Industry News
Please forward it on...

10 : 9 : 8 : 7 : 6 : 5 : 4 : 3 : 2 : 1 **BLAST OFF!**

This special edition of the EMIR Industry News focuses on our newly announced **EMIR Open Day at the National Space Centre**. We will be looking at what is planned for the day and what you can expect to learn, see and do. It is the one day of the year when you get the chance to meet with our team and other users to discuss EMIR and learn our plans. So, why not come along, get involved, immerse yourself in EMIR and have some fun!

GOING WHERE NO SOFTWARE HAS GONE BEFORE...
JOIN US AT THE
EMIR OPEN DAY
Electro-Mechanical Information Resource

EXCLUSIVE PRODUCT LAUNCH OF THE "EMIR TASK CENTRE"

- Get email and text alerts from EMIR driven by key events

- Live integration with Exchange, Parcel Force and other 3rd party products

- Set up your own reports and schedule them to run via email to a specified distribution list

- Allow workflow outside of EMIR, such as PO Approval processing on the fly

MUCH, MUCH MORE...

- CRM v6 release – find out the latest fantastic additions to this key Extension

- Demonstration of U.S. tablet-based Workshop Routing Extension

- Highlights of the latest EMIR developments produced in the last 12 months

- Product Development Roadmap, what is planned going forwards?

PLUS, THERE'S MORE!

- Your chance to SAVE THE WORLD with a Space Mission

- Time to explore the galleries and planetarium

- Win prizes in a special edition of a popular gameshow!

- Exclusive offers available only to attendees on the day

NATIONAL SPACE CENTRE

THURSDAY, 30TH JUNE, 2016
At the National Space Centre, Leicester, LE4 5NS

EMIR CLOUD

EASA
The Electro-Mechanical Authority
EUROPEAN & WORLD CHAPTER

Member of
The PUMP
BPMA
industry association

AEMT
The Association of Electrical and Mechanical Trades

EMIR 22 YEARS 1994-2016

Launching the EMIR Task Centre

We are very excited about the release of our **Task Centre** Extension as it brings a whole new level of system integration and event driven activity. The first release of **Task Centre** will come with a 'Pack' of useful functionality that we have developed for you and, for those with a sense of adventure, training will be offered to explore the capabilities of **Task Centre** even further.

In essence the **Task Centre** has 4 main elements:

✓ Event based activity. **Task Centre** will allow you to monitor your data in real time and trigger text messages, emails or reports based on an event occurring. An example may be informing you when large payments have been received, large orders or if a customer's credit limit is exceeded, etc.

✓ Live Integration with other 3rd Party products. This is an area that we will look to grow over time, but **Task Centre** can automatically receive and post data into other 3rd Party software, such as Microsoft Exchange, Sage, Sales Force and Parcel Force or any other software that has a suitably developed API [published software interface].

✓ Automated delivery of key reports to key staff, customers or suppliers. There is no need for staff to be relied upon to check the relevant reports, they can be run and emailed to them on a schedule. Similarly, you could automate and send reports to customers and suppliers to a schedule or based on events occurring.

✓ Offline approval and workflow. One of the first areas that will be set to use offline workflow [outside of EMIR] will be the ability to approve PO's via email. So the approver will receive an email with a link that will allow them to view the document and approve or reject the PO completely outside of EMIR.

The possibilities are pretty much endless! Once you have the **Task Centre** installed, additional Tasks/Reports can be developed for you or you can be trained on how to create your own – allowing you to get the data you want whenever you want it and delivered to who needs it!

EMIR **Task Centre** uses live data to enable event management to take place and allows live integration with other products – make sure you see this in action!
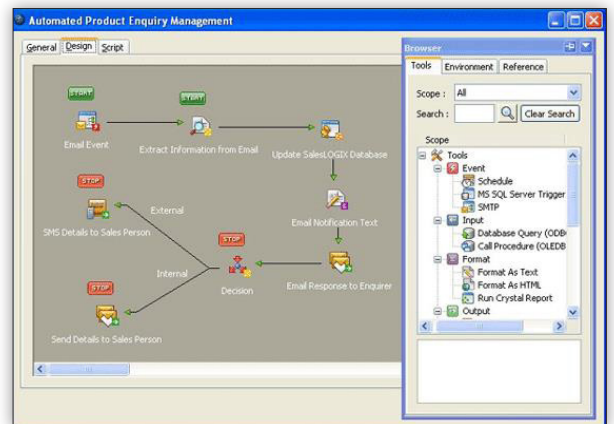
Watch the Preview Video!

Did you come along last year or did you miss out? Don't know what to expect – whether it is worth your time?

Well watch the preview video via the link below on our YouTube channel.

The Preview Video is very much intended as a bit of fun – but certainly worth a watch if you have 5 minutes!

https://www.youtube.com/watch?v=BWIqS63Znx8

Exclusive Open Day Offers

As at the Open Day last year, there are exclusive offers for attendees of this year's event.

We won't say what they are, you have to attend to receive them, but you can be sure they will be more than worth your time and with lots of new products being released, they are sure to be relevant and a great way to pick up a great deal!

