

EMiR

Electro-Mechanical Information Resource

Issue 48
July 2017

Industry News

Please forward it on...

28TH SEPTEMBER 2017 – A DATE FOR YOUR DIARY

EMIR OPEN DAY



This is the **BIG DAY** of the year! This is your chance to meet all of the different people in the EMIR team including sales and marketing, technical, training, support and development and get the chance to learn about the direction of EMIR and have your say.

As always, we'll be showcasing new technology, offering an update on existing products and a little light relief with another EMIR gameshow.

To round up proceedings, we are taking you on a tour of the home of motor racing to see where all of the famous names have raced.

Now is the time to act! **Only the first 30 attendees will be taken on the tour of Silverstone**, so let us know how many will be attending from your business ASAP via info@solutionsinit.com.

Announcements and topics include:

- New EMIR Dashboards using Microsoft's PowerBi – see back page (review of Awareness Day)
- Highlights of the latest features available for EMIR Standard and Professional
- See how EMIR users have adopted T&A
- The practical use of Workshop Routing
- Version 3 of Smart Site and future plans
- A working update from the AEMT
- Project Forecasting overview
- The famous EMIR Gameshow with cash prizes for those taking part!



Reward yourself for Recommending EMIR!

Next time you're chatting to a customer or supplier in the industry, why not make yourself some money while you do it? We give **£25** for each meeting we have with a referred prospect and, if that meeting turns into a sale (anytime in the future), you earn a further **£200!**

You'll find all of the details on our website www.emirsoftware.com simply press the button at the top right of the page **Recommend EMIR** and we'll register your contact.





Product Focus: The Rise of Workshop Routing



12 Months On...

It's now 12 months since the launch of Workshop Routing at the National Space Centre in June. Written in Microsoft PowerApps, Workshop Routing can be used on Windows, Android and Apple IOS devices.

If you recall, the main purpose of Workshop Routing is to automate the movement of jobs from their receipt in to their completion out.

As the item arrives in the workshop, it captures information on the equipment as the engineer enters the nameplate details and takes photographs of each aspect of the item before automatically raising a job in EMIR and attaching relevant pictures.

Workshop Routing then records the movement of the repair and displays in Visual Management at what stage the item resides, receipt, inspection, quotation, repair or despatch. This live information is shown on a dashboard which can be projected to a wall mounted

monitor, a desktop PC, the tablet device in the workshop or smart phone of the engineer or manager.

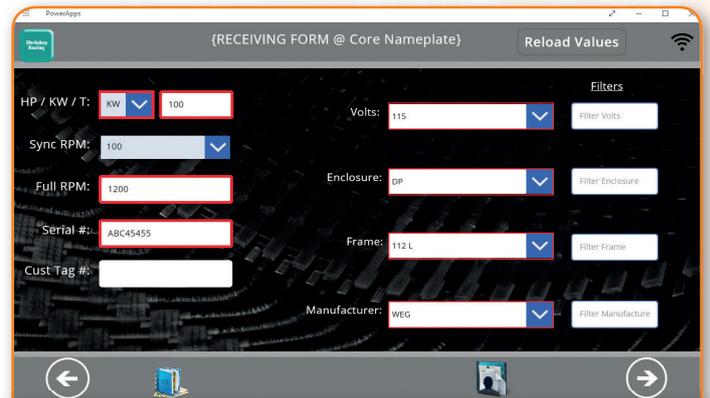
Version 7 is on Release...

In the latest version the interface has been completely redesigned to make the entry of data even simpler.

The entry fields are larger and compulsory fields have been identified with a bold red line. As an engineer you can add as much or as little detail as is needed with the option to supplement entry in EMIR at a later point.



