

Industry News

Please forward it on...

In this newsletter:

- Update from Gary Downes, MD
- Say hello to new customers!
- Smart Site in action – customer review
- Association news
- The latest EMiR offers

Issue 66
October 2022

Welcome

to the October edition of the newsletter

We have just sponsored and hosted our 5th AEMT golf day. There are some great photos of the teams, with a link to the who won on the day and a video of the highlights, produced by our very own Steve Ashman.

As you know, we are now part of Commercial Software Ltd, but it is very much business as usual. Some changes though have seen us merge the cloud and software support teams under one manager, in Josh Bottomley, and this allows us to cross skill the teams to help better respond to peak support in either team.

The development of SaaS EMiR has also begun and we have recently performed a review of progress so far with the aim of releasing the next generation of EMiR in 2024. So exciting times ahead and I hope you enjoy this edition!

Gary Downes

Two new customers join the EMiR Family:

We specifically researched and selected EMiR software due to the unlimited capacity in the number of users, additional features that compliment structuring our departments and subsequent reporting with multi-location capability built-in. Enduring security and compliance, with full visibility of every (and any) device across our organisation, will enhance our integrity initiative.

There is no question that EMiR will progress our vision and provide a platform for compliance and governance. This advance will drive our continuation for the development of industry-leading clean technologies, for future economical and sustainable success.

David Moore, Chief Executive, GES Group



Currently employing over 80 employees and based in Ballymena and Newtownabbey in Belfast, the GES Group are a leading electrical and mechanical engineering business, serving customers throughout Ireland, the UK and Europe.

Providing power and energy solutions for small local businesses, as well as large multi-nationals, GES Group have gained an excellent reputation in the industry,

winning many top-flight awards in business management, skills development and innovation.

www.ges-group.com

Here at RCS we have been searching for a multi-functional software system for the past 2 years with little luck in finding the correct package for us. However we came across EMiR through a supplier of ours who couldn't recommend them highly enough. We approached them and another major software supplier and after a few weeks of understanding both packages it was a no brainer for us to go with EMiR"

EMiR as a product is definitely a great choice for all sizes of companies and especially fitted our 'mid-size' company profile. This is shown by their efficient communication levels and support which we found difficult and lacking in more of the larger software suppliers we spoke to.

The peace of mind we also majorly found was many suppliers and similar entities in our field of work all use EMiR for their software systems. From stock management, finance and SOP systems. This meant we knew we would be in good hands to meet our business requirements.

Alex Cole, Logistics Manager, RCS



We would also like to welcome RCS

RCS are authorised distributors of Belliss and Morcom/Gardner Denver Compressors. RCS aim to offer the best solution to any of its customers'

reciprocating compressor needs and they are passionate about providing the best customer service.

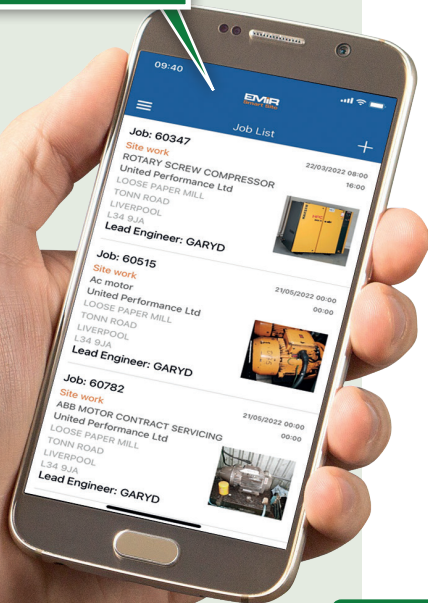
www.recipcompressors.com



Smart Site



Add
Smart Site to
your system
today!



An insight into how Smart Site has helped Clark Electrical

Clark Electrical, an EMiR Customer for 9 years, was formed in 1952 and provides test & inspection services, workshop repair for electric motors & pumps and a complete electrical installation capability to its clients.

