



Industry News

Please forward it on...

Seasons Greetings from the EMIR Team

Welcome to this Christmas edition of our Newsletter. This is our 40th newsletter, produced in the year when EMIR has celebrated 20 years of use in the industry.

We have packed this issue full of news and special offers and hope you can take 10 minutes out of your day with a cup of tea to enjoy it!



CRM Version 4 Open Training Day - 18th Dec 2014

Sign up now for this FREE session!

It's been a big year for CRM. Two major releases have taken place in 2014 and more are planned in the New Year! EMIR CRM offers far more than many of you probably realise!

It sits at the heart of your business and records every interaction you have with a prospect, customer and supplier as well as providing financial forecasts and progress against budget.

In December, Version 4 is released and we are holding an open training event on Dec 18th for anyone that would like to see what CRM has to offer.



Some of the EMIR team who look forward to welcoming customers to the CRM Training Day on the 18th Dec. Book your place now!

A list of new features mentioned in this article is available on our website:

www.solutionsinit.com/news/crm-new-release

Places are limited and at the time of writing only 9 places are currently available, so please get in touch ASAP to reserve your place.

Merry Christmas to all our Customers and Partners!

Thanks to you all for your business and support during 2014.

We wish you all a fantastic and peaceful Christmas and a Prosperous 2015!

Support Opening Hours:

- 24th Dec:** Office Closed. Emergency Support Only.
- 25th & 26th:** Office Closed. No Support Available.
- 29th & 30th:** Support available 12.30pm to 3.30pm.
- 31st Dec:** Office Closed. Emergency Support Only.
- 1st Jan:** Office Closed. No Support Available.
- 2nd Jan:** Support available 9.00am to 4.00pm.

Support is available via 0845 130 2172

The Solutions In I.T. office will be closed from the 24th December through to the 2nd January 2015.

To keep up with all our latest news, why not follow these online updates?

- Our LinkedIn page: www.linkedin.com/company/solutions-in-i-t-ltd
- Twitter Feed: @EMIRSoftware
- Or simply visit the News section of our website: www.solutionsinit.com/news



It's a Shaw Thing!

The two Gary's see Solutions In I.T. collect the trophy!

It wouldn't be a newsletter without a bit of golf and finally we can report a victory in the "Aston Villa Lions and Legends" golf day in Birmingham in October.

Gary entered a team and was lucky enough to be given Villa European Cup Winning Legend, **Gary Shaw**, as their 4th player. The team won the event with 103

points, 4 points ahead of the 2nd team. Gary even had to face an unexpected interview with Midland's journalist and Sky Sports commentator **Gary Newbon** when collecting the trophy! The winning team consisted of Gary, Steve Oldham, Ian Geddes and Gary Shaw and all of them fortunately played very well on the day!

Less victorious, but by no means less enjoyable, we also entered a team in the Aston Villa golf day at the Forest of Arden. **Neil Langdown** from **Hidrostal**, **Richard Hale** of **Deritend** and Villa legend, **Colin Gibson**, made up the team that finished a creditable 10th out of 20 teams.



Ian Geddes, Gary Shaw, Gary Downes and Steve Oldham



Ken McNaught, Gary Shaw, Gary Downes and Gary Newbon [Sky Sports]



Richard Hale, Gary Downes, Colin Gibson and Neil Langdown.

EMIR related Cloud Services Increase

Are you making the most of Cloud?

The benefits of Cloud computing are becoming realised by many of us, sometimes without us even knowing. Whether you use a mobile smart phone holding your pictures, a tablet storing all of those important books and recipes or a business computer on a network, the Cloud will have been offered to you.

In the Clouds simplest form, instead of holding your valuable information on the

computer you carry around, which could easily get lost or stolen, the information is held in a secure data centre which you access over the internet. The type of device you use to access that data is unimportant. You may type a Word document in the office on your laptop, make changes while you are on the train using your iPhone and send it by email on your tablet in the evening – you don't have to use a data stick to copy the document from device to device.

So where does the Cloud fit in your business?

We currently offer **EMIR-Cloud** which provides a complete hosted server on the backbone of the internet complete with Microsoft Office licensing for each user –

this includes **EMIR Remote Backup**, our other EMIR Cloud service. Why not get in touch and find out how our Cloud services can help your business?

EMIR users have gone Cloud crazy...

www.solutionsinit.com/clients/case-studies/hidrostal-ltd



“ You don't have to use a data stick to copy the document from device to device. ”



Help Your EMIR Go Faster!

The main benefit of using the EMIR platform is your ability to quickly find and review every aspect of work that you have conducted for your customers.

You can rely on the stored data to give you an accurate representation of your trading history, so that future decisions, quotes, purchases, contract amendments, etc. are all based on real information, accuracy that will promote stronger, profitable relationships.

As many of you will realise, holding unlimited amounts of data in your EMIR system can lead to slower enquiries and reporting when all of your history is being utilised.