A Westin Drives engineer booking in a small motor



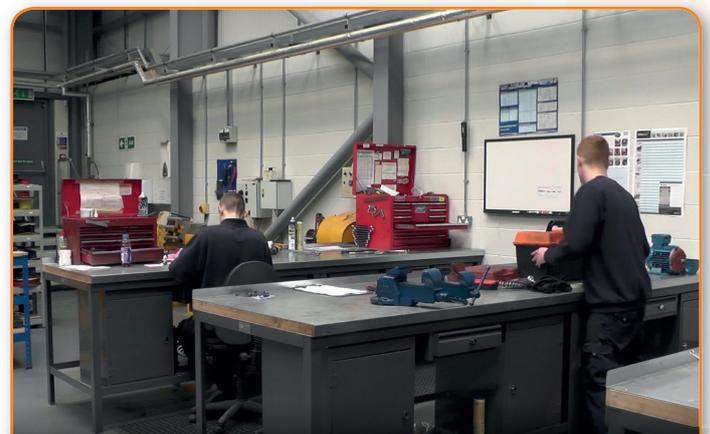
The simplicity of the screens from a user's view

Paperless Architecture...

Steve Ashman visited Westin Drives in May, one of the early adopters of Workshop Routing, to see it in action. He spoke to Michael Limb, Westin's Service Manager.

"Workshop Routing is the first step towards the goal of an efficient, paper-free process. Using 5S methodology to drive process change and cutting-edge technology as a business we will continue to prove to our customers that great service is not just a false promise, it is a tangible list of benefits borne from our focus on excellence."

Westin Drives have invested over a million pounds in the renovation of their "mill" premises, including a new machine shop equipped with CNC and modern tooling to offer a one-stop-shop to their clients. The full story can be seen in the next AEMT Journal available later in the summer.



A Westin Drives engineer progressing the repair in their new workshop

Trade Talk: AEMT Awards

www.aemtawards.com

AEMT 2017 Awards

29TH NOVEMBER 2017
A DATE FOR YOUR DIARY

The Awards Ceremony for you!



The inaugural AEMT Awards night is being held on the **29th of November** at the DoubleTree by Hilton Hotel in Coventry. The awards and gala dinner aims to showcase the very best achievements of the electro-mechanical industry in a global celebration of business and professional excellence. They are open to all companies, not just AEMT members, and each award is judged by an independent panel.

The AEMT council have chosen to work with TouchWave Media, who are responsible for a number of such events including the popular Pump Industry Awards.

The categories allow you to nominate both individuals and companies for recognition. As one of the sponsors of the awards, we urge you to enter as many of the following categories as are applicable to you:

- ✓ **Innovation of the Year – Product**
- ✓ **Innovation of the Year – Project**
- ✓ **Contribution to Skills and Training**
- ✓ **Industry Supplier of the Year**
- ✓ **Rising Star Award**
- ✓ **Environmental Contribution Award**
- ✓ **Lifetime Achievement Award.**

ENTER NOW – NOMINATIONS CLOSE 18TH AUG

Why you should enter...

TouchWave Media have created an independent judging panel so you stand as much chance as anyone else of winning! Two PR agencies and a media sponsor have been assigned to gain maximum exposure for the finalists and winners, so even if you don't win your nomination, you will benefit from being named in Social Media campaigns and publications which thousands of businesses will read – this advertising alone is worth many thousands of pounds! Make the AEMT awards the focus of your year and invite customers, suppliers, employees and family members to celebrate your success. It really promises to be a professional, well organised and very worthwhile event. We look forward to seeing you in November. Don't delay, enter your nominations or find out more at...

www.aemtawards.com

The AEMT Awards are open to all size of business, so don't be shy in telling everyone about your achievements – make the effort and don't miss out!

Introducing David Cook...

David Cook joined the team at Market Harborough in April and is proving to be a valuable asset. David completed a computer science degree at De Montfort University in Leicester in 2015 and has been working in hardware support until now. We have him focussed on managing our customers' remote backups and maintaining our cloud servers, along with the "cutting edge" development of the new **EMIR Dashboards** Extension.

Check out the Dashboards article on the next page!

New Number: Cloud Services and Remote Back Up Helpline: 01858 414 238



New AEMT President!

Graham Brooker of Wilson Electric hands over the presidency of the AEMT to Gary Downes, the first Associate Member in the history of the AEMT to take office.

What do the next 2 years have in store? Find out at the EMIR Open Day!



Golf Day Relaunches!

12th Sept 2017 A Date for your Diary

Tickets are on sale at £59 per head, to include coffee and a bacon roll on arrival, followed by golf and a splendid two-course meal, along with the presentation of prizes for both individuals and teams, to finish.

