

Industry News

Please forward it on...

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- Staff Announcements



GARY DOWNES
EMiR's Managing Director



GEOFF PERKINS
Managing Director of CSL

EMiR receives investment from Commercial Software Ltd

The announcement was made at the well-attended EMiR Open Day at Silverstone on Thursday 12th May.

Attendees, including over 70 customers and partners, heard first-hand from EMiR's Managing Director, Gary Downes, on details of the deal and what it will mean for the next generation of EMiR Software.

The deal, which was completed on the 6th May, will see ownership of the business transfer to CSL over the next two years. During this time the next generation "Software as a Service" (SaaS) version of EMiR will be developed under CSL's .Net framework.

Existing EMiR users will continue to be supported with their current version of EMiR

by the teams at Solutions in IT and FHG Software.

Once the SaaS version is launched, EMiR customers will have the option to seamlessly upgrade to the new platform and take advantage of the many benefits that a SaaS platform will provide.

What does SaaS (Software as a Service) mean for my business?

It means, that as we have always promised, we are future-proofing EMiR with its next phase of growth to take advantage of the latest software development and technology platforms.

"We have promised the next generation of EMiR on a SaaS platform to our customer base for delivery in 2024. We are delighted that the deal with CSL not only ensures that the team and resources for this new product development is available, but that the established development framework and team expertise at CSL will see us deliver the next generation of EMiR."

Gary Downes, Managing Director of EMiR Software

"We have long searched for an established, well-loved and proven software, with a loyal customer base, that we can add value to and establish as a SaaS product. We look forward to working with EMiR's customers to ensure it continues to provide the best solution for them and provide the service and expertise they expect from such an industry leading software solution".

Geoff Perkins, Managing Director of CSL



Visit
<https://vimeo.com/713989794>
or scan the QR code for a video of the announcement.



We are delighted with the news about CSL, and we have produced a [FAQ document](#) (scan the QR Code for details) for anyone with further questions, however, do not hesitate to contact any of the team for further information.

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The EMiR Open Day May 2022

MORNING ACTIVITIES

After three years, we were delighted to be back in front of our customers again. This year the event was hosted at the **Silverstone Interactive Museum**, which offered a central location for an event with fantastic history and entertainment.

In the morning we presented our latest product developments and announced some **BIG NEWS** from EMiR.

Gary Downes Key Note Announcement!

We started the day with **Gary Downes** updating everyone on what we've been up to since lockdown, which culminated in a **surprise announcement** of an acquiring investment from **Commercial Software Ltd (CSL)**, who will move the development of our EMiR Software solution onto a SaaS Platform in the coming years.

Smart Site & Managed Assets were demonstrated by **Gary Downes**, highlighting the latest improved functionality within both of these key EMiR areas.

When it comes to servicing visits, it is often common to visit one location and to have to repair or service a collection of assets at one visit. Previously, this would require that each asset/machine would need a separate job number to facilitate the engineer's visit.

We are pleased now to say that the latest version of EMiR Professional will now allow you to group many assets on one job, making it easy to schedule one job for the entire visit! With each asset you can also set a default checklist relating to a scheduled service or a reactive visit and it is now easier than ever to see and manage multiple assets for a job. Smart Site V6, due out very soon, has also now been enhanced to allow engineers to see an asset list for a job with each asset having its own, related, service checklist for the engineer to complete. Your engineer can also look at the history of any asset and see full job details of the previous 3 visits on each asset, so repair history is now available on the mobile device. We hope you enjoy these enhancements and find them useful.

Kirstie Davies then presented an overview of her role as Marketing Manager for EMiR. Her presentation included a customer-focussed session on increasing your social media presence and an overview of EMiR's new branding.

Node4, our **cloud partners**, joined us and provided an insight into how the **EMiR Cloud Server IT Architecture** is put together, which offers our

customers the secure, reliable and scalable Cloud Server solution they can access today.



To take a look at what we got up to on the day please check out our event video:

<https://vimeo.com/715250584>





EDFG

Steve Ashman took customers through the success of the EDFG [the EMiR Development Focus Group] and discussed how all EMiR Professional users could get involved in future product innovation. He went on to show how the EMiR **Task Centre** Extension is used to automate job tasks, freeing up valuable admin time.



EMiR Quiz

Following the exciting news and great presentations there was an impromptu **EMiR quiz**, featuring a live leader board! The prize of a bottle of champagne was won by **Jack Dunning** of Houghton International, who pipped **Nathan Morgan** of APDS who had led the quiz until the final question!



Geoff Perkins introduces Commercial Software Ltd

The morning's presentations were closed with more detail around the exciting news from EMiR that they have received investment from software developer CSL. **Geoff Perkins**, Managing Director of CSL, introduced the company's background and expertise in developing EMiR into their .NET framework.

AFTERNOON ACTIVITIES

The afternoon saw guests enjoying the **Interactive Museum** and racing against each other on the F1 Simulators! This culminated in a final race between **Matt Sneed** from Kirby Lindsey, **Charley Pounds** from EMiR and **John Savage** from MKE.

All three managed to better their times, with **Matt Sneed** pulling off an impressive 1.29mins, just seconds off the professionals!



MATT	1:33.206
SEAN	1:38.645
JOHN	1:40.945
STUART	1:41.384
TOM	1:41.486
LEE	1:43.624
JACK	1:44.013
MIKE	1:46.240

2022 EMiR Software Brochure Now Available

The new brochure is now available to download from our website, scan the QR code to find out how.

The blocks now reflect a few additions: the Extensions **eMiR-Learning** and **Enquiry Scheduler**.

Enquiry Scheduler allows individual users to run reports and enquiries on a timed basis.

Jobs that you might schedule for enquiry include:

- **Work in Progress**
- **Active jobs**
- **Revenue Analysis**
- **Jobs Completed**
- **Invoiced Jobs**
- **Outstanding Invoices.**

The use of a customer portal as a way of providing live and historical data has become increasingly popular, with your clients having the opportunity to see all of the work in progress and assets that you have for them. In the brochure, you'll see Extensions **Job Tracker** and **Asset Tracker** have been updated.



A full range of EMiR services included in the brochure

EMiR-Cloud, the Node4 facility which hosts our software in a secure data centre on the backbone of the internet, continues to be the main infrastructure consideration for all of our customers.

Other services include **EMiR Support and Maintenance** and **EMiR Backup**, all essential components that keep EMiR up-and-running and error free



Scan QR Code to download our new brochure



Hello-Goodbye

We said farewell to Krystyna Malinowska, our EMiR Training Manager who had been with us for ten years. Krystyna has now moved on to a new and exciting adventure with Newcastle Police Force as software project manager.

Hello to our new starter Cheryl Armstrong, who has joined as our new Software Trainer and Implementation Manager. Cheryl is here to help the implementation of new projects

and support existing customers through their EMiR journey. She brings with her extensive experience in the delivery and development of bespoke software business systems.

We wish Krystyna every happiness with her new adventure and we look forward to working with and inviting Cheryl into the EMiR Family.

REFERRAL PROGRAMME

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.



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