

Product

- ▶ Epicor® Prophet 21®

Benefits

- ▶ Efficiently process rental transactions
- ▶ Eliminate need for standalone rental solution
- ▶ Help grow margin through rentals—a proven, highly profitable business model
- ▶ Strengthen customer loyalty by providing product in new ways with more value
- ▶ Establish new lines of revenue

Capabilities

- ▶ Cloud-based solution for managing equipment rentals
- ▶ Fully integrated with Prophet 21 software
- ▶ Powerful capabilities to manage the scheduling and assignment process
- ▶ Flexible options to design pricing
- ▶ Flexible utilization based on day, week, month, mileage, hours used, and more
- ▶ Simple contract maintenance

In today's distribution market, it's imperative to offer additional value-added services to your customers. These services will often complement your current product lines and/or offer opportunities for additional revenue. For many distributors, renting equipment is one way to do this. The dilemma for many wholesale distributors is that their current business does not include rentals functionality and using a standalone rental solution results in duplicated work and complication.

Epicor Rentals Management (ERM) is a cloud-based rental software solution designed specifically for wholesale distributors. ERM is fully integrated with Prophet 21 software and enables wholesale distributors of all sizes to efficiently offer product rentals to customers without needing standalone, disconnected software. This allows you to use Prophet 21 software as your system of record for vital files and transactions—customers, items, accounting, etc.—while using ERM to manage the rental transaction.

Integration

ERM is integrated with your Epicor Prophet 21 enterprise resource planning (ERP) system. This eliminates the manual processes required from having a separate business system and rental software. API calls allow data to flow back and forth from Prophet 21 software to ERM—eliminating rekeying data and preventing key stroke errors. As records such as customers and items are added to Prophet 21 software, ERM is updated with this information. As rental orders are processed, information flows back and forth. To keep things simple, all accounting functions are tracked in Prophet 21 software. ERM simply passes rental transactions to Prophet 21 software so you can manage all your financials in one system.

Rental Orders

Entering a rental order starts as any other order in Prophet 21 software through the Order Entry window. When you add a rental item, the order becomes a rental order, and the process includes additional steps—some of which are completed in ERM. When the Prophet 21 software determines a rental item is on the order, the rental process with ERM is activated. At this point, information such as rental state date, duration, and serial number can be entered into ERM.

Rental Quote and Reserve an Item

Entering a quote and reserving an item is just part of the same process for renting an item. You start the order in Prophet 21 software and when saved, the initial stage in ERM is the Quote stage. If you want to reserve an item, you can use the tools within ERM to view item availability and determine when an item will become available. You can also provide a physical quote for the customer if necessary.

Rental Contracts

Contracts are fundamental to the rental business. Since they'll be an integral part of your daily work, ERM includes the ability to easily create contracts. This allows you to quickly print or email contracts for customers. Additionally, ERM allows you to go paperless at the front counter and save your staff the trouble of filing or rifling through files to find signatures on old contracts. ERM allows you to collect signatures instantly via a tablet at your counter or from anywhere via email. Signatures are stored in ERM and organized for easy location in the future.

Automatic Billing/Invoicing

You might invoice some customers on a recurring basis for long-term rentals. Instead of looking through files to determine which customers to bill, ERM offers Automatic Billing. Automatic Billing allows you to set billing intervals that work for your business and generate invoices according to your schedule. You'll be able to automatically bill until all items are received and even extend the contract due date with each billing.