Dynamics 365 Solution – RentalLife

Standardized CRM solution for your Microsoft Dynamics 365, specialized in the rental business.

Challenges of the rental industry

Many companies are looking for an efficient and networked software solution that includes the sales/rental process as well as asset management including all maintenance work. This is intended to avoid interfaces between IT systems and system breaks. The RentalLife Solution offers them the opportunity to store all relevant data on their customers and rental properties in one place.

Sales process and inventory information

The RentalLife solution enables sales representatives to quickly inform customers whether a product is available, quote a price and initiate other actions, such as product delivery. The integrated inventory information determines in real time, which products are available and in what quantity at the current time, so that a smooth offer process is guaranteed. As an option, RentalLife is portal- and mobile-capable, so that customers can obtain information on availability and prices directly online or employees on the move.

Opportunity Product Information				
Select Product	🔒 Existing			
Subject *	Desktop	Unit *	Qty	
Existing Product *	WWI Desktop PC3.0 M0300	Pricing	Use Default	

Pricing					
Price Per Unit	🔒 $3,599.00	Date From *	09/29/2018	Cost Per Day *	$79.99
Volume Discount	🔒 $0.00	Date To *	11/13/2018	Manual Discount	-------------------
Quantity *	3.00	Duration (in Days) *	46	Tax	-------------------
Amount	🔒 $10,797.00	Extended Amount	🔒 $10,797.00		

Availability			
Requested Asset(s) available?	🔒 NO	Number of available Assets	🔒 2

Different price mechanisms for different rental durations can be stored with the products in order to generate fast and automated pricing.

Rental Details

Offer Cost

Days From	Days To	Currency	Charges (Per D...	Status Reason ↑
1	10	US Dollar	$99.99	Active
11	20	US Dollar	$94.99	Active
21	30	US Dollar	$89.99	Active
31	40	US Dollar	$84.99	Active

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Product and Asset Management

Your assets are your rental properties and thus the backbone of your business. These can be machines, vehicles, real estate and all types of equipment. In addition to managing product groups and product types and their basic parameters, asset management can also include serial numbers and individual products. All possible details such as serial number, availability or purchase price can be specified for the assets. In addition, the 360-degree view on each asset, with associated bookings and maintenance logs, can be found in this area.

Transactions

Allocations

Subject	Product Na...	Asset	Date From	Date To	Duration	Cost Per Day	Extended Amo...
All In One	Prosew...	AST-000010...	07/16/2018	08/15/2018	31	$12.74	$394.94

Repair/Maintenance

Name ↑	After Order	Owner	
Maintenance - AST-00001004 on 09/05/201...	Looking for -...	First Admin	

Service / Maintenance

Individual service and maintenance times, for example after each rental, can be stored on the product group. This improves capacity planning and the lifespan of your assets. If a leased object returns from the lease, it is automatically blocked in the system for further rentals for the duration of the maintenance if mandatory measures have been stored between two lettings.


Depreciations

Regardless of the legal requirements and accounting, use RentalLife from CRM Partners to determine how the rental asset is depreciated and when it needs to be replaced. Thus, you retain full control over depreciation and visualize the actual condition of the rental property.

