

Return on Investment

Saving you time and money



Return on investment is obviously a key consideration before you decide to spend your own or your company's hard-earned money. You need to know what kind of return you will get from purchasing our market-leading EMIR software. Well, below are some of the main 'Returns on Investment' that have been identified by our customers. You will get all these benefits from EMIR, and they will simply save you Time and Money and ensure that you do receive a fast return on your investment in our EMIR Software.

Stop searching for the information you need to run your business! EMIR's flexible enquiries and reporting will save you hours searching through paper! Want to find out all the jobs on a customer's order number; find a job from a serial number; invoice number; delivery note? Easy, all of these are available on EMIR enquiries that will instantly produce the results you need. Want to find the 25Kw motor that you did for British Steel 6 months or 6 years ago? No Problem! Search on all the job's technical characteristics:- Volts, Amps, Hertz, RPM, Phase and HP/KW.

Want to know which customers contribute the most to your turnover? No problem. A complete analysis of each client will show you, over any 12 month period, how many jobs they have sent you each month, and how much revenue you have invoiced them for plus the % of business each customer has contributed – allowing you to focus on your important customers and also alerts you if their levels of business drop, so that you can find out why before it is too late!

Want to know if your Repairs are more profitable than your Sales? Or if your Pumps repair is more profitable than your Motor repairs? No problem! Job costing profitability tells you for a department, how much profit has been made on each job and totals them by the type of work for you instantly!

Want to know your current level of Work in Progress, or your active "order book" for a Client? Again, this is available instantly from an EMIR enquiry and report. You can even save the enquiries directly to a Spreadsheet to allow you to do even more analysis on the information if you need to!

AND Lots more relevant and timesaving information that will really help you run your business more easily and more profitably.

EMIR can help you to win new business! EMIR will ensure that all your paperwork from Quotes, through to Delivery Notes, Invoices, Statements, etc will look professional and consistent. This will show potential and new clients that you are organised and professional in your operation; giving them the confidence they need to continue to buy from you time and again! EMIR will also help you to identify which jobs need quoting, and keep on top of outstanding quotes, ensuring that you never miss an opportunity or forgot to follow-up on one again!

EMIR helps you to retain your existing customers. EMIR can help you provide better customer service. It's a well known truism that it roughly costs four times as much to find a new customer than it does to keep an existing one. EMIR will ensure that all your information is instantly traceable and provides you with the information your customers want to find out. Deal with your customers' enquiries easily and efficiently and ensure you can offer them the service they increasingly expect and demand. EMIR will help you satisfy their needs now and into the future and ensure that you retain their business!

EMIR will make it easy to maintain your Quality system. How much effort is made in keeping track of all your paperwork and ensuring it is ticked correctly, signed, etc.? How easy is it to lose a PO, Del Note, etc.? Allow EMIR to store it all for you. Everything that happens is stored and easily accessible by Job No, Serial Number, Order No, etc.

EMIR will help ensure your work is profitable! Do you need to see the latest job-costing situation instantly? One fast EMIR enquiry will show you all the Labour, Stock used, and Purchases made on any job. It will alert you to the amount your spending to ensure you don't exceed your quoted price or warn you to change the price to reflect the true cost and your margin! This ensures that you don't wait until you've invoiced the job to find out that you've not charged enough!

Help improve your "Cash flow" via EMIR's completely integrated accounts. Job invoices post straight onto the Customer's Ledger ready for payment, and purchase invoices are instantly validated against the purchase order to ensure you are being invoiced for what you originally bought and at the right price! Ensuring there are no hidden charges to upset your profitability later!