

Welcome... to our latest edition of our **Newsletter**. In this edition we have plenty to keep you occupied during your tea break, including news of another new sports sponsorship, an opportunity to join our growing team, Gary's report on his participation in the EASA conference in Palma, updates on all our sponsored teams, the latest news from the AEMT and much more!

An especially warm welcome to our new EMIR customers that have joined us recently, including:

- Beatson Fans and Motors, Sheffield
- Harroquip Pump Services, Hull



To keep up with all the latest news, why not follow Gary on his twitter feed @SolutionsInIT ?

Solutions in I.T. delighted to sponsor "Shotts YMCA Red 1998's"!



SHOTT'S
YMCA
1998's

WGM
ENGINEERING LTD

Shotts YMCA Red 1998's have become our latest sponsored side and we are proud to have them in the fold! We were approached to sponsor them by one of their coaches, Steve McGeouch, who is a senior manager at **WGM Engineering** [WGM also sponsor the team] and is someone we know well from their use of EMIR Professional at Glasgow and Livingston, so we were delighted to get involved.

The 'Reds' are an under-16 team who play in the West Lothian Youth League, Scotland (encompassing over 120 eleven-a-side teams and over 2500 players and officials) and

are a hugely successful side having won the league, league cup and county cup last season as Under 15's! The amazing, illusive **TREBLE** no less!

The team photo above, in their Solutions in I.T. & EMIR sponsored kit, was taken before their 9-0 victory against Livingston Hearts. The boys are going along very well this season and are already into the semis of the County Cup, quarters of the Regional Cup and sitting 3rd in the league with a few games in hand. Welcome aboard boys and we wish you further success this year!

We are Recruiting! Do you know someone who would want to join our team?

Due to the functionality growth of EMIR and the increasing opportunities available for our software both domestically and internationally, we are now looking to recruit into our sales team to help support our efforts in world domination – of the electro-mechanical repair, sales and service market anyway – let's not get carried away!

In all seriousness though, we really need some help with

supporting our sales drive and are looking for at least one new body to help manage both new sales leads and existing customer account management.

The full job specification is available on our website: <http://www.solutionsinit.com/news/vacancy-sales-person-role>

If you know someone who may be interested in working out of our Market Harborough office, then please tell them to get in touch ASAP as we are looking for a January starter!

Solutions in I.T. Ltd

EMIR

Sponsorships Update

Solutions in IT are now proud to sponsor **FOUR** sports teams:- 3 youth and 1 adult side. Here is a summary of their latest activity to bring you up-to-speed...!



The '**Solutions**' netball team has now finished its second season in the Kettering & Corby netball league and have impressively managed to finish in 5th place.

This is a great effort, especially when you consider that the girls are all **16 and under** and play in a full adult league!

A new league season starts in December and we'll keep you informed of their progress as they literally grow into their competition!

Solutions Netball team [L to R]: Heather Phillips, Tara Philby, Shammah Midzi, Lara Parekh-Downes, Sophie Ellis, Neve Saunders, Ruby Johnston



We are pleased to continue our sponsorship of the Lse Lodge Youth team, now U15's and what a successful time it has been!

The team were Northampton 'A' League Champions again last year and won three competitions in as many weeks during the summer [as reported in the last issue]!

The team are currently top of the 'A' League having won 7 of their 8 games and a goal difference of around +50(!), so they hopefully look set to defend their title and have also reached the latter stages of two cup competitions and really hope to add a cup to their tally this year!

Lse Lodge U15's, back row [L to R]: Chyznski, Brumby, Williams, Henshaw, Oldham [GK], Greetham, Mindham, Hill. Front row [L to R]: Taylor, Barton, Parekh-Downes, Gregory [Capt], Dixon, Martin, Berwick, Bellamy.

We also sponsor Rec United who play in the Sutton & District League in the West Midlands.

Rec United are currently sitting 2nd in the league having played 8 won 5, drawn 2 and lost 1.

They have also reached the semi-final of the league cup and joint top scorers are Aaron Harvey, Lee Downes and James Taylor with 13 goals each.

Rec United are newly formed and so have had a flying start to the season which has delighted player-manager Kris Williams.

Rec United back row, [L to R]: Page, Williams, Harvey, Taylor, Humphries, Kemp, Laws, Tierney. Front row, left to right: Jones, Charnley, Downes, Thompson, Dalton.



EASA conference...

EASA Palma Conference – Gary’s First-Hand Perspective!

With Solutions in I.T. being a new member to EASA, having only joined in November 2012, this was my first EASA Convention and not only was I a ‘fresher’, but I had also been fortunate enough to be asked to present a business session on our EMIR ERP software, so my involvement was certainly going to be noticed!

From even the earliest correspondence, it was clear that the Chapter 9 Convention was following a well-trodden path, with the organisation and time-tabling of events being optimised to involve both partners and delegates. This is clearly based on the results of learning from previous events. Indeed, the willingness to take on feedback on all aspects of EASA business was a major feature of the event and this is why all sessions were necessary, informative or fun, and in some cases all three!

Haven’t never visited Palma, I was unsure of what the resort had to offer, but it provided a great backdrop to the event and a great place to enjoy and explore. Unlike many business events, the EASA conference not only invites, but fully plans for and involves partners and thus offers a great balance of work and leisure activity in a relaxed environment.

