

## Industry News

Please forward it on...

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- Industry News

Issue 64  
March 2022



## Start your engines for the EMiR Open Day

We are delighted to announce the return of the EMiR Open Day. This year being held at the BRAND NEW Silverstone Interactive Museum, on Thursday 12th May.

See inside for more details on the day's activities and information on how to register.

## eMiR-Learning – Category winners at the AEMT Awards and now finalists again!



EMiR are pleased to announce we have been selected as Pump Industry Award finalists for our Contribution to Skills and Training for the eMiR-Learning Platform. At the end of November, you may remember eMiR-Learning achieved the dizzy heights of category winner in the AEMT Awards, so fingers crossed the success continues!

This award-winning Learning Management System spans across the key Modules within EMiR and is available via an online platform. We currently have over 200 users enrolled on the system and nearly 300 certificates have been issued.

Many of our customers use the platform to support their on-boarding process. It helps to get new employees up to speed with the systems and processes that are used within the business whilst giving the new starter the autonomy of learning at their own pace. We spoke to EMiR customer Fady Atallah, Cabel's new Marketing Manager who was given access to the eMiR-Learning platform when he joined Cabel earlier this year.

*"Having access to the EMiR platform from day one of me joining Cabel, provided me with an invaluable insight into how Cabel works internally and how the different departments all integrate with each other. Going through the online training courses on the eMiR-Learning platform, provided an in depth understanding of the software functionality, and the practical examples shown during the courses demonstrate how well built and thought out the EMiR software is for our industry."*

*As Sales & Marketing Manager for Cabel, I found the CRM training the most useful and it helped me to form a clear picture of what I was able to achieve through EMiR for our future sales and marketing activities.*

*I would recommend this platform for any new starter that has EMiR Software installed."*

We have an extensive list of Modules available to your employees, all of which stand alone as a training subject in their own right, so you can pick and choose which Modules are relevant to each employee.

### Courses currently available are:

- Introduction to EMiR Repair Jobs
- Introduction to EMiR Sales Jobs
- Introduction to EMiR Stock Jobs
- Introduction to EMiR Hire Jobs
- Introduction to Quoting
- Introduction to Stock Control
- Introduction to Purchasing
- Introduction to Asset Management
- Introduction to Enquiries and Reporting
- Introduction to CRM
- Introduction to System Administrator Information



Gary Downes receiving the AEMT Award from Andrew Castle and the category sponsor Darren Martin

### SPECIAL OFFER

I'm sure you'll agree that's quite a list of courses and not all of your employees need to go through every Module. As well as the option to use eMiR-Learning for every member of your staff, we are now offering the option of a choice of any two courses for one user for just £50. Just email [kirstie@solutionsinit.com](mailto:kirstie@solutionsinit.com) to sign up!

What we hope you get out of the day...

In the morning join us for an EMIr Update

It's been a while since we last saw everyone and we're super excited to tell you about the recent developments within EMIr. The morning will be dedicated to updating you about all that's new within EMIr and how your business can benefit from these updates.

During the break and lunch

A chance to catch up with your industry peers and discuss your sterling efforts of keeping the wheels, engines and motors running throughout the pandemic.

We would also like the opportunity to say thank you for your continued business and discuss how we can support your future plans for growth.

Important key announcements about the future of EMIr

**EMiR-Cloud Server** – meet our cloud partners, Node4, and see how this solution is becoming increasingly mission critical to our growing customer base.

**Our roadmap to a brand-new EMIr.**

**Smart Site** – we've been working extensively with Smart Site users and the improvements are designed to help you work Smarter!

The afternoon is all about you

Free unlimited access to the Silverstone Interactive Experience plus the chance to book a place on the ultimate racing simulator experience.

JOIN US AT THE

**EMiR**

Electro-Mechanical Information Resource

**OPEN DAY**

12TH MAY 2022



We are delighted to invite you to join us at the EMIr Open Day taking place at the Silverstone Interactive Museum on the 12th May 2022.

Book your seat with us and let us bring you up-to-date with the EMIr company roadmap, feature updates and development focus. It's been nearly three years since St Georges Park, there is a lot to show!



**START YOUR ENGINES**

- 09.30–10.00** Get your engines ready and jump start your morning with coffee and a welcome from the EMIr Team. Breakfast sponsored by **node4**
- 10.00–11.15** Seat belts on, safety check complete we'll start at Hamilton Straight with an update and a look at the recent updates to EMIr Modules and Extensions.
- 11.15–11.45** An all important pit stop and a chance to catch up.
- 11.45–13.00** We take a look at what's coming round the corner with the latest EMIr product roadmap and input from our key partners and how they will help us deliver the next generation of EMIr and Cloud Servers.
- 13.00–14.00** Lunch
- 14.00–16.00** The EMIr Formula 1 Driving Simulator and access to the Interactive Silverstone Museum.



