

What is a Dashboard?

Your business is constantly creating and collecting all sorts of data from initial sales enquiries to quotes containing all manner of detail to purchase orders and invoices, all being held in your various packages or business somewhere. In fact, you can be data rich, but knowledge poor—in other words you may have lots of useful information, but fail to make it accessible and clear to understand, so that it is difficult to make effective and timely business decisions.

A Dashboard simply collates that data and displays in a simple to read format that your appointed staff can share. Each Dashboard shows summary information and the great thing is, if you want to know more you simply click for more detail.

5 Decisions made easier with EMIR Dashboards

The following examples are based on our considerable experience working with businesses in the electro-mechanical sector who service & repair, manufacture & assemble, sell & distribute and hire all manner of rotating equipment. The list is by no means exhaustive and simply reflects the simplicity and flexibility of the Dashboards provided with the EMIR system.

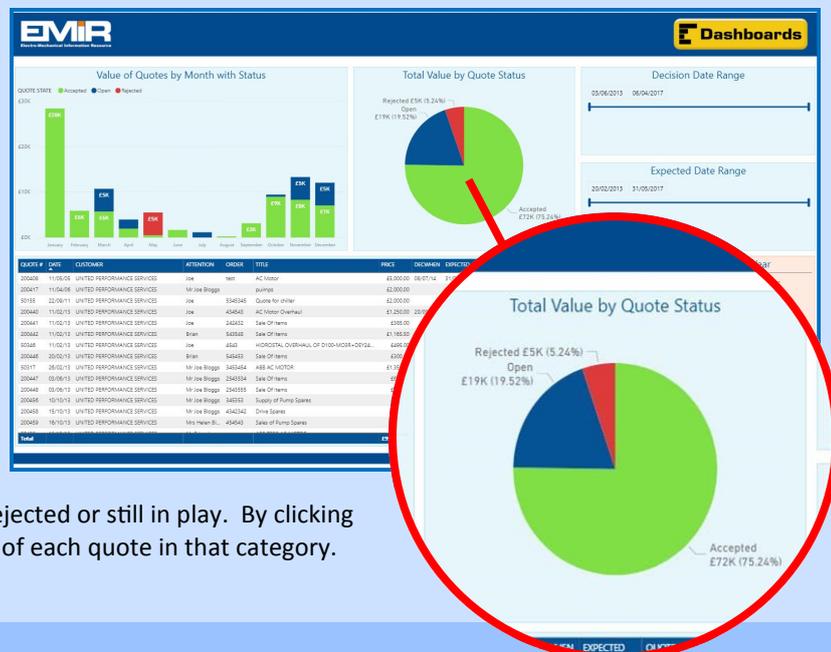
- Dashboards are available for all areas of the EMIR system.
- All Dashboards can be tailored to reflect what is important to you.
- Fresh Dashboards can be written to provide specific people or departments with the information they need.

1 What is our real success rate in closing business?

Quotes Dashboard

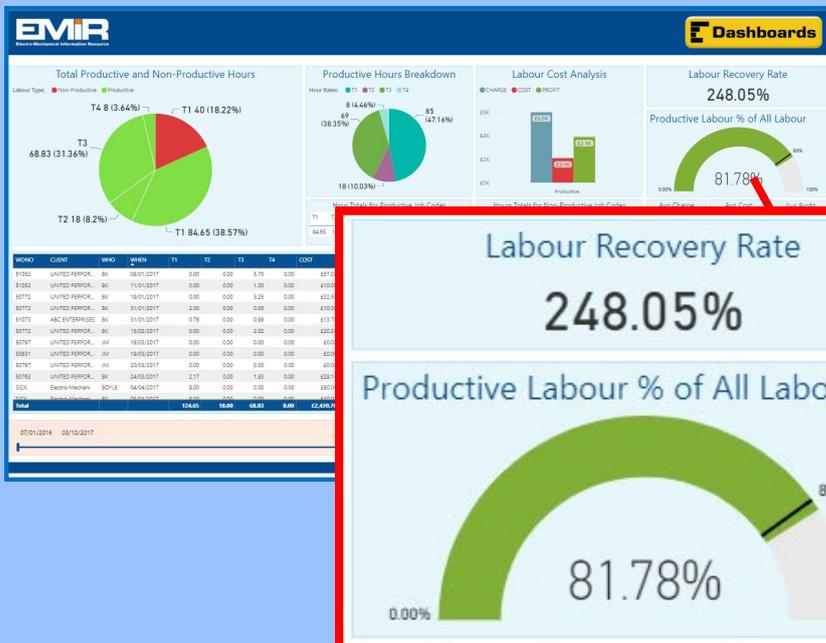
When a prospect or customer requests pricing from you, how do you really know if your estimating process is successful? It is easy to cite arbitrary conversion rates that reflect the general status of the business, but can you really identify which quotes are being converted and why?

The Quotes Dashboard centralises all of your sales process so that individual sales people, managers and board members can see a live appraisal of progress delivered on a Dashboard directly to their phone, tablet device or desktop computer as often as they need it.

