

Industry News

Please forward it on...

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SET THE DATE IN YOUR CALENDAR: 18th September '25



This year marks the AEMT's 80th Anniversary and the Association is planning a conference to mark this occasion.

The event will be held at the British Motor Museum and will bring together industry experts, end users and industry peers.

Why attend?

- **Industry Insights:** Gain valuable knowledge from expert speakers on the latest trends, challenges, and opportunities in electro-mechanical maintenance, repair, and sustainability.
- **Networking Opportunities:** Connect with fellow professionals, end users, OEMs, and service providers to build relationships that can drive business growth.
- **Technology & Innovation:** Explore the latest advancements in condition monitoring, energy efficiency, and sustainable engineering solutions.
- **Business Development:** Learn how to improve processes, drive sales, and stay competitive in an evolving market.
- **Skills & Apprenticeships:** Address the skills gap in the sector and discover how apprenticeships can help secure the future of the industry.

Whether you're a business owner, engineer, procurement professional, or service provider, this event will provide practical solutions, expert knowledge, and industry connections.



Use this QR code to book your place today or visit:

www.theaemt.com/ems-event-calendar/aemt-conference.html



EMiR – Business Process Clinic at the AEMT Conference

EMiR is proud to be a GOLD Sponsor of the conference, where we'll be offering attendees access to our Business Process Clinic. Come along to our stand and spend some time reviewing your work processes and gain practical and technical advice on how to improve work flow across your business.

Our consultants Gary Downes and Annette Boulter will be on hand with their extensive experience in implementing EMiR job management software. We have been serving the electro-mechanical industry for over 30 years and have helped hundreds of customers optimise their operations and improve efficiencies.





Dashboards

Dashboards: Bring Hidden Business Insights to Light with Real-Time Data.

EMiR holds valuable information you need to make reliable decisions. Using EMiR Dashboards, you can take that information and make it easier to read and interpret.

EMiR Dashboards are here to revolutionise the way you access and interpret your business data.

EMiR Dashboards take your information and present it in a visually appealing and easy-to-understand format. With real-time data delivery to your preferred device, EMiR Dashboards ensure that the right information is your hands when you need it.

EMiR Dashboards automatically gather essential information from your live EMiR system, providing instant access to key insights that drive great decision-making. Our off-the-shelf Logistics and Financial Dashboards are tailored specifically for EMiR users.

Key features of EMiR Dashboards include:

- Timely updates to ensure real-time information delivery
- Easy-to-read charts and graphs representing progress, achievements, and potentially, under performance
- Interactive features for detailed data exploration
- Seamless export of refined information into CSV or Excel formats
- Display options on communal screens to keep your entire workforce informed
- Custom development options to tailor Dashboards to your specific management needs

Why not take a look at a live example by scanning this QR code or visiting: www.solutionsinit.com/products/emir-modules-and-extensions/extensions/dashboards



It will take you to our web site where you can select different information in the orange panels and see how easy it is to view crucial business operational information.

“ The EMiR dashboards have been great, we use them regularly to conduct our internal sales meetings each week, it has allowed us to keep track of Quotes and Revenue and we are on our way to building up more metrics to help forecast Revenues. Dashboards have been an invaluable addition, given that we have many years' worth of data to access within EMiR too!

Sean Givnan, Digital Coordinator @ Central Group



eMiR
Learning

New Course available on eMiR-Learning – Introduction to Labour Scheduling.

This course provides an easy to follow video on how to set up and use the full functionality of Labour Scheduling. It is available to all subscribers on eMiR-Learning. If you have Labour Scheduling but do not currently have access to eMiR-Learning please do get in touch and we can make the course available to you at a special price rate of £40.00.

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
13. Introduction to Finance
14. Introduction to Labour Scheduling

Do you have any new starters or think you might welcome a refresher on how to get the best out of EMiR? Please contact kirstie@solutionsinit.com to access some special pricing for the month of April 2025.



Smart Site

Smart Site V7.0 new version now available to download on Apple and Android mobile devices.

