

Please forward it on...

THE EMIR OPEN DAY 2017 AT THE HOME OF BRITISH MOTOR SPORT

We are pleased to announce that this year's EMIR Open Day will be held at Silverstone on Thursday, 28th of September. The event is being held in the impressive Silverstone International Media Centre or Wing Building as it is more commonly known. This building is used during the British Grand Prix exclusively for the media coverage of the sport and boasts a colossal workspace of five halls, 20 meeting rooms and a presentation theatre – all with excellent views of the circuit and pits complex.

More detail on the day can be found on page 2 of this newsletter. You'll be pleased to hear we have some excellent presentations planned in the morning and a tour of this iconic facility in the afternoon including race control, the pits and much more. To book your place, visit our web site <http://solutionsinit.com/news/emir-open-day-2017>



Smart Site Version 3 Video www.emirsoftware.com/smartsite

The latest release of Smart Site is now available. To accompany Version 3 a video has been produced which shows how Smart Site interacts with EMIR. Entitled *'The 7 Steps to Site Service Success'* the video and brochure explores the 7 areas of information that are traded between your office and the engineer that is conducting the work. The video looks at how you can invoice from accurate information that is collected in front of the customer, including expenses and sign offs.

AEMT 2017 Conference & Awards

The AEMT has always been synonymous with excellence in the electro-mechanical industry and promises to celebrate the work of the members and affiliate companies in the inaugural awards evening to be held in November.

Throughout the year AEMT members

www.aemt.co.uk

will be contacted in regards to the award category nominations, event sponsorship opportunities and the availability of tables.

The AEMT Awards promises to be an exciting time for the association and will firmly advertise the great work the electro-mechanical industry is undertaking.





The EMIR Open Day 2017

Power Reporting

The world of reporting continues to change as standardised methods of connectivity allow the movement of information across platforms offering a wide range of printed, interactive and desktop style reporting.

Task Centre is an EMIR Extension that automates the collation and distribution of information using email, SMS, websites and Smart Phones. This popular software has the ability to connect systems that would otherwise stand alone, such as web shops, ERP solutions and accounts packages, in fact it will pick up information from any database to create consolidated

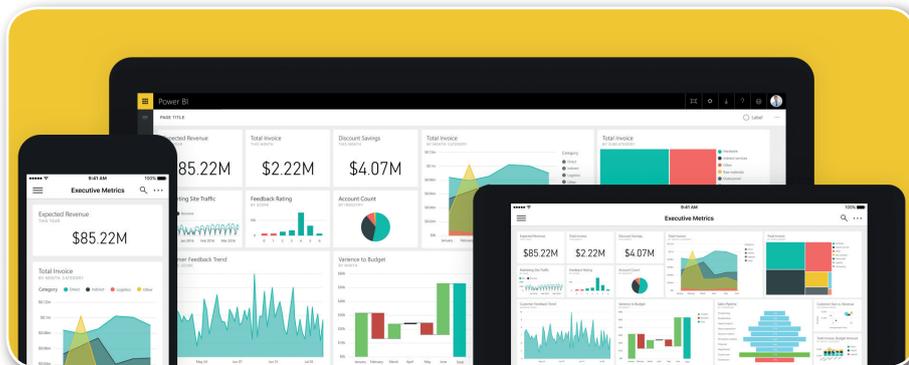
reports, post transactions or keep people informed when important things change.

Power BI – as Microsoft introduce it, 'Power BI transforms your company's data into rich visuals for you to collect and organise so you can focus on what matters to you.'

This is an exciting new concept that some EMIR users are already utilising to develop reports that matter.

Task Centre

Power BI



The Gameshow

The gameshow has now become an important part of the Open Day and a light-hearted way to end the sessions.

This year six lucky contestants will stand the chance to win some great prizes!!!



How to book your place at the EMIR Open Day

You can call us on **0845 009 4588** or email info@solutionsinit.com. We'll need to know if you are attending the conference and how many places you would like on the Silverstone Tour.



SILVERSTONE

Other great topics on the day!

Development

- Core EMIR feature update
- Customer reports on Workshop Routing and Task Centre released in 2016
- Smart Site Version 3+
- CRM Version 7

Innovation

- Success in the field with Time & Attendance
- New reporting methods
- Working with the AEMT
- Cloud developments, new servers, systems and secure computing

Fun and Games

- Our popular gameshow section where you can win prizes!
- A chance to win a driving experience
- A tour of the Silverstone Estate

Time and Attendance

We'll be taking a look at Time and Attendance and how this Extension is helping many of our customers to capture the entry and exit times of staff and the actual 'live-time' recording onto jobs within the workshop.



EMIR User – Mawdsley BER Ltd on Innovation, Technical Knowledge and Excelling in Customer Service.



In this section we are going to look at an established EMIR customer and how EMIR is helping run their business.

The company was originally called Bristol Electrical Repairs in 1959 until the Mawdsley's acquired the business in 1999, so it has a long-standing history in the Bristol area. As a business, their core work is the design, manufacture and repair of rotating electrical equipment, including AC and DC motors. Mawdsley's workshops carry out motor rewind and repair work and have a fleet of engineers for on-site work.