From the welcome dinner on Thursday night, we were made to feel very much part of the EASA ‘family’ and enjoyed a very pleasant evening of good food, drink, great company and conversation before the key business sessions would start on Friday morning.

For me, Friday morning was to be the key time of the event as I was the second of three main speakers. Informal presentations from Associate members started the day and were well attended by delegates who gave due consideration for those associates who had taken the time and money to attend the event. These Associate presentations were followed by EASA ‘regular’ Gavin Ingham’s supremely confident ‘kick-off’ performance. I was pleased to see the level of interaction afforded by EASA members to Gavin. The attendees were fully prepared to take part in his group-based exercises. Not only was it a very thought-provoking warm-up session, but it certainly woke us all up after the indulgences of the previous evening!

The first main presentation of the day was then performed by Andrew Jones on “Sales staff training for EASA members”. This was a project that had been piloted and guided by UK EASA members, Deritend and CPM Engineering, amongst others. Again, it provided the basis for lively discussion which was well received by delegates and is clearly a topic that EASA members certainly found relevant to their businesses.

So having seen two great sessions, it was to be my turn to present on our EMIR software and how it would suit EASA members. Now, while I find EMIR a pretty interesting



Karsten Moholt Exceptional Achievement Award Presentation

subject(!), I was unsure how it would be received by the 40 or so attendees who had already participated in sessions for the best part of 2 hours! Fortunately, the presentation went very well, with even those EMIR customers in the audience apparently learning something new about what EMIR can offer them to help manage their repair, sales and service businesses!

The morning’s final presentation was from Nigel Simpson, who gave a great insight into how large corporate companies [in this case Tata Steel] review and choose a repair/maintenance partner, before lunch was had and enjoyed by all and the afternoon and evening was then free to be spent with partners enjoying Palma or whatever was fancied.

The Saturday morning sessions were all about the AGM and associated discussions on how EASA can improve its offering to members along with various Q & A’s covering all aspects of trade in a ‘Brains Trust’. These discussions were very useful and had clearly been well thought out in terms of content. They were also quite lively in places and the quality of the content can surely only serve to improve EASA offerings in the future.

Probably the highlight of the morning session was the presentation of the “Karsten Moholt Exceptional Achievement Award” to **Liam Greveson of ERIKS**. I think everyone was universally impressed with Liam’s acceptance speech and it was fantastic to see a young man handle himself so well in such a situation. Clearly he is very worthy of the award and I’m sure he will go on to further success in his career. [The start of the presentation is pictured above]

Gavin Ingram then returned to close the morning with a thought-provoking group session, fully including partners, that certainly got us all thinking again and lead to much debate!

Other News...

EASA Palma Conference (continued)...

The afternoon was then free to do with as we wished, before we met again for the closing dinner at the fantastic location of Port Adriano. It was a great evening and a fitting end to a very worthy event. Well done to all who made the event what it was and particular thanks and praise are certainly due to Carol Ridgers and David Griffin who organised the event, worked tirelessly through it and seemed to have thought of absolutely everything!

Overall for me, the EASA convention was a very worthy business event that provided a great balance between work and leisure. We really enjoyed our time in Palma and will certainly be looking to attend again next year and hopefully we may even have a few more EASA members as customers by then!



AEMT News: Endings and Beginnings!



Eriks Zvaigzne

We are sad to announce the retirement of **Eriks Zvaigzne** from his role in the AEMT as he will be sorely missed by all those active members of the AEMT who will know Eriks well as an excellent technical specialist who has represented the AEMT all over the world on many standards committees.

Before joining the AEMT in 2008, he had been Technical and Sales

Support Manager at Brook Crompton having started at Crompton Parkinson, Guiseley, as a design engineer after leaving Bradford University. He represents the AEMT on a number of standards committees feeding in to the IEC TC2 for Rotating Machinery. He is also on the standards committee feeding into TC31 for Equipment for Explosive Atmospheres, and IEC Ex for certification to standards including Certified Service Facilities and Personal Competency.



It must be stressed that it's not too sad for Eriks though(!), as he is looking forward to taking on a few

personal challenges in his retirement and it sounds like he will have his hands full with one of his targets to run a half-marathon next year! He admits he will find it hard to leave his working environment where he has made many new friendships and working relationships and thoroughly enjoyed his role at the AEMT. We wish him a happy and active retirement and hope he comes back to see us at AEMT meetings in the future where his presence and input will always be welcome!

On the flip-side, **Thomas Marks** joined the AEMT in July this year to help organise Marketing and Events – which is an essential and growing area of the AEMT that now has the dedicated resource it needs to prosper. He is currently working on a complete “re-vamp” of the AEMT website, amongst other projects, which promises to deliver even greater benefits to the AEMT membership. We wish him every success in his new role!



Thomas Marks

May we take this opportunity to wish all our readers, customers and friends a wonderful Christmas and a prosperous New Year and thanks to you all for your support and interest this past year. We have had a great year and thanks to all those that have made it possible, especially our hard-working team! We look forward to doing it all again in 2014!

Support Opening Hours:

Dec 24th : 26th - Closed
Dec 27th : 2pm - 5pm
Dec 30th : 2pm - 5pm
Dec 31st : Closed
Jan 1st : Closed
Jan 2nd : Normal Service
Call 0845 130 2172

Office Opening Hours:

The sales, administration and marketing office in Market Harborough will be closed on 24th Dec and will re-open on the 2nd January 2014