They currently employ four engineers working on customer sites, one of which includes the Royal household, having recently PAT tested the Royal Palaces!

Up until the installation of Smart Site, each engineer was required to pick up job information from the office at the start of the week. This list of work; the job instruction, contact detail, history of asset repair, delivery notes for parts required, risk assessments and sign off documentation, would need to be returned to the office at the end of the day in order for the job to be closed and released for invoicing. At Clark, as in any business of this nature, this trail of paper results in an administrative burden, causing untimely delays and potential inaccuracies in the information being collected. The question is, how much could Smart Site help to streamline this process and reduce the administrative burden?

We spoke to Chris Webb about their recent implementation of EMiR Smart Site:

Moving from a completely paper-based system to an electronic one was daunting, but I can honestly say I wish we had done it sooner!

The engineers are a lot happier and no longer need to work out of hours to complete paperwork and return it to the office in a legible and completed form.

Engineer accuracy has increased, time spent job processing has reduced and the impact on other departments, like accounts, has been wholly positive. We have streamlined all of our systems now that we can process work electronically and our engineers have more time with family and less paperwork at the end of the day, which is fantastic for moral.

Our customer service has improved; previously if a customer required an update on a specific job we would have to take their details and job number and call them back with an update. Now we have real-time access to job data and we can update them there and then, in fact we can invoice them that day as we know the job has been done as opposed to waiting for the paperwork from the engineers at the end of the week. Clark Electrical have felt the rewards of this system straight away.

Chris Webb, Director, Clark Electrical

The system is currently being used by four out-bound engineers, each issued with a tablet that has the Smart Site App. Training for the engineers was provided by EMiR and the system was up and running and in use within days.

Summary of Smart Site benefits:

- Ensures job information is always accurate.
- Engineer job updates are instantly relayed to the EMiR system.
- Information is delivered to your business, to your engineers and to your customers in real-time.
- Photo's of the job can be uploaded to help support work completion.
- The accounts department can process orders that day, not a week later.
- Engineers have a better work/life balance as they are not spending time completing paperwork at the end of the day.
- Customer updates can be communicated swiftly and accurately because the system is updated as soon as the job is completed.
- Capture true real-time cost of work in progress.
- Paperwork is not lost or left behind because there isn't any!

Call us to find out how Smart Site could benefit your business or scan QR Code to visit our website.

AEMT Golf Day

Another fantastic golf day was enjoyed on the 15th September at the Forest of Arden course near Coventry.

It was a joy to play the tough Arden course and the weather was warm and dry with a little breeze, providing ideal conditions. As sponsor, EMiR Software were pleased to welcome 44 players to the event and, after a few bacon rolls and cups of coffee, the teams were ready to tee off!

The event, which has been running for many years, had both team and individual Stableford competitions along with Nearest Pin and Longest Drive prizes.

Thank you to everyone who attended. It was a great day and we look forward to welcoming even more teams again next year!



ABB

Dave Hawley
Rob Wood
Ian Browne
Rich Gee



MKE Engineering

Shaun Stickings
Alex Page
Matt Savage
Simon Cattel



Hayley 247

Ben Noakes
Mark Brady
Sam Brady
Simon Pilkington



WEG

Russel McCabe
Jason Powell
Marek Lukaszczyk
Bob Osbourne



EMiR Software

Dennis Rawle
Gary Downes
Adrian Larmour
Matthew Woolgar



Quartzelec

Matt Brown
Paul Nozedar
Gregory Shaw
Darrell Watkin



Rubix

Steve Richardson
Graham Pasquet
Mike Smith
Richard Hale



Morganite Electrical Carbon

Steve Leng
Adrian Stephenson
Shane Bentley
Pete Burgoyne



Bennett Electrical

Sam Bennett
Nigel Bennett
Paul Toghill
Daryl Beecham



Central Group

David Fairclough
Paul Markey
Shaun Sutton
Roger Pointon



The day's results will be published on our website, please visit www.solutionsinit.com/news/emir-software-sponsors-the-aemt-golf-day-2022 or scan the QR Code.

