



RENTAL AND HIRE MANAGEMENT

Future-proof your business with a modern, flexible and integrated solution that enables you to drive growth, maximise revenue per rental, optimise utilisation and boost profitability.



Lifecycle Asset Management

Embrace 'cradle to the grave' lifecycle management of your rental fleet. Track and manage all assets from acquisition, through the rental process, swaps, damage, repairs and service requirements, through to disposal. Review the performance and profitability of your entire fleet.



Grow Your Business

Spend more time growing your business and less time worrying about vehicles, equipment, drivers and crew. Embrace an intuitive solution that tracks contracts, reservations, inventory by location, rental invoicing, scheduled returns and sends alerts for contract renewals.



Real-Time Dashboards

Feel the heartbeat of your business with real-time dashboards displaying critical information, enabling management to respond immediately to dynamic demands. Exceed customer expectations with rental and invoicing accuracy and efficiency.

Embrace Rental supports every aspect of your day-to-day hire business, delivering everything you need to control, manage and improve efficiency. Whether you are a single branch or a multi-national hire company, Embrace offers maximum flexibility, scalability and adaptability with the broadest choice of functionality and integration options for every type of rental and hire business.

Embrace the future, today! Take advantage of an innovative, fast, flexible, scalable, simple and easy-to-use business solution that supports your current needs and will promote your competitive edge far into the future.



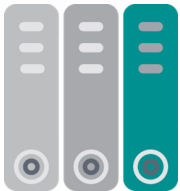
Business Benefits



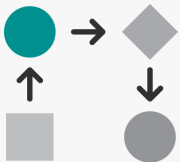
The Embrace fully integrated, full-featured, flexible Rental module is a cutting edge solution, delivering comprehensive, out-of-the-box functionality and provides a complete end-to-end solution to companies operating in the short or long term rental market. Whether your requirements are full maintenance leasing or ad hoc hire, Embrace Rental is designed to cater for all your requirements. Leverage today's technology and meet tomorrow's needs.



Increase sales, decrease costs and stay ahead of the competition with Embrace online reservations. Enable customers to view vehicle and equipment availability, request a quotation and confirm their reservation. Automated rate calculations ensure accurate and profitable quotations and contracts. Special rates and deals can also be offered, while special requests requiring confirmation appear in the system with all the advantages of your regular procedures.



Put your customer in control by providing them with real-time access to their own data, 24 hours a day, 7 days a week. Allow them to browse, view, select and book the right vehicles and equipment quickly and easily, while enhancing your business performance and productivity. Deliver superior service by enabling customers to view agreements, create lease quotations, print copies of misplaced or lost contracts, proof of delivery and invoices.



Full integration of the Embrace Rental module enables transactions processed in the Rental module to integrate immediately into the ERP system. Source documents and contract enquiries can be accessed quickly and easily, saving you time and improving accuracy. By leveraging the extensive power in Embrace, the integrated Rental module provides clear, linked visibility across all rental, sales, service, invoicing, delivery and collections.



Make better decisions faster. Embrace facilitates the flow of real-time information across departments, business units and rental centres to make data-driven business decisions and improve operational performance. Leverage executive dashboards, automated alerts and mobile tools to manage the way you want. Make strategic decisions with visual formats, tailored to your needs.

Our Approach

Selecting an ERP solution that best fits your unique business requirements includes evaluating the service requirements that go hand in hand with deploying an optimised solution. ACS-Embrace ticks all the boxes, going beyond solutions, offering a variety of services to assist you as and when necessary. Dedicated, experienced and expert teams assist with every phase of the project, from the ERP investigation and purchasing cycle, through implementation, training and go-live to ongoing system support.

We believe that Service is the most powerful differentiating factor for businesses today and have aligned our team strategy to meet the demands and challenges in an ever-changing IT and ERP environment, ensuring that we deliver Service Beyond Excellence!

"We are able to manage all our assets from acquisition, through the rental process, swaps and service requirements, through to disposal.

