies.

As Honorary Treasurer of the AEMT and council member of EASA, Gary Downes, our Managing Director, adds *"I'm proud to invest my time directly in the AEMT and EASA organisations, but they are only as strong and useful as the companies that are represented and take part. Markets are evolving and the way that we do business needs to adapt for us all to not only survive, but prosper with a global presence and voice."*



### EMIR users are all Electro-Mechanical Service providers – *Just like you!*

EMIR has more users in the electro-mechanical industry than any other software author. If you are experiencing a business issue, chances are we've seen it before. However diverse and specialised your electro-mechanical business is, the EMIR project team will offer a planned approach and solution gathered from years of experience.

*Are you a small business that wants to make life easier?  
Or a large multi-faceted business offering your customers a range of diversity?*

***Why not take a look at EMIR today!***



# EMIR Consists of Key Business Modules...



# ...and Extensions

As a modular software solution, EMIR can be installed to meet the needs of a diverse range of businesses within the electro-mechanical industry.

No matter what configuration you begin with, as your requirements change, modules and extensions can be added allowing your business to realise the full range of benefits EMIR has to offer.



- Basic** The initial 'building block' for EMIR containing all the key functionality for job management including receipt of jobs, job costing, delivery and invoicing. Includes both Sales and Purchase Ledgers and lots of enquiries and reporting to help manage your business.
- Stock** The **Stock** module is used for the complete control of all stock items. Each stock part has its own stock 'profile'. The profile details the number of items in stock, the amount recommended for purchase, those actually on order, any storages of the part required for jobs, and the number of that part that are already allocated to jobs.
- Purchasing** The EMIR **Purchasing** module is the ideal way to track and perform all your purchasing activity, whether buying for stock or directly for an ongoing job. It will ensure you know the status of your purchased items and track what is open, overdue, delivered or has been returned to the Supplier via its goods rejection system.
- Quoting** The **Quoting** module allows users to create quotes for Repair, Sales, Hire and Service work. EMIR provides all the tracking and traceability you need to know, so no quote is ever forgotten!
- Finance** The **Finance** module adds the full Nominal Ledger accounts to the Sales and Purchase Ledger functionality that is available within the **Basic** system to ensure your financial information complies with all audit requirements.
- Asset Management** The EMIR **Asset Management** module allows you to store and enquire on all your clients' managed motors/pumps and other assets, and then allows you to provide comprehensive information to them on their assets and what has happened to them over a period.
- Financial Interface** The **Financial Interface** allows users not using the EMIR Finance module to export sales invoices and credit notes from EMIR for use in other accounting products, such as Sage, TAS, etc.

Extensions are designed to compliment existing modules, helping you streamline process even further!

These can take you into using a mobile application for site services through to live time-recording by barcode in your workshop. EMIR can extend itself as far as you wish to take it!

- Labour Scheduling** The **Labour Scheduling** extension is designed to extend EMIR's functionality into planning the staffing and necessary resources to complete the jobs at hand.
- Time & Attendance** The EMIR **Time & Attendance** extension allows you to capture the entry and exit times of your staff along with the actual 'live-time' recording onto jobs within your workshop.
- Smart Site** **Smart Site** is the ideal mobile application for your site engineers that is fully integrated with EMIR. Send live jobs to your engineers and capture all job related activity, photographs, labour time, parts used and receive sign off by the customer, wherever your engineers are working.
- Web Job Tracker** The EMIR **Web Job Tracker** extension is the ideal way to provide your customers with up-to-date information about how their jobs and orders are progressing.
- Winding Details Database** If you require a way of storing **Motor Winding Details** to create a comprehensive database of Winding information, then this is the software for you!
- Web-CALS** The **Web-CALS** extension is designed to allow your customers to enquire on their managed motor/pump details via use of the Internet and Internet Explorer or other browser software.
- E-Commerce** EMIR **E-Commerce** is a complete solution for trading online. It combines the stock system and order processing capabilities of EMIR with a fully transactional website to get you trading online and also provides your customers with the same discounts, accounts and other details they have in EMIR.
- CRM** The **Customer Relationship Management** extension, or CRM for short, is designed to give you a total picture of all activity related to improving your customer service, sales and marketing efforts. Key figures including revenue versus budget by salesman and full salesman activity tracking.
- Task Centre** **TaskCentre** is a Business Process Management (BPM) Suite that works with EMIR data to build, operate and maintain any number of automated processes. Of its many accomplishments, TaskCentre will create intelligent routing and authorisation workflows, enable direct web publishing, allow 3rd party integration between EMIR and other business systems and alert notifications.



# What Our Customer's Say!



"EMIR is an ideal tool for us because it is already perfectly suited to the pump and motor industry. We have been able to use it with minimal customisation and it is quick to learn and logical to use. Customisations have been fast and painless. Working with Solutions in IT has been the best supplier service that I have ever experienced. I would personally recommend EMIR as an excellent solution for other Electro-mechanical businesses."

Annette Boulter, Finance Director



ELEVATED ENGINEERING SERVICES LTD

"Growing as we are has many challenges. None more so than the clear communication between the team and office, issuing jobs and ensuring all of the correct information makes its way back to the accounts to ensure invoicing takes place with all the right details. EMIR gave us that control!"

John Mellors, Managing Director



"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, it has really been a great help and has provided me with peace of mind and, of course, the necessary figures I need to manage my business."

Malcolm Martin, Managing Director



Wilson Electric

"We are delighted to have found a system that is so well suited to our business and at such a reasonable cost. We would have no hesitation in recommending EMIR and Solutions in I.T. to anyone considering purchasing such a system."

Graham Brooker, Managing Director



Pumps & Motors UK Ltd

"We have used EMIR for around 10 years now and have been delighted with the way it fits our business. It is great that there is a package written specifically for our industry and it has helped us to manage our Pumps and Motor service business. We would certainly recommend EMIR to businesses that repair, service and sell pumps or motors."

Mr Keith Scull, Managing Director

# Why not join our prestigious worldwide customer list...