If you would like to enter individually or better still enter a team of 4, then please get in touch with us or the AEMT secretariat ASAP. Thomas@aemt.co.uk

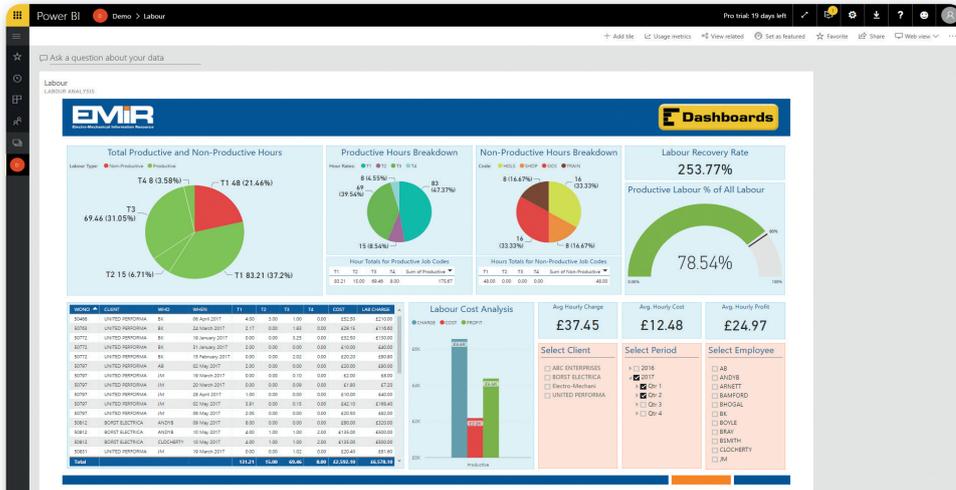
Review of our "Pro Awareness Day"

What was the reason for a Pro Awareness Day?

Development is moving at a rapid rate and to ensure our customers get the best out of their installation of EMIR, we need a way of explaining and showcasing new features they can make use of. As you know, under the Maintenance contracts, all new features are free of charge, so we want you to see what's new, decide what works for your business and make use of these time-saving features.

What else was on offer?

In addition, there were lots of new features in the Basic Module, redevelopment of SOP and One-Click building/assembly, improvements in Quoting, Stock and Purchasing enhancements and Asset Management changes, an update on the latest versions of our Smart Phone and Tablet software, Smart Site Version 3 and Workshop Routing version 7.



A Sample EMIR Dashboard relating job labour rates

Why you should attend...

Invitations will be circulated twice a year for this educational day and we strongly recommend you attend and bring along key staff from your business – time spent attending this day will definitely help you maximise your investment in EMIR!

We start at 10am and finish by 3pm, including lunch, so it is a full yet manageable day for us all.

Dashboards for EMIR – NEW!

The way you interpret information within your business greatly affects the outcome of decisions that are made. Poor quality or incomplete reports will often lead to delays in decision-making or inaccurate outcomes.

With this in mind, we have adopted Power Bi by Microsoft to create a range of interactive dashboards that display information both graphically and analytically, and can be instantly interrogated by the user to identify the detail behind the summary information.

Delegates at the Pro Awareness Day got the opportunity to see at first hand the initial designs and offer their input to what they would like to see. A range of reports will be available very soon.

Alex Page of Mid-Kent Electrical said, "I was most impressed by the development of the EMIR Dashboards which will allow us to interrogate the data and give us a better understanding and immediately improve on some areas of the business".

What our customers thought of the day...

"I found the day enjoyable and useful and enjoyed being amongst other people that use EMIR. I took home a few tips and tricks that instantly make EMIR easier to use on a day-to-day basis."
Philip Cumberland, Selwood Pump Co.

"It was interesting meeting other people doing the same thing as us, using the same software, with the same issues. Well worth the trip from Exeter!"
Brian Pym, WJ Mathews.

"The awareness day was very useful as there is so much that EMIR can do for your business and you need to invest the time to learn about the system to get the most out of it."
Paul Arnett, Harroquip.

"I don't normally get the time to attend events, but I have to say this was very useful."
Mike Knowlton, Knowlton & Newman.

"Interesting & useful – as usual!"
Chris Marvel, Cabel UK Ltd [2nd time attendee]