I believe that what differentiates Embrace from any other ERP solution is that the Rental Module is fully integrated!"

Sean Meeling - Financial Manager - Criterion Equipment

Maximise revenue, manage your assets and increase operational efficiency.

Simplify your rental operations and meet specific industry challenges, including unique billing scenarios, contract management, asset lifecycle management, field service and customer service, on a single and connected platform.

Embrace Rental provides a clear real-time view of assets under rental. Availability recording, monitoring, enquiry and reporting forms an integral part of the solution.

Embrace delivers next generation rental and hire solutions for the digital age.

Optimise operational productivity whenever and wherever you are, with Embrace Mobile, your ultimate pocket companion.

Reach new heights of productivity with real-time data on your equipment fleet, access to equipment utilisation statistics and customer specific pricing.

Powerful visualisation tools, with easy to understand and interactive dashboards present an accurate picture of your business.

Transform your services with predictive and preventative maintenance by connecting equipment to the Internet of Things (IoT).

Consolidate telematics data from various sources for improved visibility of your rental assets and to track equipment usage. Monitor unauthorised use or abuse and ensure clients are invoiced accurately and timeously.



Embrace Rental is your modern platform for managing every aspect of your day-to-day rental business, delivering everything you need to maximise the performance of your hire assets, control costs, improve efficiency and make your business more competitive.

Control the entire life-cycle of a contract from quotation and booking through to invoice and eventual termination. Intuitive rental contract creation with search, cloning, and copying features makes it easy to manage every phase of a rental transaction. Streamlining these processes leads to time and labour savings, eradicates errors and accelerates throughput.

Automate the processing and billing of returned assets to make them available for new rentals faster.

A detailed debrief process allows recording of usage, damages, tolls, labour and any other additional charges.

The comprehensive, robust and integrated service and maintenance system ensures your rental equipment is in peak operating condition. Manage planned maintenance schedules and inspections that cover all manufacturers' requirements and safety requirements, as well as unplanned maintenance jobs or breakdowns. Specialised processes and controls manage warranty repairs, damaged items, loan units, backups and swap outs, with the flexibility of splitting the charges to more than one party.

Greater control over your rental assets and resources will help you maximise utilisation, minimise costs and increase profitability.

Manage and control all rental-related activities from initial quote through to final invoice, including rehires, workshop, purchase ordering, CRM, mobile access and so much more.

Rental

Increase operational efficiencies with a clear view of assets under rental. Availability recording, monitoring, enquiry and reporting forms an integral part of the solution with the rental planning board providing clear visibility of rental items, availability and location within a single rental location, or across multiple locations.

Asset Management

Embrace a complete 360° view into every aspect in the asset lifecycle. Real-time visibility into all categories of assets enables management to optimally and pro-actively balance business demands and resource constraints.

Fleet Management

Seamlessly manage the purchase of your hire fleet, re-hires and third-party transport for your business. Keep tight control of fleet expenditure, as you manage assets from acquisition through rental process, swaps and service requirements, through to disposal.

Rental Manager

Manage the entire lifecycle of a contract with automated workflow processes. Increase operational efficiency with all departments working off a single centralised system from quotation to end of contract life. The Rental Manager provides a one-stop, fully auditable interface for your fleet management.

“Almost immediately after going live with the integrated Embrace Rental solution, we started achieving tremendous bottom-line improvements in rental-fleet management and operational efficiency, which has made a huge impact on the business.”

Brenton Kemp - CEO - Criterion Equipment



Planning Board

Empower your employees with access to all the information they need on one planning board. Schedule and monitor resource availability, i.e. rental equipment, drivers and crew, as well as servicing requirements in a single or multiple rental centres. Filter searches scan for sub assets or specific attributes, e.g. tow bar, trailer, baby car seat, etc.