It may also impact on the speed of entering

new jobs, purchase orders and quotes where extensive stock items are filtered to create the desired documentation.

The EMIR Archive System simply

“ EMIR has been around for 20 years now, so some of you may have 20 years of data! ”

isolates all of the history and gives the live data more room to manoeuvre, thus increasing the speed. Typically we would advise to keep two years or so in the live environment and benefit from increased

speed and uncluttered data. All previous years are available in the EMIR Archive and can be viewed on separate copies of EMIR simultaneously.

Read how **Barry Barber of Brownings Electric**, one of our earliest customers, utilises the EMIR Archive...

www.solutionsinit.com/clients/case-studies/brownings-electric



SPECIAL OFFER: Half Price offer on the EMIR Archive System...
The usual price of the EMIR Archive system is **£995**, but if you order before Christmas, then you can purchase it for just **£495!**
Please get in touch ASAP if you wish to take advantage of this offer!

New Financial Standard has implications for EMIR Stock Valuation. Act Now!

You may or may not be aware that there is a new Financial Reporting Standard, **FRS102**, starting for financial periods commencing on the **01/01/2015** and there is one change that will affect EMIR users directly...

Stock valuation should no longer be based on a "Unit Cost" (as in the previous SSAP9 standard) and can only be based as described in section 13.18 of FRS102, namely:

13.18 *An entity shall measure the cost of inventories, other than those dealt with in paragraph 13.17, by using the first-in, first-out (FIFO) or weighted average cost formula. An entity shall use the same cost formula for all inventories having a similar nature and use to the entity. For inventories with a different nature or use, different cost formulas may be justified. The last-in, first-out method (LIFO) is not permitted by this FRS.*

As EMIR has legitimately used Unit Cost as its basis for stock valuation (for nearly 20 years now!) it is an area that we are updating to Weighted Average Cost to meet the new standard. There is significant development involved in this change, but we are providing this update **FREE** to all **EMIR Maintenance Contract** holders, and for a reduced fee of **£195** for **EMIR Support Contract** holders or **£395** for a revised stock module for users **who have neither support or maintenance contracts.**

So what do you need to do?

You need to order your upgrade by the time your accounting period starts in 2015 (even if it is free!). We will then provide the new functionality to you and run the necessary setup to create the new weighted costing mechanism and further ensure that this is done by the end of your first financial period in the new year (or as soon as possible).



The update will be available by the end of January 2015, but please act fast to ensure your update is arranged in good time to suit your needs.



Sponsored Football Update: Both Treble Winners Going Well Again!

Shotts YMCA Reds U-17's, winning for fun and building on last two trebles!

The team have won seven out of seven in the league and won eighteen out of nineteen in all matches, narrowly losing out to a 94th minute goal in the national cup. Shotts recently took a major scalp in the South East Regional Cup, beating Tynecastle BC from Edinburgh, who were sitting unbeaten at the top of their league. The boys travelled through to Edinburgh and disposed of their opponents with a comfortable 2-0 victory.

The senior clubs are now taking a closer look at some of the Shotts players and one player is currently training with Hearts pro youth team, which is what it's all about at the end of the day (giving the boys an opportunity of stepping up to the senior ranks). Well done Shotts and good luck in 2015!



Shotts YMCA Reds Under 17's



Ise Lodge Under 16's

Ise Lodge Youth U-16's Sitting Pretty in League again after Excellent Start!

Ise are currently second in the Northampton 'A' league, 1 point behind the leaders with a game in hand. They have also progressed to the 2nd round of the League Cup. Unfortunately though, the day before writing, the **boys unbeaten run of 38 games across 3 seasons** has been halted with a 1-0 defeat to Kingswood Black in the County Cup. It just shows that all good things must come to an end! In that incredible run, the boys won 36 and drew just two of the 38 games – a run that has bought them two league trophies and, of course, the treble last year!

Stop Press: Friendly match?

We may be arranging an end of season Friendly against Ise U16's and Shots U17's to get our two sponsored youth teams together to see who the "best of the best" is! I'm sure it will all be very friendly! More to come hopefully on this one...

EASA News

Exciting news for EASA members with Mr Frederic Beghain now being appointed the General Manager of EASA Region 9 - "Europe and World Chapter".

This is a landmark appointment, with EASA Region 9, now benefiting from a full time General Manager to help its growth in the region, with funding being provided from the EASA USA.

For more information, please contact secretary@easa9.org.



AEMT News

Exciting times too for the AEMT with both a brand new website (complete with mobile site) and a new newsletter have been formulated and are now in action.

The website is particularly impressive with both a new design look and feel and very useful functionality for members and visitors alike.

For more information please see www.aemt.co.uk or contact them via admin@aemt.co.uk.



BPMA News

Our Steve Ashman recently attended the BPMA AGM at Collyer Bristow in London.

There were two presentations alongside normal AGM business including information on the WEEE regulations and current markets. The "Pump Industry Awards" are also upcoming on the 19th March.

More information can be found via www.bpma.org.uk.

