

## Industry News

Please forward it on...

### In this newsletter:

- Moving forward, EMiR Journey Continues
- Update on Gary's new position
- Key Product Developments Update
- New customers join the EMiR Family
- New eMiR-Learning Course – Introduction to Finance
- Trade Association news

Issue 72  
July 2024



# Welcome

## to the July edition of the newsletter

Thank you to everyone to who joined us at the EMiR Open Day. It was really good to meet so many of you and we think the event was a huge success.

To see the day's highlights take a look at this video – scan the QR Code or visit: <https://player.vimeo.com/video/949045885>



## An update from Geoff Perkins (MD)

Following on from the Open Day, I would like to highlight some of the announcements that we made on the day.

With the sale of Solutions in IT completed, EMiR is now owned by Commercial Software Ltd (CSL).

I am Managing Director of the business and Sean Baumann joins me from CSL as Chief Technical Officer.

CSL are based in Haywards Heath and we are software authors for a number of other products, including our TallyPro software.

We have acquired EMiR Software as it sits well within our current product offerings and with the aim to develop EMiR into a SaaS environment.

We are committed to developing the EMiR Professional software and to help increase the productivity of all EMiR users.

Please connect with me on LinkedIn:

[Geoff Perkins | LinkedIn](#)



## A note to customers from Gary Downes

The sale of Solutions in IT. A new role for Gary Downes as he explains below...

As recently announced at our EMiR Open Day at St Georges, I am delighted to announce that the sale of Solutions in IT Ltd to Commercial Software Ltd is now complete.

As you will know, the sales process started 2 years ago and has featured a staged buyout of Latika's and my shares over the intervening period. Latika and I are no longer shareholders or officers of Solutions in IT.

So, while I am no longer directing the business, I am pleased to confirm that both Latika and I will continue to work for the business as contracted consultants, under my new company Business Process Advice Ltd. I will continue in my customer-facing role, helping you to get the best from EMiR, on a part-time basis. Similarly, Latika will continue to provide financial support services to the business on a part-time basis too.

Geoff Perkins, Managing Director of

Commercial Software Ltd, has now also become the Managing Director of Solutions in IT Ltd. Geoff and I have effectively shared the role for the last two years and he will continue to drive the business forwards, ably supported by Sean Baumann as Chief Technical Officer.

From an employee point of view, I am happy to report that the team remains unchanged and your usual contacts for EMiR and Solutions in IT Ltd will continue to provide the support and service that you have come to expect and hopefully enjoy!

I'd like to thank you for being part of the EMiR family and the EMiR journey that has taken place over the last 30 years, since I originally wrote the first version of EMiR! The EMiR Journey continues at pace and I personally look forward to continuing my relationship with you and wish you every success with EMiR and your business going forward. ”

# Open Day Round Up

## Latest Development within EMiR Software


As presented at the latest Open Day, here are a few highlights from the recent developments that have featured within EMiR.

**Job Tracker** allows your customers to access job information, so they can see how their jobs are progressing through your works. A status bar shows how complete the job is and a customer can see any of their jobs where they are listed as the contact. We have recently made a change to link labour operations to 'engineering statuses' so by performing a labour task the progress bar will automatically update as to how complete the job is. This means there is minimal effort required to keep

the customer fully informed of progress! Another bonus of this change, is that Visual Job Management is then effortless, and jobs will move to the next process in the repair/service/build cycle simply based on the activities your engineers' record against jobs. Whether you record labour via Smart Site, live time with our Time and Attendance Extension, or simply enter time sheets manually into the EMiR Time Sheet system, all entries will update the engineering status accordingly and make the whole process so much easier.

### Recent Key Developments

- Engineering statuses allow "% Complete" updates during WIP processes.
- Link Labour Operations to "Engineering Statuses"



## Job Tracker


### Job Tracker

EMiR Job Tracker | EMiR Software  
 Logged in as: Mr Brian Jones | Unit 1, The Chambers, Bowden Business Village, Leicester Road, Market Harborough, LE16 7SA

EMiR welcomes Mr Brian Jones to our tracker page.