Resource Management

Enhance the visibility and utilisation of your internal resources ensuring appropriately qualified staff are allocated to the right tasks. Real-time access to their availability, capacity and current allocations ensures efficient scheduling and helps avoid frustration with double booking.

Maximise utilisation and minimise costs with complete control over your rental assets. The lifetime history of all assets is stored in one place, enabling you to review reliable, real-time information quickly and plan for the future.

Flexible Invoicing Methods

The flexibility of Embrace Rental enables billing to be based on either time period, usage or both and caters for additional charges, such as delivery and recovery fees, insurance, consumables, abuse or overuse charges. Excess usage can be charged at higher rates. Combine charges on a single invoice for multiple rental orders to one customer, if required.

Return and Debrief Management

A detailed debrief process allows recording of usage, damages, tolls, traffic violations, labour and other charges. Record information regarding accidents and incidents while streamlined processes control subsequent actions. Create service charges to cover inspection failures. Vehicles and equipment can be picked up from one location and returned to another.

Leases

Effectively manage and track all your asset leasing contracts, receive alerts regarding owned assets and process invoicing to the client. All billable events are tracked and monitored as they occur, while each contract includes the detailed benefits the client is entitled to. Apply price adjustments in accordance with prime interest rate fluctuations.

Service and Repairs

Maintain rental assets in good working order, limit downtime and maximise utilisation. Maintain service histories and manage planned maintenance schedules that cover manufacturers' requirements as well as unplanned maintenance jobs or breakdowns.

Full Maintenance Leases

The full maintenance lease includes the rental of the asset, all maintenance as well as any excess usage, being either kilometres or hours, where applicable. Service jobs are performed against the contract and the profitability of each contract monitored.

Customer Relationship Management (CRM)

Maximise your sales opportunities by creating great client relationships. Manage your sales pipeline activity from enquiry through to final order. Become a collaborative, customer focussed team to ensure you keep your customer promises.

Why Embrace Rental

- Increase operational efficiency with all departments working off a single centralised system from quotation to end of contract life
- Reduce time to invoice, receive payments faster and improve cash flow
- Make informed business decisions with a clear view of assets under rental
- Maximise revenue per rental





Accelerate throughput, increase revenues and improve cash flow with fast, efficient rental contract processing.

Set up new contracts or access and maintain existing contracts directly via the Rental Planning Board. With fast, problem-free contract processing, accurate information and streamlined communication customer satisfaction is assured. Multiple pricing models are available, including future pricing and automatic price escalations. Contract pricing can be managed at an equipment level and at an individual customer level, using specific pricing or discount matrices, which include price, charges and free units.

The rental planning board provides clear real-time visibility of rental items, availability and location - for a single rental centre, or across multiple rental centres.

Invoicing is a continuous process over the lifetime of a rental contract. Any changes to the contract, where items may have been added or swapped are reflected in the next invoice for that contract. Comprehensive automated invoicing options ensure that all revenue earned is invoiced and that invoices are correct.

“Operational efficiency has increased as all divisions and branches are working off a single, centralised and integrated system from quotation to end of contract life.

Our invoices are right, our collection is right, the cash comes in quicker and we balance!”

Heinrich Fredrick - Branch Manager
Criterion Equipment



Invoice Revenue Dashboards

- View your top customers and their data
- See revenue by individual equipment or equipment group per month
- Group revenue by depot

Advanced business tools, including detailed enquiries, extensive reporting and smart alerts, ensures you maintain tight control of your business. Comprehensive standard reports give real-time information about contracts, usage, outstanding invoicing, profitability, overdue returns and contract expiry, as well as revenue recognition and amortisation for long term contracts.

Each rental asset can be analysed to show its profitability and return on investment by drawing on information about service and maintenance costs, depreciation expenses and revenue generated.

Streamline and automate rental processes, improve visibility across your business, ensure accuracy and serve your customers with unmatched agility.



011 275 2000 | info@embrace.co.za | embrace.co.za

ACS House, 370 Rivonia, Boulevard North, Rivonia, South Africa

