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The solution for rental business

# rental | life ■

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 offers them the opportunity to store all relevant data on their customers and rental properties in one place.

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## SALES PROCESS AND INVENTORY INFORMATION

The screenshot displays the Dynamics 365 Rental Life interface for an opportunity line. The breadcrumb trail is: Rental Life > Opportunities > Arindam Test19 >> Proseware Laptop12 M210. The page title is 'OPPORTUNITY LINE Proseware Laptop12 M210'. The interface is divided into three main sections: Opportunity Product Information, Availability, and Pricing.

Opportunity Product Information	
Select Product	<input checked="" type="checkbox"/> Existing
Warehouse	CRM Partners BV - Eschborn, Germany
Subject	Laptop
Date From	5.29.2019
Existing Product	Proseware Laptop12 M210
Date To	5.30.2019
Quantity	2.00
Duration (in Days)	2
Unit	Qty

Availability	
Requested assets(s) available?	Yes
Quantity	3

Pricing			
Pricing	Use Default	Cost Per Day	1.499,00 \$
Manual Discount	---		
Price Per Unit	499,00 \$	Freight Amount	---
Extended Amount	998,00 \$		
Volume Discount	0,00 \$	Amount	998,00 \$
Tax	---		

At the bottom of the interface, it shows 'Active | Created On: 5.15.2019 | 4:46 PM | Save'.

The RentalLife 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.

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

## Offer Cost

+ New Cost    ↻ Refresh    ...

✓	Days From	Days To	Currency	Charges (Per Day)	Status Reason	↑
	1	10	US Dollar	8.999,00 \$	Active	
	11	20	US Dollar	8.499,00 \$	Active	
	21	30	US Dollar	7.999,00 \$	Active	
	31	40	US Dollar	7.499,00 \$	Active	

1 - 4 of 10 (0 selected)

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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.

 CUSTOMER ASSET  
AST-00001081

👤 Created By  
Pauline Kolde

📅 Created On  
5.14.2019 8:30 AM

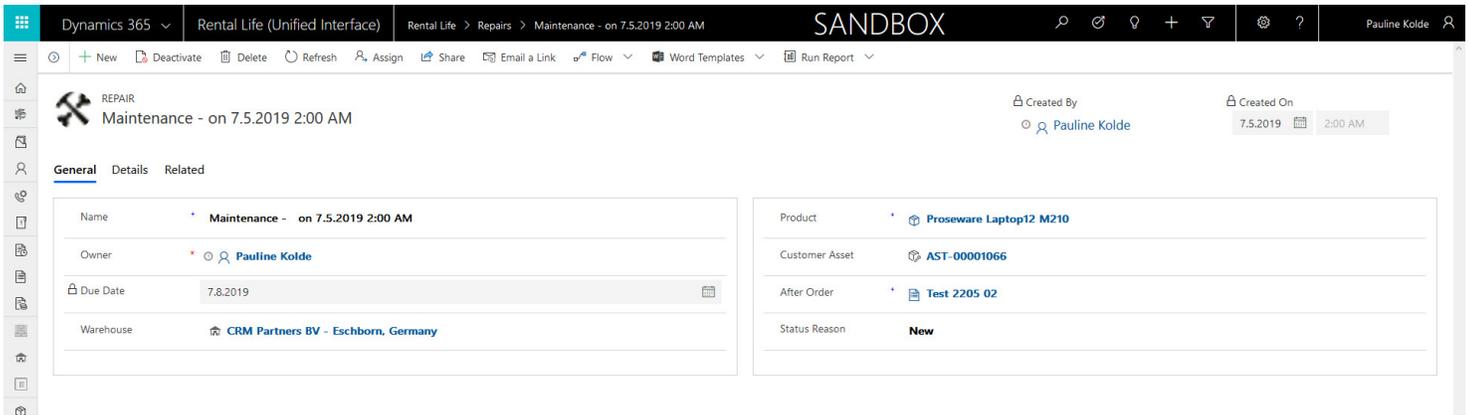
Summary **Related Records** Related

✓	Existing Product	Write-In Product	Price Per...	Quantity	Extended A...
	Proseware Flat Bed Scanner M3C ---		299,00 \$	1,00	299,00 \$
	Proseware Flat Bed Scanner M3C ---		299,00 \$	1,00	299,00 \$
	Proseware Flat Bed Scanner M3C ---		299,00 \$	1,00	299,00 \$

✓	Name	After Order	Status Reason	Owner
 No data available.				