THE HOME OF BRITISH MOTOR SPORT



**THE SILVERSTONE INTERACTIVE MUSEUM**

You will have full access to the museum, which details Silverstone's great heritage in racing and some fantastic interactive activities.



Visit <https://tinyurl.com/5n74kmpn> to view Open Day Video

**AFTERNOON ACTIVITIES INCLUDE THE ULTIMATE MOTOR RACING EXPERIENCE!**

You'll have the whole afternoon to delve into the history of Silverstone, the home of British Motor Racing. An exciting tour including grid line up, interactive displays, bikes, cars, memorabilia and 3D experience of the Ultimate Lap.

For those who register early, you'll be taking to the track in one of four Formula 1 simulators. You'll be up against other attendees to record the best lap time – industry bragging rights, the ultimate prize.

**Numbers are limited so please book your seat with us ASAP.**

**SAVE THE DATE IN YOUR DIARY! THERE IS SO MUCH TO SEE AND EVEN MORE TO LEARN!**

To reserve your place call 0845 009 4588 or email [kirstie@solutionsinit.com](mailto:kirstie@solutionsinit.com)

**SILVERSTONE**  
INTERACTIVE MUSEUM



# TRADE ASSOCIATION NEWS



The Association of Electrical and Mechanical Trades

**AEMT** posted about GES Group (Grants Electrical Services Ltd.) Wind Turbine Project that won Project of Year at the recent AEMT Awards.

To find out more, visit:  
<http://www.theaemt.com>



**EASA** hosted virtual coffee morning to members every day for a week in February. Topics included Market & Industry Trends at the beginning of 2022, Compete with your EASA Membership, EX Workshop issues, Sustainability in the Industry and Remote Condition Monitoring Projects.



The **BPMA** have been promoting their Industry Awards – of which EMiR are a finalist for Contribution to Skills and Training. For a full list of finalists visit:  
<https://www.pumpindustryawards.com/finalists>

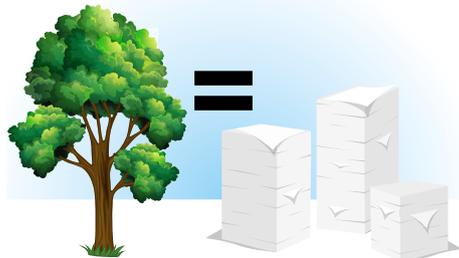
## INDUSTRY NEWS

### EMiR users saving the planet – one piece at a time!

**EMiR Customers** are committed to promoting and generating a greener more sustainable planet. Here are just a few of the social media posts promoting your work.

We recently underwent a review with one of our clients **Hidrostal** on how the implementation of Smart Site had positively impacted their use of paper within the workshop. Hidrostal told us that they now have eliminated at least 9 pieces of paper per job. When you calculate this to the number of jobs they complete in a day, week, month and year we realised that they had managed to save nearly 46,980 pieces of paper. **That equates to nearly 6 trees since they implemented Smart Site.**

1 tree makes 16.67 reams of copy paper or 8,333.3 sheets.



**Houghton International** completed the rewind of a 26 tonne direct drive generator on an aging wind turbine – the full case study can be found on the Houghton International website.



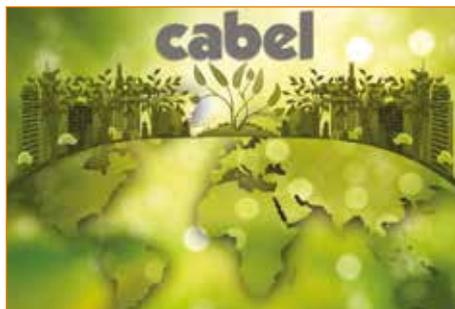
**WGM Engineering** posted on LinkedIn about the installation of 21 Electric Vehicle Chargers at Ingliston Park & Ride, on behalf of The City of Edinburgh Council via bp pulse.

**Central Group** offer us a case study on a pump refurbishment that once completed delivered 13% extra efficiency. What that actually equates to is 3.5 large bottles of water every second or an extra 4,000 bath tubs per day!

**Logan Energy** reported that their 350bar #hydrogen refuelling station left their site in Scotland and was heading to Belfast in Northern Ireland. Designed to dispense 100kg per hour in to Wright bus double-decker buses, the HRS will be supplied by greenhydrogen made at a wind farm in County Antrim.



**Cabel** gave us a great post about helping customer extend the lifetime of old equipment and maximise the return on an initial investment. This commitment is supported by the case studies on their web site detailing recent repair work on wind turbines and power generators.



## News

## 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](http://www.emirsoftware.com)

**EMiR provide regular updates via social media, please connect with us.**