Mawdsley BER are authorised dealers of ABB and Brook Crompton motors, they service and repair all manner of rotating equipment, motors, generators and pumps including wound stator packs, barred rotor assemblies,



armatures and all types of coils. With all of this expertise in-house, Mawdsley's keep lead times down to a minimum, something their customers highly appreciate. They carry stock from many different manufacturers and can source most types of motors and drives.

'As important as the control systems that drive the equipment' insists Mawdsley's Sales Director, Paul Pearce. 'Customers demand efficiency, control over costs and look for ways to save money. You can't make recommendations on these terms without supplying the whole solution. We are able to manufacture or repair control panels and all of the electronics needed, from the smallest motor control panels right through to complex suites of panels incorporating drives, PLCs and associated automation equipment.' As far as customers are concerned, Mawdsley are a one-stop provider which cuts out inevitable delays, coordinating multiple suppliers on any project.

'With EMIR in place, all of our processes and documentation are taken care of, one less thing I need to think about. With all of this information to hand I can spend more time on what's important: the customer.'

Paul Pearce
Sales Director, Mawdsley BER Ltd



This is an example of an article written by the EMIR team in conjunction with our customers and which is subsequently circulated to the industry trade press. We regularly have articles published in the AEMT Journal and Bulletin, in newsletters, on websites and other publications. It all amounts to free advertising for you. All we need is some quality images (editors love these!) and a chat on the telephone and we'll do the rest.

Mawdsley on the Move

An early adopter of Smart Site, Paul Pearce, Mawdsley's Sales Director, recognised the need to move with the times and supplied each engineering team with the ability to receive jobs and record information on Smart Phone devices as it happens.



Paul Pearce,
Mawdsley's
Sales Director

Now on version 3, the Smart Site Extension is feature-rich and satisfying the needs of many EMIR users.

Smart
Site

You can learn more here:

www.emirsoftware.com/smartsite



Mawdsley BER Ltd currently use:

EMIR Standard with 9 Users and the Logistics Bundle of Modules (which includes Basic, Stock, Purchasing, Quoting and Financial Interface) and two Extensions, Smart Site (5 users) and CRM – Customer Relationship Management (unlimited users).



TRADE TALK

TRADE TALK - AEMT



AEMT Council Matters

The AEMT is set to have a successful year thanks to a fresh influx of new council members developing new initiatives including Shaun Sutton of Central Group, Lucie Hodkova of Exico, Gareth Williams of HG Rewinds, Simon Brooks of Rotamec, Derry Sheehan of Avonmore and our very own Gary Downes who will become AEMT president in June.

Gary Downes said, 'I aim to continue the great work of the current president, Graham Brooker of Wilson Electric, who has created a firm foundation of financial control and a legacy of forward progression. Keeping this association fresh with new members, an active council and initiatives that everyone can see the benefit of is the key to our success. There is always space for members to get involved with the AEMT and I would urge you to come along to a meeting and speak with the council.'

AEMT Marketing Committee Update

The committee comprises of Steve Ashman of Solutions in IT (Chairman), Thomas Marks (Secretary) of the Secretariat, Lucie Hodkova of Exico and Dennis Rawle of Graphalloy.

Having met twice in person the marketing committee has already developed the AEMT Awards and are now turning their attentions to 3 local meetings for members, social and family events plus the annual conference, this year being held alongside the awards evening.

Steve Ashman says, 'Our aim as a committee is to promote industry excellence, improve turn outs at events including; create a tangible collection of benefits for each member, create awareness of associate offerings, generate leads, increase brand awareness, develop a quality standard that users recognise and attract new members to the AEMT'.

Trade Talk - EASA and PIA

Pump Industry Awards

The 2017 Pump Industry Awards is taking place on Thursday 23rd of March at the Crowne Plaza, Heythrop Park Resort, Chipping Norton.

This year's event will be hosted by *Good Morning Britain* presenter Anna Williamson.

More information and tickets can be purchased from the website <http://pumpindustryawards.com>



In association with



New EASA Affiliate Representative

EASA have elected Martin Deiss of Electro Static Technology as their new Affiliate Representative, replacing Gary Downes as he concentrates on AEMT activities.



Martin has begun to lay out his plans for this role. He wants to make EASA R9 more attractive/valuable for each single Affiliate Member, implement more networking within EASA R9 and make EASA R9 more attractive for getting new Affiliate Members.



New EMIR Users!

The EMIR Team welcome **Neu-Servo Ltd** from Bromsgrove and **Davies & Mills** from Bahrain.



Neu-Servo specialise in the repair of CNC servo motors and **Davies & Mills** in the repair and maintenance of rotating equipment, including generators, alternators, motors, electrical brakes, pumps and fans.



Christmas Competition Winner



Our winner of the bottle of champagne was Jackie Kirkby of Kirkby Lindsey Electrical Engineering Limited.

Well done Jackie, hope you enjoyed the tittle at Christmas!

SPECIAL OFFER

Task Centre

Due to the success of Task Centre, the Extension that automates the delivery of emailed reports, sends alerts as important information changes, sends customers automated updates and connects third party systems to EMIR, the EMIR Team are offering special pricing in March and April.

£950 (Normal RRP £1,500) with a reduced £500 installation fee, a total saving of £800.

*Task Centre is subject to annual licence of £750 p.a.