

Rental Management

Data Sheet



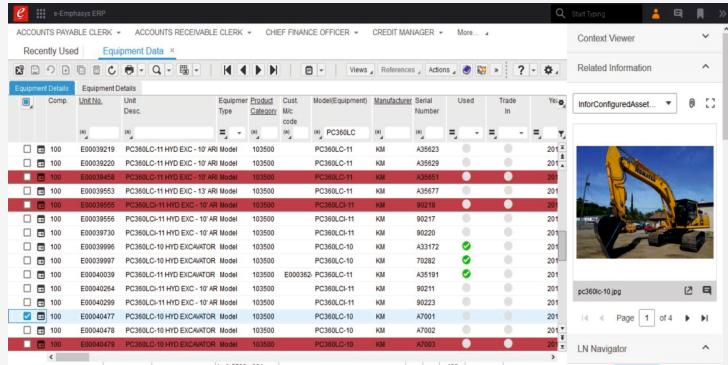
OVERVIEW

e-Emphasys Rental Management enables dealerships to plan, operate, monitor, and improve rental operations, to increase profitability and enhance customer service. e-Emphasys integrates the rental department with all other functions. e-Emphasys Rental Management supports multi-site rental operations, optimizing utilization across branches. It provides flexible pricing and price simulation options, to support advanced pricing schemes with multiple price and discount variables. e-Emphasys caters to a variety of contract types (rent to rent, rent to sell and lease).



KEY FEATURES

- Tracking of customers' rental inquiries as a guide to the sales force for follow-up and conversion of prospects to customers.
- Analysis of customer business history.
- Efficient administration of the rental process – from rental quotation to invoicing and collection.
- Fleet inventory look-ups with complete visibility of models / configurations across all branches.
- Detailed tracking of rental status and fleet availability.
- Tracking of multiple meter readings.
- Facilitate billing through rental contracts based on multiple meters.
- Price simulation for rental rate structuring.
- Flexible rental invoicing with automated calculation of invoice amounts, including off-rent periods.
- Rent-to-rent, rent-to-sell and lease contracts.
- Rent of equipment configurations, and / or individual base units, attachments, parts and components.
- Equipment configuration management, inspection, maintenance, transfer and hauling.
- Advanced Parts Rental with inventory handling and shortage handling capability across warehouses.
- Ability to rent consignment parts.
- Flexibility to manage any number of base units and attachments for different contract time periods (start dates & end dates) on the same contract, at different rental rates.
- Parts, rentals and sales of serialized and non-serialized parts on the same rental contract.
- Various formulae for calculation of rental rates (monthly / weekly / daily / hourly).
- Multi-tier discounting of renting rates (general / campaign / seasonal / periodic).
- Advanced graphical Rental Availability chart based on intelligent search criteria and detailed status tracking.
- Inspection and audit of inspection reports.
- Rental Reservation feature enables easy and fast way to manage multiple bookings, move between bookings and track different rental statuses for quick turnarounds.



BENEFITS

- Efficient administration through lean and integrated processing of quotes, contracts, buy-back, insurance policies and claims.
- Complete fleet visibility across branches.
- Increased fleet utilization.
- Conversion of Rental Contract (based on the most effective applicable Rental Rate).
- Flexible commercial terms & conditions, with powerful simulation tools to support staff.
- Ability to modify Delivery Office for Miscellaneous Charge Lines on Rental Contracts Lines.
- Rental recommendations with ability to up-sell and cross-sell parts and other services on rental contracts.
- Demo & Loaners to effectively track, manage and bill (internal / external) demo and loaner equipment, and to convert demo contracts to regular contracts.
- Amortization / Buy-back schedule options with easy tools to calculate buy-back rate.
- Rental Insurance to track customer rental insurance and sell dealer rental insurance within the same rental contract.
- Claims management in case of damage.
- Rental profitability and portfolio analysis.
- Flexibility to rent at any configuration level.
- Information & Analytics to optimize portfolio and profitability.

- Comprehensive reporting for better decision making.
- Complete support for any fleet movement, inspection, transfer, etc.
- Provision to generate Credit Note for Deposit Invoice.
- Ability to update Jobsite Address in the Rental Contracts session.
- Ability to calculate optimal Rental Rates for Rental Contract Lines.
- Print the Monthly Rate and Rate Basis in the Rental Substitution Report.
- Ability to select Customer Class on the Rental transactions.
- Display Contract Status details in the Rental Contracts History session.
- Save and Clear Defaults in the Registration session.
- After Credit Card is registered, correctly save the Rental Contract in the Credit Card Numbers by Business Partner session.
- Provision to display Off-Rent Rental Return records in the Print Rental Return Off-Rent Details session.
- Provision to display Rental Invoicing Schedules with delivered Part Sale Lines (for which Invoice is not generated) in the Print Parts Sale Delivered - Not Invoiced session.