Details of your job booked in on 22/02/2024 and also the current progress status of the job are shown below:

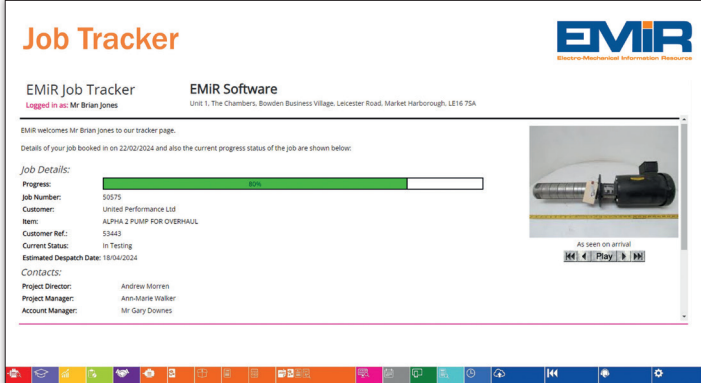
**Job Details:**

Progress: 

Job Number: 50575  
 Customer: United Performance Ltd  
 Item: ALPHA 2 PUMP FOR OVERHAUL  
 Customer Ref: 53443  
 Current Status: In Testing  
 Estimated Dispatch Date: 18/04/2024

**Contacts:**

Project Director: Andrew Morren  
 Project Manager: Ann-Marie Walker  
 Account Manager: Mr Gary Doomes




### Visual Job Management



Disassembled, to be mech...	Awaiting inspection	Ready for Quoting	Waiting Quote Acceptan...	Work approved and und...	Work complete awaiting...
<b>50486</b> United Performance Ltd Recd: 29/12/2023 Due: 18/06/2024 Est. Comp Date: T.B.A. ASB	<b>50754</b> United Performance Ltd Recd: 25/05/2016 Due: 20/09/1995 Est. Comp Date: T.B.A. ASB	<b>51855</b> Able Enterprises Limited Recd: 29/11/2016 Due: 05/07/2022 Est. Comp Date: T.B.A. AFR01C04	<b>50806</b> United Performance Ltd Recd: 12/02/2022 Due: 12/02/2022 Est. Comp Date: 12/02/2022 ASB	<b>51267</b> Fluid Lubric Limited Recd: 20/02/2023 Due: 16/12/2022 Est. Comp Date: T.B.A. ASB	<b>51268</b> United Performance Ltd Recd: 20/02/2023 Due: 16/12/2022 Est. Comp Date: 16/12/2022 ASB
<b>50346</b> R.D. Tool Process Limited Recd: 20/02/2018 Due: 10/08/2022 Est. Comp Date: 20/02/2018 ASB	<b>50827</b> United Performance Ltd Recd: 05/05/2016 Due: 20/09/1995 Est. Comp Date: T.B.A. ASB	<b>60274</b> Ase Agricultural Limited Recd: 07/07/2020 Due: 24/05/1991 Est. Comp Date: T.B.A. TT	<b>51267</b> Fluid Lubric Limited Recd: 20/02/2023 Due: 16/12/2022 Est. Comp Date: T.B.A. ASB	<b>50806</b> United Performance Ltd Recd: 12/02/2022 Due: 12/02/2022 Est. Comp Date: 12/02/2022 ASB	<b>51268</b> United Performance Ltd Recd: 20/02/2023 Due: 16/12/2022 Est. Comp Date: 16/12/2022 ASB



### Job Tracker: Engineering Statuses



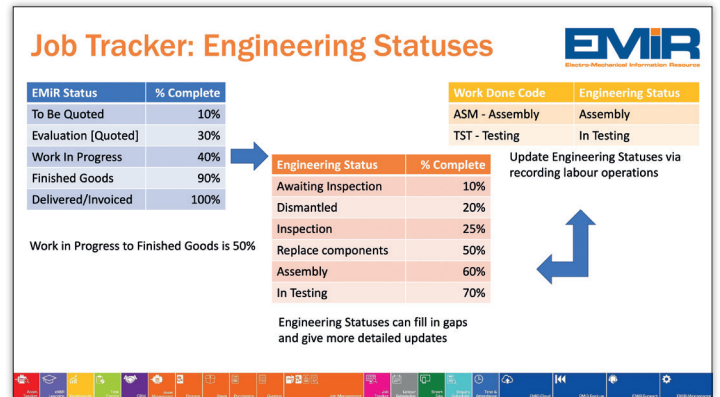
EMiR Status	% Complete	Work Done Code	Engineering Status
To Be Quoted	10%	ASM - Assembly	Assembly
Evaluation [Quoted]	30%	TST - Testing	In Testing
Work In Progress	40%		
Finished Goods	90%		
Delivered/Invoiced	100%		

