

# Embrace Rental

**Maximise revenue and utilisation  
using Embrace Rental to manage  
your fleet and increase your  
operational efficiencies**



## EXECUTIVE SUMMARY

**Short or Long Term Hire  
of Fleet and other  
assets**

**Ad Hoc rentals**

**Full Maintenance Leases**

**Billing based on Time  
and/or Unit Usage with  
multiple pricing models**

**Strict control of  
additional charges -  
(Delivery fees, Recovery  
fees, Insurance,  
Consumables and  
Abuse)**

**Labour Management of  
Drivers and Crew**

**Birds eye view of Fleet  
and Assets under rental  
with full drill down  
capability**

**Rental Planning to  
maximise Customer  
satisfaction**

**Rental Profitability  
tracking**

Embrace Rental provides a complete end-to-end solution to companies operating in the short or long term rental market.

Embrace Rental enables you to control the entire lifecycle of a contract from booking to invoice.

This includes :

- Reservations
- Allocation of Articles and Crew
- Despatch Control
- Swaps and Replacements
- Returns
- Debrief
- Invoicing
- Multiple vehicles per contract

Whether your business requirements are full maintenance leasing or ad hoc hire, Embrace Rental is designed to cater for your needs.

System flexibility allows billing to be based on time, usage or both and caters for an unlimited number of additional charge items, such as delivery and recovery fees, insurance, consumables, abuse or over use factors.

Embrace Rental provides 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 rental centres.



Multiple pricing models are available, including future prices. Contract pricing can be managed at a customer level, using specific pricing or discount matrixes, which includes price, charges and free units.

The systems allows for both external billing to customers and internal billing between business units, with detailed revenue recognition within individual cost centres.

Tight integration with the Embrace Assets Module ensures full visibility of service scheduling and fleet cost analysis.

Each vehicle or rental unit 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.

Management of drivers, crew, additional equipment and sub equipment, ensures control over all aspects of the rental contract with notifications and workflow expediting tour processes when contracts are due to expire or are ready for renewal.

Our customers use Embrace Rental for :

- Managing short tem or long term rental contracts
- Managing full maintenance or ad hoc contracts
- Billing on time and/or usage with multiple pricing models
- Including additional items such as delivery, recovery, consumables, abuse
- Management of drivers and crew
- Managing profitability and costs to maximise return on their capital investment.



# Embrace Rental

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

*I believe that what differentiates Embrace from any other ERP Solution is that the Rental Module is fully integrated into the ERP system"*

**Sean Meeling**  
Financial Manager  
Criterion Equipment

For more information on any of our products or services please visit us on the web at

[www.embrace.co.za](http://www.embrace.co.za)

or contact your Embrace Account Manager or Sales Representative.

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Features	Benefits
<b>Rental Manager</b>	<ul style="list-style-type: none"> <li>Provides a single workflow driven interface for managing the lifecycle of the contract.</li> <li>Increases operational efficiency with all departments working off a single centralised system from quotation to end of contract life.</li> </ul>
<b>Availability Planning Board</b>	<ul style="list-style-type: none"> <li>Schedule and monitor resource availability and associated servicing requirements in single or multiple rental centres</li> <li>Ensure accurate information and improved Customer Service levels and satisfaction</li> </ul>
<b>Flexibility</b>	<ul style="list-style-type: none"> <li>Multiple Pricing Matrices</li> <li>Multiple vehicles per contract</li> <li>Daily / Weekly / Monthly / Annual and Once Off contracts cater for all billing scenarios</li> <li>Flexible rental terms and options</li> <li>Additional charges and expenses</li> </ul>
<b>Fleet Management</b>	Manage assets from acquisition through to disposal, through rental process , swaps and service requirements
<b>Resource Management</b>	<ul style="list-style-type: none"> <li>Tracking of drivers, crew and additional equipment to be hired</li> <li>System validation of driver suitability, tracking of fines and fitness to drive</li> </ul>
<b>Return and Debrief Management</b>	<ul style="list-style-type: none"> <li>A detailed debrief process allows recording of usage, damages, tolls, labour and all other additional charges</li> <li>Vehicle availability is immediately updated</li> <li>Detailed additional information regarding accidents and incidents can be forced using user defined processes to control subsequent actions</li> </ul>
<b>Utilisation and Revenue Analysis</b>	<ul style="list-style-type: none"> <li>Provides a clear view of assets under rental including revenue generated, services costs and depreciation expenses .A detailed article history rolls up into a comprehensive view by specific rental article or specific group of articles to assess and evaluate fleet profile</li> </ul>
<b>Integration</b>	<ul style="list-style-type: none"> <li>Seamless integration into Embrace Service shows vehicle service history and future planned servicing requirements of the fleet.</li> <li>Embrace Fixed Assets tracks depreciation and manages fleet acquisitions and disposals.</li> <li>Seamless integration to Embrace Debtors for invoicing and credit management</li> <li>Reduce time to bill, receive payments faster and improve cash flow</li> </ul>

