

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

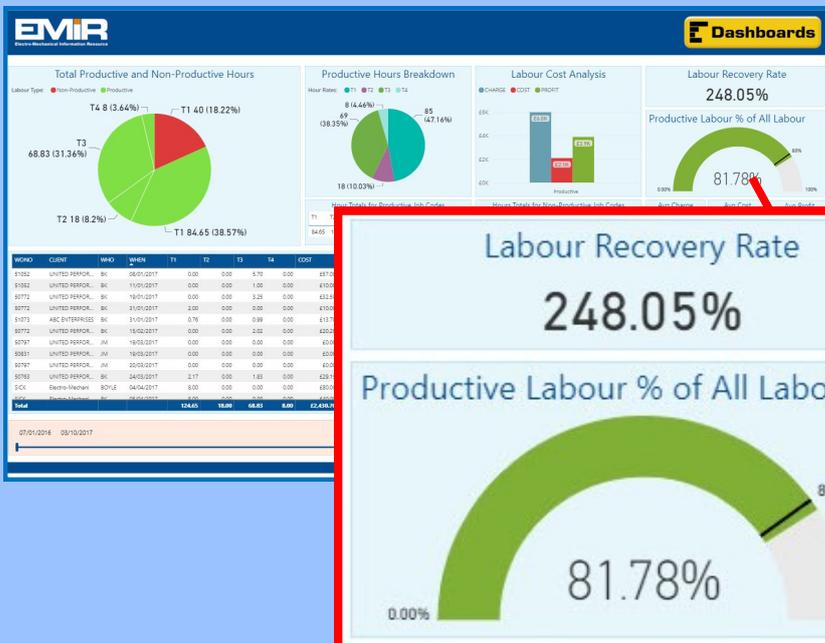
When a prospect or customer requests pricing from you, how do you really know if your estimating process is successful? It is easy to cite arbitrary conversion rates that reflect the general status of the business, but can you really identify which quotes are being converted and why?

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?



Labour Dashboard

The collection, collation and calculations of labour are often identified as the most admin intensive part of a service companies life. But, why? The EMIR system can capture all of this information electronically, vastly reducing the amount of paperwork, manual entry or spreadsheets from the process completely.

The Labour Dashboard delivers the true position to the Operations team summarising the labour activity carried out. You don't have to wait until the end of the month reporting for this information to be visible. How productive is your labour force today? - take a look in the red square