Have you downloaded the latest version of EMiR Smart Site? It now offers enhanced functionality including:



1

New option to add labour via timeslots



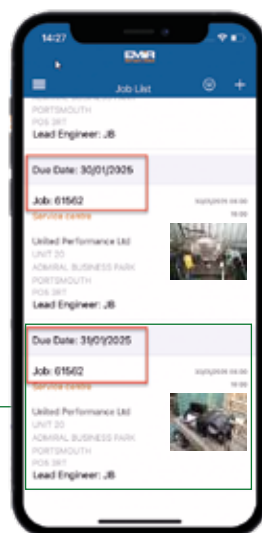
2

New option to record non-productive time – capture time that can't be allocated to a specific job



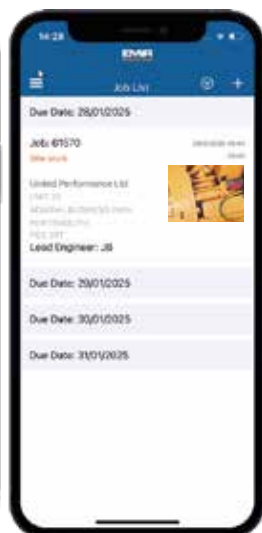
3

Completed jobs can now be viewed by a new filter within the app



4

Multi-day jobs now show as an entry per day in the job list



Also, includes various fixes and improvements within the app.

Have you looked at using Smart Site yet, to achieve paperless service and repair in your business?

Scan this QR code to view 5 Steps to service success with Smart Site or visit:

www.solutionsinit.com/5-steps-to-service-success



The Annual AEMT Golf Day at The Warwickshire, Leek Wootton Thursday 11th September 2025

CALLING ALL GOLFERS!

Do you and your company want to submit a team for the AEMT Golf Day? Last year we were joined by ABB, Bennett Electrical, DR Clark, Exalto, Mechanica Utilities, Mid Kent Engineering Quartzelec and WEG! 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



Welcome to the EMiR Family

A warm welcome to our new customers **City Rewinds & Quality Servo Motors** who join the EMiR Family.

City Rewinds & Drives Ltd is an electric motor, fan, and pump rewind and repair company that also provides AC and DC drives system integration solutions. We cover the East Midlands providing knowledgeable support to companies 24 hours per day every day of the year and collect and return jobs.

Primarily City Rewinds & Drives offer comprehensive repair and rewind services for AC and DC electric motors, pumps, fans and geared units. Along with the knowledge, experience and ability to offer system integration solutions incorporating AC or DC drives, motors, installation and commissioning.

Site services include Planned Maintenance Surveys and Cataloguing, Laser Alignment, Vibration Analysis, and Thermal Imaging (Thermography).

Scan the QR code or visit www.crtcd.co.uk to find out more.



Quality Servomotor Repairs was established in 2011 to service the needs of electric motor rewind companies, automation engineers, machine refurbishers, industrial electronics repairers and other service providers in the north of England. Quality Servomotor Repairs are part of Westin Engineering Group of companies which comprises Westin Drives, Westin Engineering and Westin Pumps.

Scan the QR code or visit www.qsrl.co.uk to find out more.



Registration Now Open for the EASA Nashville Conference 19th – 22nd July 2025

Scan QR Code or visit www.easa.com/convention to register.



Referral programme – recommend a company and earn!

As a software solution provider with a heritage that spans over 30 years, we have managed to amass a large number of happy and loyal customers.

Over the years, our customers have gone on to refer EMiR to their network of business partners and for that kindness and loyalty we have always rewarded them.

So here it is, the EMiR Referral Programme.

Simply register the interest of the third party with the EMiR Team and qualify Live Finance progress stories – anybody upgraded or progressing – anything to report? for the rewards system. You can do this by:

- Phone: 0845 009 4588
- Email: info@solutionsinit.com
- or scan this QR code and complete the online form

<https://www.solutionsinit.com/emir-referral-programme>



Each lead will be validated before the reward is made. So ensure you check that:



- The prospect knows you. (We will want to reference you when we contact them so knowing you is a must)
- The prospect is aware of who we are. (We'd prefer not to cold call them, so please ensure you give them our company name before we contact them)
- They have an interest in what we do. (We will qualify the lead but would ask that they have an interest in business management software)
- They have a requirement for a system like EMiR in the near future. (They have some sort of need or issue that needs fixing now or in the future with business management software)
- You have permission from them for us to call. (Please make sure they are happy with a call from us)

Don't worry about qualifying the lead, we'll do that, it's part of our process anyway to ensuring that EMiR is right for a prospective customer. With over 30 years in this industry we can quickly determine if we are the right fit and/or suggest an alternative solution if we are not.

Of course with every referral we shall thank you from the bottom of our hearts, but we are also eager to demonstrate our gratitude and your faith in us by offering you a gift depending on the result of the referral. So we would like to start with a;

- £50 voucher, of your choice, for each referral that results in a meeting (either face to face or online)
NB: Meeting must take place within 3 months of referral.

And if the referral results in a sale;

- £200 reward voucher, of your choice. NB: Timescale to the completion of the sale is unlimited.

For more information please contact
EMiR Software
on 0845 009 4588 or at
www.emirsoftware.com