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## Embrace Rental

### PRODUCT

#### Rental Contracts

#### Rental Manager

The Embrace Rental Manager provides a simple workflow driven interface for managing the lifecycle of rental contracts with full visibility of all contract details. Comprehensive user access control ensures users are restricted to authorised functions only, including reservations, allocations, despatches, returns and invoicing. Users are able to efficiently manage their daily workload as the systems workflow control manages the relevant contract items that need to be actioned based on time and status.

### RELATED PRODUCTS

#### Service

A range of filters are available and can be applied by rental centre, customer, rental article, date and status, to effectively manage relevant contract selections. Contracts that have overdue actions are highlighted for attention and once appropriate action has been taken, the action list is automatically updated. Any additional overdue actions remain highlighted for attention.

#### Fixed Assets

Allocation of vehicles or rental items is interfaced directly into the visual planning board for ease of selection from the available rental pool. Dispatched articles can be swapped, in the event of a problem. Embrace Rental Manager tracks the return of the original rental item and ensures that a suitable replacement item is despatched.

#### Debtors

Debriefing is an optional feature used to capture additional tolls and charges, verify the return of equipment and capture incident details (i.e. accidents). User defined templates can be setup to ensure that specific relevant information is recorded according to the type of incident.

#### Inventory

These damaged and VOR (vehicle off road) rental items are flagged as unavailable and integration to the Embrace Service Module ensures that on completion of their repair, they are automatically flagged as available and returned to the rental pool.

#### Service Contracts

The Rental Manager provides a one-stop, fully auditable interface for your fleet management.

#### Workflow

#### Billing Cycles, Usage Capture and Additional Charges

The flexibility of Embrace Rental enables billing to be based on either time, usage or both and caters for additional charges, such as delivery and recovery fees, insurance, consumables and abuse or over use charges. Set up user-defined overtime and double overtime charges for any excess usage. Ad hoc billing is also supported for exceptional circumstances, providing even further flexibility.

Utilise a variety of usage-based charges including metered usage. Usage readings can be recorded against rental items with excess usage, no charge units and usage accumulations being available. Usage details can be collated electronically, if required, with contact details and site information driving the collation of usage information. The usage capture program will then guide the user through the contracts that are usage based, prompting for the usage statistics. Usage can also be input via a spread sheet or other electronic means if required. Once the usage is verified and reconciled, the contracts are ready for the billing process. Trial runs for batch billing can be performed to verify values and on acceptance the final invoices are generated.

The system is fully integrated into the Service Module, Fixed Asset Module, Sales, Debtors and General Ledger Modules, with all entries into these systems being generated automatically.





# Embrace Rental

## Rental Planning Board

The Rental Planning Board is accessed by a service center. It is used to schedule and maintain the capacity for resources in a single or multiple service centers and is able to schedule rental items as well as employees. The following resource scheduling is supported: location, employee, rental/hire item. Resources are linked to resource groups, and resource groups can be linked together for easy access to information. All resources belonging to a group will be loaded into the Planning Board, with their capacity and load.

User defined options include visible horizon and service centre visibility. The planning board can be configured to show only vehicles at a single service centre, or alternatively, vehicles belonging to or located at other service centres. Filter searches can scan for specific attributes and display only the relevant items meeting requirements (i.e. tow hitch).

New contracts can be set up and existing contracts can be accessed and maintained directly via the Rental Planning Board.

The screenshot shows the Rental Planning Board interface with a resource schedule grid. The grid has columns for dates from 16-09-09 to 27-09-09 and rows for various resource descriptions. The grid shows resource usage (1/1) and availability (0/1) for each date.

Description	S	Resource Schedule						
		Wed	Thu	Fri	Sat	Sun	Mon	Tue
Group A		15/17	16/17	16/17	16/17	16/17	16/17	16/17
CA160754		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA306039 (20C1)		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA335852 (20C1)		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA468645 (20C1)		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA513703		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA525111	>	0/1 >*	1/1	1/1	1/1	1/1	1/1	1/1
CA527803		1/1	1/1	1/1	1/1	0/1	0/1	0/1
CA541633		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA544764		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA661761		1/1	1/1	1/1	1/1	1/1	1/1	1/1
CA844598	>	0/1 >*	1/1	1/1	1/1	1/1	1/1	1/1
CA844618		1/1	0/1	0/1	0/1	1/1	1/1	1/1

