

## Industry News

Please forward it on...

### Christmas Support Hours



#### EMiR support hours

Up to Thursday 23rd Dec:  
Open as normal

**Fri 24th Dec:** Closed (emergency support 12 – 2pm on 07971 480284)

**Mon 27th Dec:** Closed

**Tue 28th Dec:** Closed

**Wed 29th Dec:** Open 12 – 3pm

**Thur 30th Dec:** Open 12 – 3pm

**Fri 31st Dec:** Closed (emergency support 12 – 2pm on 07971 480284)

**Mon 3rd Jan:** Closed

**Tue 4th Jan:** Back to normal

#### Cloud support hours

**Thu 23rd Dec:** 8am – 5pm

**Fri 24th Dec:** 8am – 5pm

**Mon 27th Dec:** Closed

**Tue 28th Dec:** Closed

**Wed 29th Dec:** 8am – 5pm

**Thu 30th Dec:** 8am – 5pm

**Fri 31st Dec:** 8am – 5pm

**Mon 3rd Jan:** Closed

**Tue 4th Jan:** Back to normal

**Issue 63**  
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**Basic**

Winding Database, E-commerce, Financial Interface, Stock, Purchasing, Quoting, Finance, Web-CALLS, Asset Management, Smart Site, Labour Scheduling, CRM, Task Center



Pictured left to right: Andrew Castle, Event organiser Touchwave Media; Gary Downes, Managing Director, EMiR Software & Darren Martin, Operations Director, Musk Process Services, Award sponsor.



## EMiR are WINNERS!

We are very happy to announce that EMiR Software have recently won an award for eMiR-Learning in the Skills and Training category at the AEMT Awards.

The fourth year of the AEMT Awards was hosted after the AEMT Annual Conference on Thursday 18th November. It was a great event which welcomed a gathering of 200 attendees.

We are so proud that this service has been acknowledged and awarded by our industry peers. THANK YOU!

The COVID pandemic accelerated the importance of learning away from the workplace. In response to this specific and unforeseen need eMiR-Learning was developed. We wanted to offer our user base an easy to use, easy to access learning environment which would support them whilst working from home.

eMiR-Learning is continually growing in both users and content. Take a look at the

back page of this newsletter for details on the new CRM training module now offered within EMiR.



If you would like to learn more about how eMiR-Learning can help support your training needs please email [steve@solutionsinit.com](mailto:steve@solutionsinit.com).

Congratulations to EMiR customer **ADC Electrical** for winning Service Centre of the Year!



## NEW CUSTOMERS

### Radway Control Systems

Radway Control Systems Ltd specialises in the design and implementation of automation, control and information systems for a wide range of industries, with particular expertise in the metals, water treatment, chemicals, nuclear, automotive and food manufacturing sectors.

They offer a complete integration service encompassing the design, manufacture, installation and commissioning of electrical control systems, which includes a high degree of expertise in computer, PLC and drive application software.



RADWAY CONTROL SYSTEMS

**M&M International** (part of V-Flow solutions) joins EMiR Software as a customer this quarter. They are specialists in designing and creating bespoke valve systems.

M&M International (UK) Ltd was set up in 1991 to provide a direct link between M&M International Srl in Italy and the UK marketplace. Now part of V-Flow Solutions Ltd., M&M International (UK) Ltd. has created an identity of its own through a continued high level of service and technical support to the OEM, Re-sale and End User markets.



INTERNATIONAL [UK] LTD

We are delighted to have them on board with us.

# EMiR EVENTS

## AEMT Golf Day

Another fantastic AEMT golf day was enjoyed on 17th September at the Forest of Arden course near Coventry.

It was a joy to play the tough Arden course, which was in great condition and the weather was dry and warm with little or no breeze, allowing ideal conditions! As sponsor of the event, EMiR Software were pleased to welcome 40 players to the event and, after a

few welcome 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

the 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.



The Association of Electrical and Mechanical Trades



### ABB TEAM

Rich Gee • Rob Wood  
Ian Browne • Dave Hawley

### EMiR SOFTWARE TEAM

Phil Baker • David Carley  
Gary Downes • Steve Schofield



### CENTRAL GROUP TEAM

Dave Worthington • Steve Ruddell  
Shaun Sutton • David Fairclough



### EXALTO TEAM

Paul Mosses • Graham Warren  
David Yarnell • Dennis Rawle

### BENNETT ELECTRICAL TEAM 1

Richard Kelsall • Darryl Beecham  
Nigel Bennett • Paul Toghill



### BPMA TEAM

Nigel Brindley • Mike Robinson  
Steve Smith • Gary Wilde



### BENNETT ELECTRICAL TEAM 2

Sam Bennett • Ben Bennett  
Mike Bamford • Jason Powell

### WEG TEAM

Marek Lukaszczyk • Russell McCabe  
Bon Osbourne • Peter Blagrove



### MKE TEAM

Tom Bouchier • Matt Fletcher  
Matt Savage • Alex Page

Additional winner images can be found on our website: [www.solutionsinit.com](http://www.solutionsinit.com)

### Congratulations go to:

**1st Team** Bennett Electrical  
**2nd Team** ABB  
**3rd Team** EMiR Software

**Nearest the Pin** Gary Downes, EMiR  
**Longest Drive** Dave Hawley, ABB

**1st Individual** Alex Page, MKE  
**2nd Individual** Steve Ruddell, Central  
**3rd Individual** Ian Browne, ABB

# BPMA Golf Day



This took place at the beautiful St Pierre Golf course in Chepstow on 2nd September.