Work in Progress to Finished Goods is 50%

Engineering Status	% Complete
Awaiting Inspection	10%
Dismantled	20%
Inspection	25%
Replace components	50%
Assembly	60%
In Testing	70%

Update Engineering Statuses via recording labour operations

Engineering Statuses can fill in gaps and give more detailed updates



**Smart Site – Version 6** continues develop at pace. Changes that are currently in progress will allow engineers to record non-productive labour on the device as well as review all the hours they have booked in a period. The job list is also being

substantially re-designed to look more like a calendar of events, so if the same job is booked for an engineer on multiple days, then the job will be listed on every day that it is booked. This alleviates the need for any other calendar view and directly informs the user of where they required to attend and when.

### Recent Key Developments


- Version 6 was released recently:
  - Multiple Assets per job
  - Cloud documents
  - Safety checklist questions can be mandatory
  - Request a job
  - Photos to hold Comments and Recommendations text



## Smart Site

### Upcoming Key Developments

- New functionality on the way:
  - Labour Scheduling calendar view within the App
  - Job list to list the same job more than once, if it is booked on upcoming days
  - Allow labour recording by time bands instead of using time periods.
  - Labour view to show all labour recorded by the engineer in a time range, not just on the active jobs.
  - Non-productive Labour Recording.



## Smart Site

For more info on these changes and how you can make use of them, please get in touch!

# We're happy to welcome new customers to EMiR!

## ESL Electromech

ESL Electromech Limited specialises in a variety of services within the mechanical and engineering domains, encompassing design, manufacturing, repairs, and upgrades. Whether it pertains to machining and fabrication, transformers and coils, or electrical systems, ESL is committed to delivering top-notch service while adhering to the highest standards.

ESL's primary objective revolves around offering a comprehensive maintenance and repair solution to various industries, functioning as a "One-Stop" destination. This includes manufacturing, preventative maintenance, modifications, upgrades, and swift repairs to manufacturing plants, encompassing production machinery and product handling systems.

[www.eslelectromech.co.uk](http://www.eslelectromech.co.uk)



## Pine Engineering

Pine have over 50 years' experience in manufacturing and precision engineering. They service a varied customer base from automotive, quarries, rail freight and printing to the manufacturers of scientific instrumentation and chemical plants.

As a customer-driven company they operate 24 hours a day and as such offer a complete turnkey operation – for all rotating industrial equipment and product supply.

[www.pine-eng.com](http://www.pine-eng.com)



## Nottingham Electrical Transmissions

The business started out repairing and servicing machinery for the thriving lace industry in Nottingham from a small shop with three staff in Basford, Nottingham. In 1979 the business was going from strength to strength and its reputation was building a loyal customer base along, with attracting new clients. So, it was time for a move to larger 2000sq ft premises.

With seven members of staff and space to grow, four years later in 1983 NET made yet another move to premises around three times larger at 6000sq ft. Today NET is recognised throughout the UK, Europe and worldwide due to the technical knowledge, quality of service and specialist repair of leading brands.

They operate from a purpose-built repair workshop, with full test facilities and an in-house machine shop with gear cutting service.

[www.net-eng.co.uk](http://www.net-eng.co.uk)



eMiR Learning

The online Learning Management System from EMiR Software

## NEW COURSE!! INTRODUCTION TO FINANCE NOW AVAILABLE

This course provides the learner with 6 key chapters covering the following:

1. System Setup
2. Sales Ledger
3. Purchase Ledger
4. Journals, Bank & VAT
5. Month & Year End
6. Finance Interface



This course has been developed and is delivered by our Software & Training Consultant, Annette Boulter. In her role as the course creator, Annette brings a wealth of experience gained from her years of working in Finance and with the EMiR Job Management System.

If you have access to eMiR-Learning please email [kirstie@solutionsinit.com](mailto:kirstie@solutionsinit.com) to request access for enrolment.