## Embrace Reports

The following types of reports are available—Contract, Usage, Invoicing, Profitability, Expiry, Provision and Amortisation,

- Contract Schedule.
- Contracts Moved Articles List
- Un-captured Usage Contracts Captured Usage
- Contract Usage Captured on Article Contract Usage Captured by Contract Usage Override Bill Quantity
- Contract Trial Run Excess Usage Report Contract Trial Run
- Contract Invoice Run
- Detail Contract Invoice Run
- Contracts Un-captured Run Numbers
- Contract Returned Items Not Billed
- Contract Quotes Expiry Warning
- Contracts Due to Expire
- Summary Contract Profitability - All Detail Contract Profitability - All
- Summary Contract Profitability - Per Detail Contract Profitability - Per
- Profit Summary Service Contract - All Periods Profit Detail Service Contract - All Periods
- Profit Summary Service Contract - Period Profit Detail Service Contract - Period

*“Visibility into detailed equipment histories enables us to plan services so as to ensure minimal interruption to the availability of machines for billable deployments”*

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

Heinrich Fredrick  
Branch Manager  
Criterion Equipment



*“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**  
**Managing Director**  
**Criterion Equipment**

**RELATED SERVICES**

Embrace Support Representatives can assist with designing solutions and implementing additional requirements

Application Support through the ACS Support Centre

Embrace Training

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**Embrace Rental**

**Enquiries**

The following types of enquiries are available

- Contract Enquiry
- Contract Summary Enquiry
- Contract Memo Enquiry
- Contract Manual Journal Enquiry
- Contract Usage Capture Selection Enquiry
- Service Article Detail Enquiry
- Service Job History Enquiry

**Contract Dashboard** (MA2700.1)

Item	Contract	Article Number	Start	End	Invoiced	Costs	Profit/Loss	Details
12	T01C000014	DBN312GP	06-09-08	10-09-08	0.00	0.00	0.00	
13	T01C000015	DBN314GP	01-09-08	06-09-08	3,821.00	0.00	3,821.00	
14	T01C000016	DND513GP	01-09-08	06-09-08	0.00	0.00	0.00	
15	T01C000017	FFK521GP	01-09-08	06-09-08	0.00	0.00	0.00	
16	T01C000018	RSY839GP	01-03-08	20-03-08	5,121.00	0.00	5,121.00	
17	T01C000019	RSY839GP	21-03-08	30-04-08	12,321.00	0.00	12,321.00	
18	T01C000020	RSY839GP	05-05-08	05-06-08	9,621.00	0.00	9,621.00	
19	T01C000021	RSY839GP	10-06-08	10-08-08	17,621.00	0.00	17,621.00	
20	T01C000022	RSY839GP	13-08-08	30-08-08	8,256.00	0.00	8,256.00	
21	T01C000023	RSY839GP	01-09-08	07-09-08	8,749.11	0.00	8,749.11	
22	T01C000024	RSY839GP	08-09-08	12-09-08	0.00	0.00	0.00	
23	T01C000025	DND513GP	08-09-08	08-09-08	0.00	0.00	0.00	
24	T01C000026	DBN313GP	09-09-08	10-09-08	0.00	0.00	0.00	
25	T01C000027	DGD788MP	06-09-08	09-09-08	0.00	0.00	0.00	
26	T01C000028	FLG632GP	01-05-08	30-04-11	47,148.00	513.22	46,634.78	

  

**Contract Profitability** (MA2700.8)

Provision Code: [ ] Alloc Type: [ ] Customer Currency: [ ] Contract Value: 399,169.00  
 Period Unit: [ ] No Per Units: [ ] Bill Freq: Monthly Last Inv: 09-09-08 Total Invoiced: 47,148.00  
 Start Date: 01-05-08 End Date: 30-04-11 Total Provision: 0.00 Total Cost: 513.22

Mth	Period	Provision	Prov Journals	Amortised	Amor Journals	Depreciation	Invoiced	Costs	Profit	GP%
1	2008-03						11,021.00		11,021.00	100.00
2	2008-04						11,021.00		11,021.00	100.00
3	2008-05						12,485.00		12,485.00	100.00
4	2008-06						12,621.00	513.22	12,107.78	95.93
5	2008-07								0.00	0.00
6	2008-08								0.00	0.00
7	2008-09								0.00	0.00
8	2008-10								0.00	0.00

**Security , User Interface and Configuration**

Full audit of user security is available. Allowed functions can be assigned / removed from a user or group of users. Selected users can be prevented for accessing sensitive information such as costs, however be able to perform their function easily. Users / Administrators can tailor screens and menus to meet design and policy requirements. Due to the elastic nature of the application, length and type of fields are easily modified allowing unique company requirements to be easily met.

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