## 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.

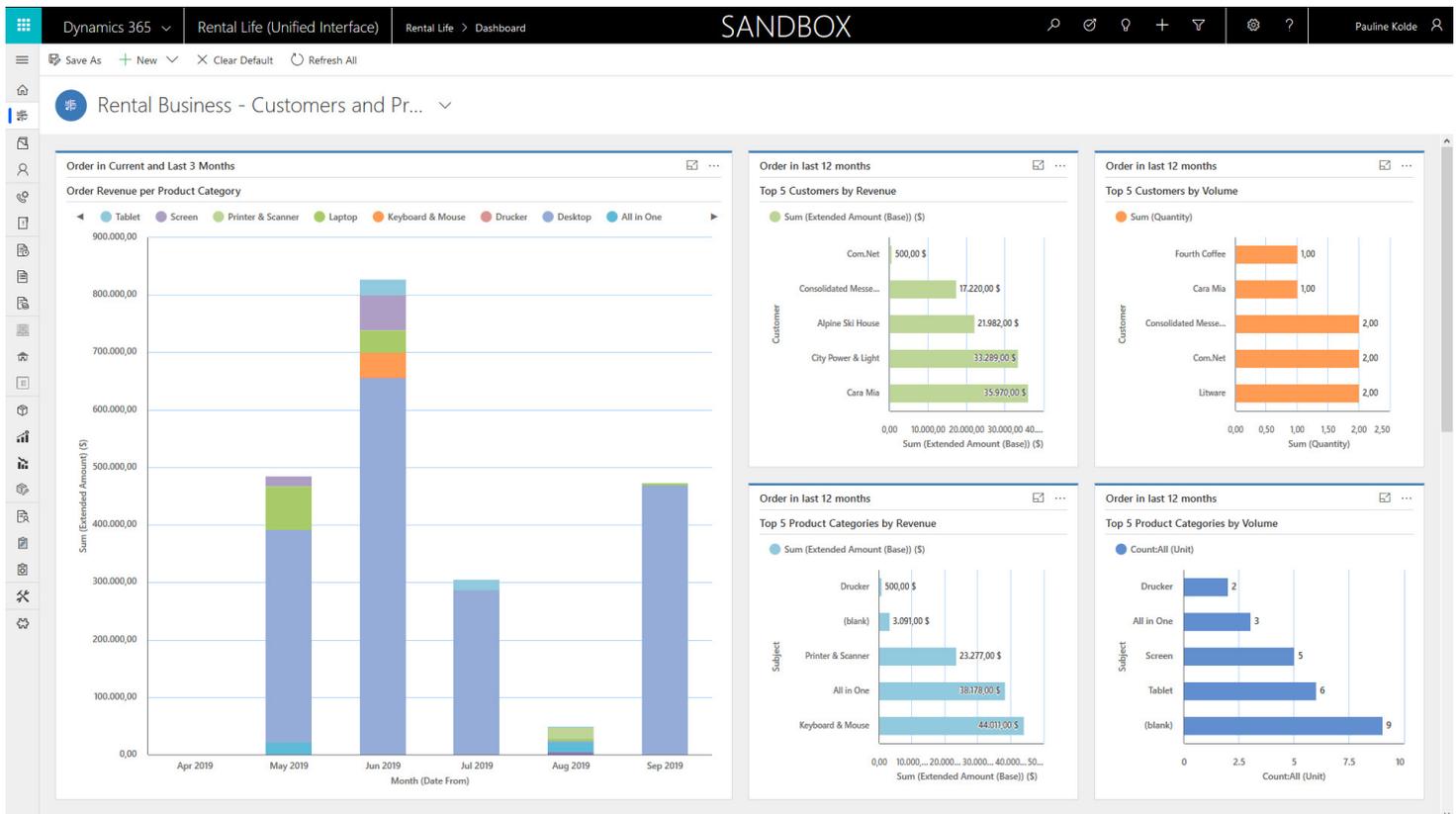
Deprecation Type \* **Per Day**

+ New Deprecation ...

✓	Deprecation Type	↑	Days From	Days To	Deprecation (Per Day)
	Per Day		---	---	1.199,00 \$

## 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?

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 AG ([www.crmpartners.de](http://www.crmpartners.de)) is the management consultancy for customer relationship management based on Microsoft Dynamics. CRM Partners was founded in 2005 in the Netherlands and has been represented in Germany by CRM Partners AG since 2011. The company belongs to the Dutch Fellowmind B.V., which operated as CRM Partners Group until January 2019. Fellowmind has subsidiaries in the Netherlands, Germany and Sweden (AXtension, CRM Partners, Endeavor and Pulse). The company group thus has both CRM and ERP know-how - for an integral customer engagement approach across all business processes. Fellowmind has more than 450 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 2019, the company was included in the "Microsoft Dynamics Inner Circle" of the world's most successful partners for the seventh 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, BearingPoint, Deutsche Fußball Liga, Evonik, Microsoft Services und OTTO.