SAVE THE DATE

THURSDAY 17TH NOVEMBER 2022 AEMT AWARDS DINNER

Hosted at the DoubleTree Hilton, Coventry. Celebrating the very best of the rotating electrical machines industry. It is both a major social and networking event that should not be missed.

For more information visit:
www.aemtawards.com

EMiR Software are sponsoring Project of the Year, a category we have supported since the Awards began five years ago! We wish everyone good luck and hope to see many friends and colleagues on the night!

Last Year's Winners:

Product of the Year	Menzel Motors
Project of the Year	Fletcher Moorland
Service Centre of the Year	ADC Electrical
Supplier of the Year	Preformed Windings
Contribution to skills and Training	EMiR Software
Rising Star Awards	Jack Rowe, Fletcher Moorland
Diversity in Engineering	Central Group & Heasell
Lifetime Contribution Awards	Electromechanical Services
	Tim Marks



EMiR-Cloud

Are you looking to upgrade or replace your existing server?

What is EMiR-Cloud? It is a server in a secure data centre that runs all of your computer programs and holds all of your data. It is always up-to-date and monitored around the clock.

Benefits:

Speed

Access to the fastest EMiR yet

Peace of mind

The server is fully monitored for performance, one less thing to think about in the management of your business

Reliability

Always on and using the very latest in technology

Security

Total protection for your data, replicated in two industry-standard data centres

More affordable than you might think:

Here's a few examples of pricing. Every server is tailored to your needs, so call us or scan the QR Code now to discuss the options.

2 user with 20GB storage space	£194 per month
5 user with 40GB storage space	£267 per month
10 user with 100Gb storage space	£395 per month



eMiR
Learning

Let's get new starters up-to-speed with eMiR-Learning

eMiR-Learning is the award-winning online learning management solution from EMiR Software. EMiR is explained and broken down in simple videos with questions to check your knowledge and certifications, making eMiR-Learning ideal for initiating new EMiR users. Providing a self-taught scheme of education at their own pace.

Many customers are telling us they have never been busier, their order books are filling up and they're employing new staff – hopefully this is the case with you too?

Let's get those new users on board with an EMiR License and instant access to eMiR-Learning – the best way to get them familiar with EMiR is using it from day one!

To help get your new staff up and running as quickly as possible we have put together some great new deals for you and your new team members.

OPTION 1: Each EMiR license purchased for a new starter comes with 1 FREE eMiR-Learning account with 12 months access

OPTION 2: Purchase 12 months eMiR-Learning for the price of 6 months, unlimited new starters. Offer available until the end of Dec 2022.



Autumn
Offers



Do you know a company that might benefit from EMiR?

Our best advocates are our customers and it is for that reason we reward anyone who gives us a successful referral.

If that referral results in an EMiR Software Installation then we reward that referral with a **£250 voucher**. Simply let us know who might be interested in learning more about EMiR.



Scan the QR Code for more information.



Thanks go to Sam Brady at Hayley 247 for his recent referral of Recip Compressors! We hope you enjoy spending your vouchers!!



CRM

Using EMiR CRM – a useful overview of sales and marketing techniques using this popular Extension.

Steve Ashman, our Business Development Manager, who uses CRM every day is running complimentary online sessions to those EMiR users that have already purchased CRM and to those that are considering its use.

An overview takes around 60 minutes. We'll take you through how to store prospect and customer company and contact data, setting reminders so that you always know what needs to be done now, how smart companies make outstanding quotes visible and ensure every opportunity is responded to, how managers and sales people report on their activity and success and how to maximise marketing capability by sending emails and directed mail using CRM data.

Call **0845 009 4588** email sales@solutionsinit.com or scan the QR Code to book a time and date that is suitable.



For more information please contact
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on 0845 009 4588 or at
www.emirsoftware.com