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The solution for rental business

rental | life ■

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

CHALLENGES OF THE RENTAL INDUSTRY

Many companies are looking for an efficient and networked software solution that covers both the sales and 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 you the opportunity to store all relevant data on your customers and rental properties in one place.



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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.

The screenshot displays the 'OPPORTUNITY LINE' for 'Proseware Laptop12 M210'. It includes sections for 'General', 'Availability', and 'Pricing'.

Opportunity Product Information	
Select Product	<input 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	---		

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	

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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

Orders

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 \$

Repairs

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.

REPAIR
Maintenance - on 7.5.2019 2:00 AM

Created By: Pauline Kolde
Created On: 7.5.2019 2:00 AM

General Details Related

Name: Maintenance - on 7.5.2019 2:00 AM

Owner: Pauline Kolde

Due Date: 7.8.2019

Warehouse: CRM Partners BV - Eschborn, Germany

Product: Proseware Laptop12 M210

Customer Asset: AST-00001066

After Order: Test 2205 02

Status Reason: New

DEPRECIATIONS

Regardless of the legal requirements and accounting, CRM Partners' RentalLife solution allows you 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.

Depreciation

Depreciation Type * **Per Day**

+ New Depreciation ...

<input checked="" type="checkbox"/>	Depreciation Type	↑	Days From	Days To	Depreciation (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 pre-configured 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.

Save As + New × Clear Default Refresh All

Rental Business - Customers and Pr...

Order in Current and Last 3 Months

Order Revenue per Product Category

Order in last 12 months

Top 5 Customers by Revenue

Customer	Sum (Extended Amount (Base)) (\$)
Com.Net	500,00 \$
Consolidated Messe...	17.220,00 \$
Alpine Ski House	21.982,00 \$
City Power & Light	33.289,00 \$
Cara Mia	35.970,00 \$

Order in last 12 months

Top 5 Customers by Volume

Customer	Sum (Quantity)
Fourth Coffee	1,00
Cara Mia	1,00
Consolidated Messe...	2,00
Com.Net	2,00
Lihware	2,00

Order in last 12 months

Top 5 Product Categories by Revenue

Subject	Sum (Extended Amount (Base)) (\$)
Drucker	500,00 \$
(blank)	3.091,00 \$
Printer & Scanner	23.277,00 \$
All in One	38.178,00 \$
Keyboard & Mouse	44.011,00 \$

Order in last 12 months

Top 5 Product Categories by Volume

Subject	Count:All (Unit)
Drucker	2
All in One	3
Screen	5
Tablet	6
(blank)	9

WHY RENTALLIFE?

Improve the relationship with your customers and optimize the utilization of your resources. Customers are able to receive information about your products and check availability immediately. In today's digital world, customers are looking for such a simple and intuitive service. Convince your customers with this specific solution! Technical adjustments for Microsoft Dynamics 365 are barely needed, as the RentalLife 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 is the management consultancy for customer relationship management based on Microsoft technology. CRM Partners was founded in Germany in 2011 and is part of the Fellowmind Group, with subsidiaries throughout Europe. Together, the corporate group has set itself the goal of building the leading platform in the areas of Microsoft Business Applications and Digital Workplace.

Well over 1000 of the most experienced and talented employees throughout Europe are committed to implementing an integral customer engagement approach across all business processes. The Fellowmind Group achieves a total turnover of more than 180 million Euros at over 25 locations.

As a Microsoft Gold Partner and Inner Circle member, CRM Partners is one of the leading implementation partners for CRM in Germany and Europe, with a focus on discrete manufacturing, chemicals and professional services. CRM Partners also offers competent all-round support for all Microsoft Cloud Services - including Office 365, Enterprise Mobility Suite and MS Azure. Learn more about us: www.crmpartners.de.

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