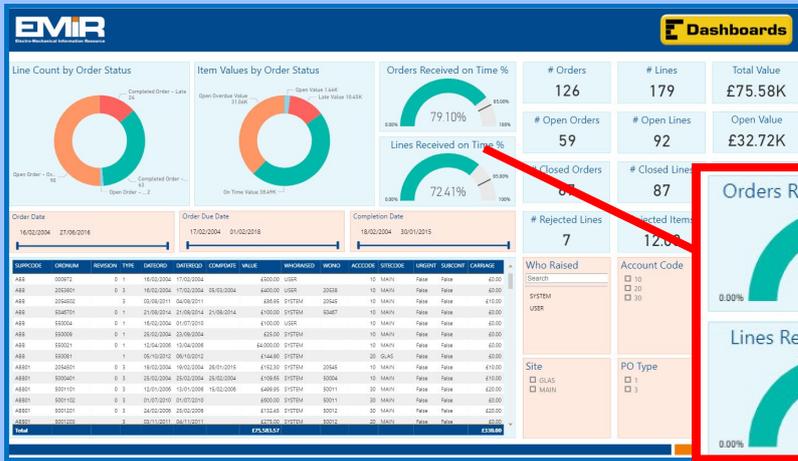


To the right, you can see the breakdown of quotes, won, rejected or still in play. By clicking on any of those segments the Dashboard will present a list of each quote in that category.

2 Does our labour cost match our recovery?



3 How do we differentiate the suppliers that we choose?



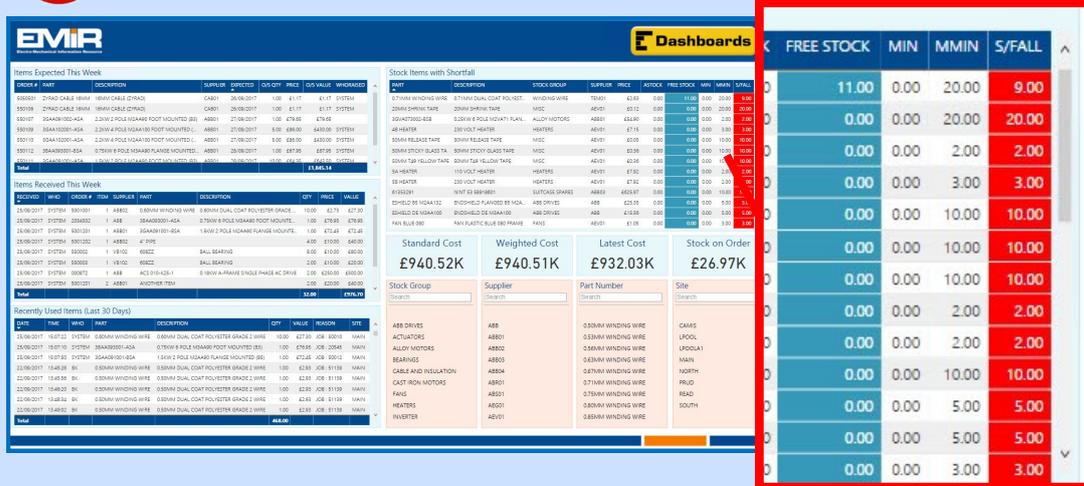
Purchase Dashboard

When you make a purchasing decision, you need to be sure that the supplier relationship is in the best long-term interests of your business.

The Purchasing Dashboard offers current information as to all purchasing activity. As you can see on the left, quickly providing an assessment of orders and items received on time over any given period you choose.

Use the Dashboard to display the overall picture, then simply click and focus in on individual product or supplier.

4 Do we risk creating poor service with stock shortfall?

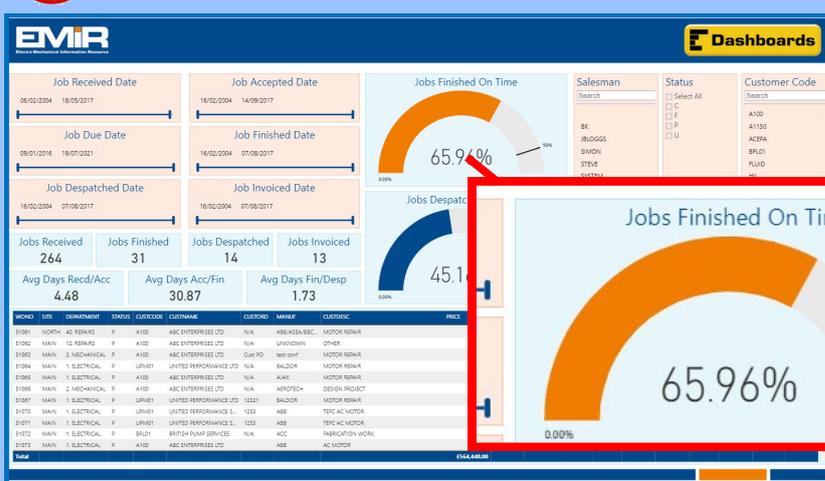


Stock Dashboard

Keeping a tight control over stock is often imperative, never wanting to purchase too much or too little is a constant juggle often in the hands of one important member of staff.

The Dashboard on the other hand shares the responsibility, again adding visibility to an ever changing position of live jobs, orders in process and rush work. You can sort the detail by stock group, supplier, specific part number or stock location.

5 Are we really as efficient as we need to be?



Job Dashboard

Processing of orders is what your business is all about and ensuring your provide a high level of service to your clients.

Measuring job throughput and delivery times is a great measure of your internal process and performance and will help your team strive for more.

Being able to your performance by work department, type of product and customer means you can quickly find the information you need when you need it!

What is EMIR Software?

EMIR ERP is a specialist software suite for your industry. First launched in 1994, we have sold EMIR (Electro-Mechanical Information Resource) around the world and have over 2,000 users logging in everyday to control their businesses. EMIR is a business management software system that controls every aspect of processing from prospecting & marketing of your business, to quoting of work and the tracking of costs through all aspects of order processing and subsequent financial control.

Do you want more control?

Call 0845 009 4588 or email sales@solutionsinit.com