Not only that, we have the chance for two lucky attendees to take part in a brand new gameshow to win personal prizes and have some fun!

The day will end with the chance to go on a special Space Mission to "save the world" – relying on team work and the bravery of the 30 participants – places are limited so book now!

Simon Brooks [above] – winner last year!

Workshop –
we don't have a problem!

Another product we will be revealing at the Open Day is our new **Workshop Routing** Extension. Based on a product that is successfully being used in the US and presented by our US partners, **Workshop Routing** will help you become *paperless* in the workshop! So, instead of having to fill in lots of different forms/job cards as the job progresses around the workshop, all the details can be captured on electronic forms via a wireless tablet, giving your staff the freedom to roam where the data is collected.

The **Workshop Routing** Extension will allow you to:

✓ Receive jobs in the workshop and raise them on EMIR via a wireless tablet. EMIR's integration will ensure that the user has all the required data available to raise the job, such as the customer list, department list, priority list, etc. and once the job is raised the **Workshop Routing** tablet will update EMIR and receive the next job number.

✓ **Workshop Routing** will then allow the job to be routed to another stage in the process, collecting data into electronic-forms such as:

   o Receiving, Inspection, Utility [Cleaning]

   o Mechanical, Winding, Assembly

   o Testing and much more…

✓ The e-Forms contain space for all the data you need to collect at each stage and will guide the user when to take photos and which data needs to be collected – even validating the data to check it is reasonable given other measurements collected. Any data that EMIR needs will be automatically updated once the e-form is submitted, no need for an admin function to re-enter such data!

✓ All of the e-Form data is instantly compiled into a full PDF report providing comprehensive information for you to analyse later or send onto clients – you can find this on the EMIR Files tab in the job folder.

✓ You can then see how many jobs are at each stage of the process via a tablet, computer or suitably connected TV screen – giving you a full view of workshop activity!

EMIR-CRM blasts into Version 6!

It's hard to believe that CRM was only released in 2012 and here we are on Version 6 already! This shows the growth of CRM in our user base and how we continue to make the sales and contact management area of EMIR a central focus of our efforts. Helping your business to sell more and be successful!

Some of the new developments planned for release at the Open Day include:

✓ **Greater integration into Microsoft Exchange and improved email styling capability.**

✓ **Enhanced KPI analysis allowing live comparison of salesperson vs salesperson.**

✓ **Order "Sales Input" charting as well as Revenue charting.**

✓ **Easier access to quote information from various listings and full quote closure from within CRM.**

✓ **Enhanced reminders and easier 'bulk' rescheduling of activities.**

✓ **About 50 other improvements to help make your life easier!**

The Future – Learn the Development Roadmap of the EMIR Universe!

Another great presentation to see on the day will be the EMIR Development Roadmap, highlighting what is planned for the future by Development Director, John Anderson [top right].

John and his team don't get out of the office much(!), so this is your chance to talk to him and some of his team face-to-face and have your say on how EMIR should develop. They are very much looking forward to seeing all the attendees again this year.

In addition to John, we will also have a guest speaker from the US, Jake Farrell, representing Be Confluent, the co-authors of the EMIR Workshop Routing Extension. Jake will present on how the software is being used by repair and service workshops in the US and the real, tangible benefits his customers are seeing on a daily basis. He will also speak of how engineering staff have faired with the use of tablets in the workshop and how they have helped shaped the product. So come along and see for yourself how EMIR can help your business.

Bottom right: John Anderson presenting last year to an eager crowd!

John Anderson
EMIR Development Director

Learning in the Now – EMIR Hints and Tips Videos!

You will hopefully have noticed that we have been sending you a monthly Hints and Tips email with details of how to watch videos to help you with your use of EMIR? If you haven't seen them, then please get in touch to let us know and please check your Clutter and Spam folders in case we have inadvertently ended up in there!

Hints and Tips emails are our way of informing you of useful features in EMIR that you may not have realised exist or have been developed recently. We are trying to ensure that most new features are now video'd to help you understand what is available, how to use it and also which options to pick from

your Maintenance lists – especially useful for our customers that are on an EMIR Maintenance contract.

With so much development happening in EMIR every day, we are trying to make it easier for you to be aware of what's available. Each video is normally just a few minutes long and explains how to use a particular feature.

Please take the time to login to the Client area of our website to access the videos. The videos are available to all customers – you just need to use your login to access the client area. So, please get in touch if you

don't have a login and benefit from this effort that we are making in order to keep you up-to-date and getting the most out of EMIR.

CLIENT LOGIN

Username

Password

Login   Register

EMIR Rewards – waiting for you!

Don't forget we have a rewards programme for anyone that recommends EMIR to another company.

It is really simple to register and claim your Rewards, just go to our Website and follow the Recommend EMIR link to find out more.

REWARDS

Welcome to the World of EMIR...

A special welcome to MGR and Yarmouth Rewinds who are both recent additions to the EMIR customer base.

MGR are a part of the Torishima Group of companies and are based in Leamington Spa, Warwickshire and they specialise in hydraulic products.

Yarmouth Rewinds are an electro-mechanical services company based in Great Yarmouth.

MGR
TORISHIMA
A Torishima Group Company