It was a real pleasure attending these events once again after the past year's restrictions. Events like these are essential to help build strong relationships outside of the normal working day. We look forward to next year's events.

**Planned golf days for 2022 include:**

**BPMA Golf Day – 1 September 2022**

The Vale Resort, Hensol Park, Hensol, Vale of Glamorgan.

**AEMT Golf Day – September 15th 2022**

Forest of Arden, Coventry.

We wish to extend a welcome and invite to as many teams as possible. So, if you are interested in getting a team together or would like to know more about each event, please do get in touch – we would love to see you there.

To register your interest in placing a team at any of these events please email [gary@solutionsinit.com](mailto:gary@solutionsinit.com).



WGM Engineering formed the EMiR team.  
Pictured left to right: Kevin Seabeck, Patrick Brown, Gary Downes – EMiR & Matt Ely.

## We also attended the Pump Industry Awards

Another fantastic evening was enjoyed with pump industry members on 23rd September in Kenilworth.

EMiR Software were happy to be announced as a Finalist for "Supplier of the Year", a great achievement. Congratulations to the whole EMiR Team.

We were also happy to be sponsors for the "Distributor of the Year" award, which was afforded to Champion, pictured to the left below with our Managing Director Gary Downes.

As sponsors and keen attendees to this industry event we were happy to invite some of the EMiR team and guests. The picture on the right below includes Andy Patten, Business Development Manager ADC Electrical; Shaun Sutton, AEMT President & Managing Director for Central Group and Karl Metcalfe, Technical Advisor at the AEMT and his wife Liuda Metcalfe.



EMiR Software – Proud PIA Sponsors  
"Distributor of the Year"



EMiR Software – PIA Finalists  
"Supplier of the Year"

## EMiR sponsors "Project of the Year" for the fourth year at the AEMT Awards

Congratulations to **Fletcher Moorland** for winning the category and a special mention to **GES Group** as an excellent finalist.

EMiR are proud to support and encourage excellence within the Industry.





Talk about the benefits of EMIr and benefit from referral rewards!

No other software product in this market is recommended as much as EMIr. In recent months we've seen Hayley 247, based in the UK, recommend it to their European sister company, Eltec, based in Belgium and this month Deritend (our thanks to Mike Smith of Deritend) made the recommendation to a partner, Forward International, that specialise in water company installations and repairs.

...and for this we like to reward. For an introduction which turns into a meeting, you will receive vouchers of your choice for £25 and a further £200 if your recommendation turns into a sale.

Visit Recommend EMIr at: [www.emirsoftware.com](http://www.emirsoftware.com)

## EMiR Software announces its next generation Cloud Server Solution to its EMIr-Cloud customers

Offering the most secure, reliable and available Cloud Server solution with 24/7/365 key service support.

Gary Downes, Managing Director, EMIr Software said, "many of our customers have moved towards a cloud solution as it negates the need to manage and maintain an IT system in-house. The flexibility that the EMIr cloud solution offers many of our customers is that it is completely secure, EMIr is much faster to use and we can manage the total EMIr user experience".

EMiR have been offering a cloud solution to customers since 2015, now managing some 400 users virtually. Gary Downes said, "more and more customers are moving to cloud and we wanted to ensure we could offer a scalable and future-proof solution as the user

base expands and the demands for software management also increases.

"We chose to partner with Secura because they pro-actively monitor our customers' platforms for key service issues or vulnerabilities around-the-clock and the UK-based, ISO 20000 certified service desk team has a real depth of knowledge and provide a great customer service experience."

Customers will be contacted directly as and when their server migration is planned. If you have any queries or are interested in more information regarding cloud servers, please email [sales@solutionsinit.com](mailto:sales@solutionsinit.com).



## CRM NOW IN LMS

The award winning eMIr-Learning expands adding two new modules !!

The Learning Management System, eMIr-Learning, is expanding again with two new educational modules.

November saw the launch of CRM, a full instruction guide and overview to the CRM Extension. CRM or Customer Relationship Management is a complete sales and marketing tool for the business and acts as a central communication portal for every conversation, meeting or email. It allows your staff to see the history of trading, current quotes, jobs in progress and financial information for accounts and prospects in one place through the web portal or on a smartphone.

In production now, for early release in the New Year, is the last of the Module overviews: Finance. The course looks at all aspects of the EMIr Finance Module and Financial Interface and its interaction with the rest of EMIr. A useful addition to eMIr-Learning for those companies that not only use the Finance Module, but those considering moving from their existing accounting application.

Both training modules are available for free as part of the eMIr-Learning system. If you are not already using this learning system, contact us for details. [sales@solutionsinit.com](mailto:sales@solutionsinit.com)



**The EMIr Open Day is back in 2022!**  
**EMiR SAVE THE DATE**  
**OPEN DAY – Thursday 12th May 2022**



For more information please contact Solutions in I.T. Ltd on 0845 009 4588 or at [www.solutionsinit.com](http://www.solutionsinit.com)