If you are already an eMiR-Learning user simply email me ([kirstie@solutionsinit.com](mailto:kirstie@solutionsinit.com)) so I can activate the course content for you.

This is a great addition to our award winning learning management system which already offers eMiR-Learning users an excellent knowledge base of practical content Current courses available include the following:

01. Introduction to EMiR Repair Jobs
02. Introduction to EMiR Sales Jobs (SOP)
03. Introduction to EMiR Stock/Build Jobs
04. Introduction to EMiR Hire Jobs
05. Introduction to Quoting
06. Introduction to Stock Control
07. Introduction to Purchasing
08. Introduction to Asset Management
09. Introduction to Enquiries and Reporting
10. Introduction to System Administrator Information
11. CRM – Customer Relationship Management
12. EMiR Professional – A selection of Hints & Tips

If you would like to become an eMiR-Learning user please let me know and we can offer you special pricing.



SCAN ME





## Trade Association News

### The Annual **AEMT** **GOLF DAY**

At The Warwickshire,  
Leek Wootton  
Friday 13th September

#### CALLING ALL GOLFERS!

Do you and your company want to submit a team for the AEMT Golf Day? If you would like to enter a team please email us and submit a team of four. We'd love to see you at the event and it is a great networking opportunity.



Sponsored by:

**EMiR**  
Electro-Mechanical Information Resource

**THE WARWICKSHIRE**  
BY THE CLUB COMPANY



**EMiR** are proud to sponsor  
PROJECT OF THE YEAR

Submitting your entry couldn't be easier, simply scan the QR Code or visit [www.theaemt.com/forms/award-forms/project-of-the-year-form.html](http://www.theaemt.com/forms/award-forms/project-of-the-year-form.html) and it will take you to the online entry form to begin compiling your nomination.



This award is presented to any project based on the installation, maintenance, repair or service of electro-mechanical equipment. A project is defined as a set of stages including identifying an issue, developing a solution, implementing the solution, ongoing service, analysis and support. Effectiveness must be demonstrated by the project's application, success, environmental benefits, and supported by user testimonials.

To enter any of the AEMT Awards, simply scan the QR Code or visit [www.theaemt.com/forms/award-forms.html](http://www.theaemt.com/forms/award-forms.html)



#### Categories include:

- Rising Star Award
- Contribution to Skills and Training
- Supplier of the Year
- Service Centre of the Year
- Product of the Year
- Project of the Year
- Sustainable Engineering Award

#### Key Dates:

- Closing date for entries – Friday 6th September
- Finalists will be announced in September
- Awards presentation dinner – Thursday 21st November

**2023 Winners: MKE Engineering Group: Browdown Pumping Station**

#### 2023 Finalists:

- **ABB:** Lister Drive Greener Grid Project
- **Bedford Pumps:** Fulfil Flood Mitigation Project for Indonesia
- **Houghton International:** The Onshore Wind Turbine Life-Extension Project
- **Preformed Windings:** Project Holter
- **Menzel:** All from a Single Source – State Water Supply with a Slip Ring Motor with Brush Lifting Device
- **Sulzer:** Retrofit of Five Membrane Feed Pumps for a Desalination Plant



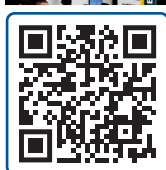
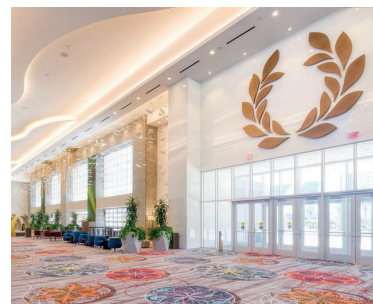
### EASA Conference update

## WORLD OF OPPORTUNITY

Geoff Perkins and Sean Baumann spent a busy few days at the EASA Conference last month in Las Vegas. It is the first time we have visited the conference and we wanted to get a feel for the scope of the event and introduce us to the US market.

If you missed this year's event members can access conference material by scanning this qr code: <https://easa.com/convention>

We're looking forward to attending next years event in Nashville!



For more information please contact EMiR Software on 0845 009 4588  
or at [www.emirsoftware.com](http://www.emirsoftware.com)