Reporting

Sales, marketing and service executives can access all the information and figures in RentalLife in real time for customer care and communication. Pre-configured dashboards and charts are available, including a preconfigured permission system. In addition, you can create your own reports and dashboards in just a few steps that provide employees with useful business information and visualizations.
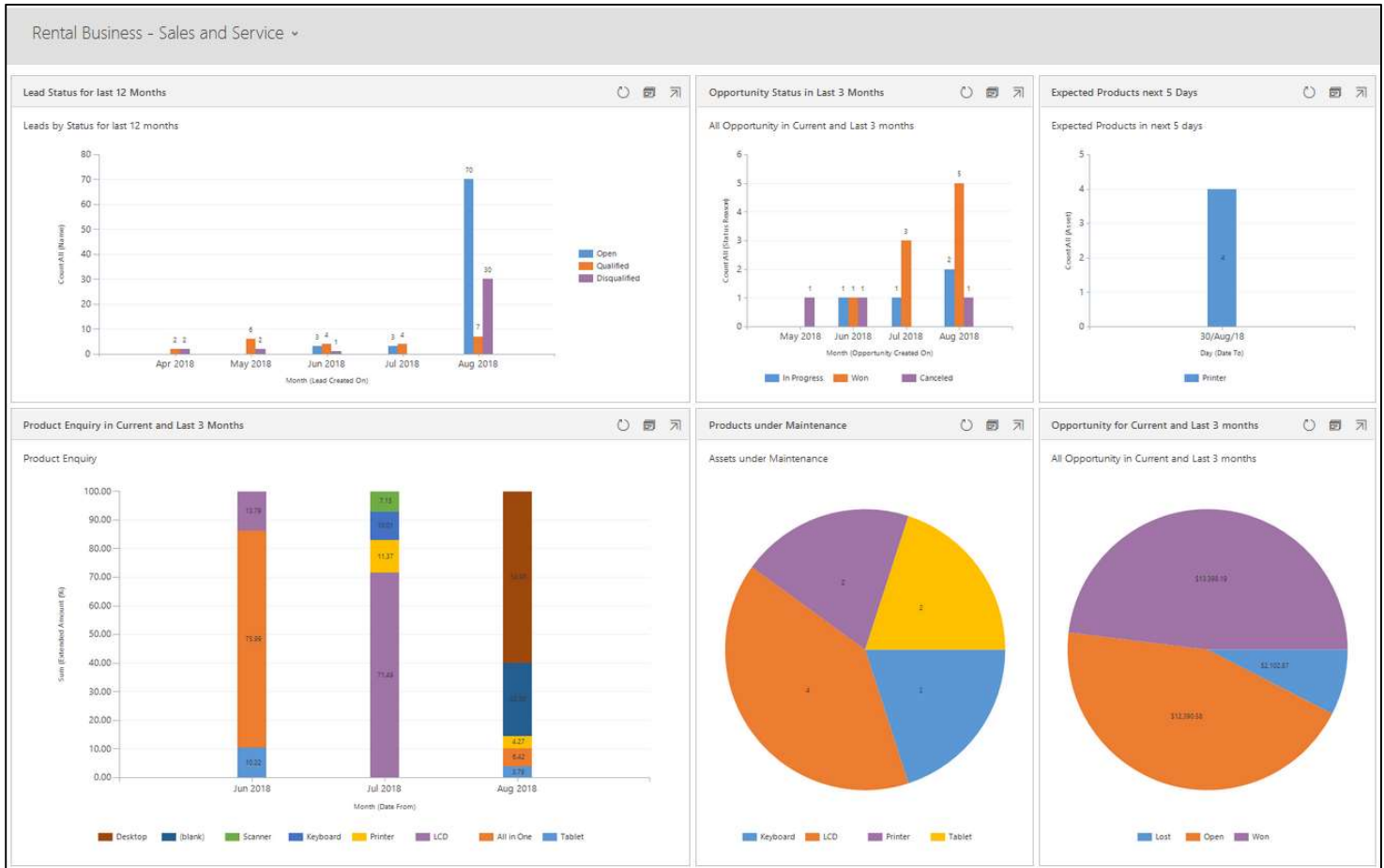
Why RentalLife Solution?

Improve your business relationship with your customers and optimize the utilization of your resources. Technical adjustments for Microsoft Dynamics 365 are barely needed, as RentalLife is already tailored for rentals. Unneeded features and buttons have been disabled and are not visible, resulting in a clean and organized user interface. The solution already includes adaptations for the needs of the rental business and thus reduces the time required for processual and technical implementations. In most cases, only a few company-specific individualizations are required and a quick entry into the world of CRM is guaranteed. With RentalLife you only pay for what you really need.

About CRM Partners

CRM Partners (www.crmpartners.de) is the management consultancy for customer relationship management based on Microsoft Dynamics CRM. CRM Partners was founded in 2005 in the Netherlands and has been represented in Germany by CRM Partners AG with branches in Frankfurt and Munich since 2011. In 2016, the CRM Partners Group acquired the IT and customer service specialist brightONE IT, making it one of the leading providers of CRM and customer engagement services in the Netherlands and the Benelux region. Since February 2018 the two Dutch companies Pulse and AXtension have been part of the CRM Partners Group, and in March the Swedish company Endeavor was added. CRM Partners now has both CRM and ERP know-how - for an integrated customer engagement approach across all business processes. The CRM Partners Group has 500 employees and an annual turnover of 55 million Euros.

As a Microsoft Gold Certified Partner for CRM, CRM Partners is one of the leading implementation partners for Microsoft Dynamics CRM in Europe. In 2018, the company was included in the "Microsoft Dynamics Inner Circle" of the world's most successful partners for the sixth time in the row. CRM Partners is also a Microsoft Cloud Solution Provider (CSP) and thus offers competent all-round support for all Microsoft Cloud Services - including Office 365, Enterprise Mobility Suite and MS Azure. The German customers of CRM Partners include among others: Bayer, Bearing Point, German Football League, Liebherr, OTTO and Microsoft Services.