

# Rental Department

Do you struggle to handle transactions that involve both rentals and sales? Are you unsure about where all your items are, when they're scheduled for rental, and whether you're making money on them? SouthWare's Rental Department gives you a complete system to process the pricing, renting, tracking, and management of your rental contracts and inventory.

S O U T H W A R E E X C E L L E N C E S E R I E S >

## BENEFITS

## DISTRIBUTION

The screenshot shows the 'Rental Item Maintenance' window in the SouthWare software. The window title is 'Rental Item Maintenance' and the user is logged in as 'Dennis Company rev01'. The interface includes a menu bar (File, Edit, Actions, Search, Tools, Reports, Editor, Options, Window, Help) and a toolbar. The main area is divided into several sections:

- Item Identification:** Fields for '1. Rental ID' (AIR COMPRESSOR), '2. Loc' (901), '6. Total Qty' (15), '3. Description' (large capacity air compressor), '4. UOM' (EA), '5. Cat' (GEN), and 'Last Rented' (10/1/14).
- Tracking and Pricing:** Fields for '7. Use Tracking #?', '8. Commissionable?', '9. Discountable?', '10. Taxable?', '11. Make Readings?', '13. Avg Unit Cost' (2,700.00), '14. Replacement Cost' (2,700.00), '15. Unit Price if Sold' (2,700.00), and '16. Security Value' (1,300.00).
- Rental Terms:** Fields for '12. Rental Billing' (HOURS), '17. Other Info.' (Timearound Days, Bn ID, Purchase Vendor, Rental Equipment No., Sub Rent Vendor, Rental Equipment To, BOM), and '18. Hours' (a table with columns for hours, days, weeks, months, and years).

At the bottom, there are 'OK' and 'Cancel' buttons, and a status bar showing 'DEMO 10/04/15 6:10'.

Rate Structures

- Quickly create a rental contract from any normal SouthWare billing entry program.
- Add inventory items, services, or other types of line items handled by the billing entry program to a rental transaction.
- Track availability and scheduling conflicts for each rental item.
- Identify items which are past due for return.
- Handle various rental pricing structures with the system automatically figuring out which rental unit (hours, days, weeks, etc.) to use for each rental transaction.
- Track Rental Items by specific Tracking Number or by quantity only.
- Easily rent and analyze kits or combinations of items via Inventory/Control Standard Bills and Kit Codes.
- Handle special commission and taxing override situations.
- Transfer rental inventory between locations with the option to treat these as sub rentals for additional control.
- Report on scheduled deliveries and pickups of rental items from customer sites.
- Analyze customer and rental ID rental performance.

Rental Department is designed as an add-on module to SouthWare's Inventory Control, which makes it an ideal solution for the business that both rents and sells items. You can sell resale items and rent rental items in the same bill, and your invoices for rental contracts flow into the normal invoicing process history and reporting options available for other SouthWare invoicing products. And if you service your equipment, SouthWare's Service Management modules integrate to give you a complete sales/rental/service solution.



## Features & Functionality

### Extensive Rental ID Database

- Rental ID can be linked to Sales and Service
- Multi-location option
- Base rate for rental table
- Serial number tracking option
- Cost/Value/Price info
- Other info such as bin location, turnaround requirements
- 5-year period history totals

### Comprehensive Transactions

- Rentals, sales, and service in single transaction
- Option to sell or exchange rental items
- Streamlined entry
- Allows different rental period for each item on a contract
- Option for long-term contracts with periodic billing
- Delivery/Pickup option

### Integrated Billing

- Incorporated in normal SouthWare Invoicing
- Integrated rental/sales invoice history

### Flexible Pricing

- Rate Structures and Rate Tables
- Up to 10 Units/Rates per Table
- Multipliers or flat amounts
- Optional minimums and rounding options
- Option for automatic best price
- Grace period
- Cutoff times and weekend pricing

### Scheduling

- Automatic tracking of availability
- Calendar view to schedule future rentals
- Notification of scheduling conflicts

Rate Structures

### Inquiry and Reporting

- Rental ID and Tracking Number Inquiry
- Rental Contract Inquiry
- Numerous management reports including contract status, revenue, return on investment, item analysis, etc.

### Integration with SouthWare Excellence Series™

- Share locations and product categories with Inventory/Sales
- Use Service Management to track repair costs and history for rental

### Types of Rental Situations you can handle include:

- Creating a Rental Transaction from any SouthWare Billing Entry program (Order Entry, POS, Service or A/R Invoicing).
- Checking the Scheduling Availability for any item. This is automatically tracked by the system to help you keep track of when items are supposed to be where and to identify conflicts in scheduling.



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