

RPM: A Recipe for Success

For Dealerships that Rent, Sell, & Service Equipment



The Need

You are unable to say, definitively, where all your assets are at any given time. Getting accurate data on rental unit utilization, maintenance records, or work orders seems a herculean feat.

Moreover, when you do request that kind of information it often takes hours if not days, to obtain; even then it is not always accurate. Strategic planning is next to impossible, let alone short-term goal planning.

CEOs, CFOs, and daily operations managers lack the tools needed to run and grow their equipment companies effectively. Dealing with inaccurate data gathered from disparate systems, the inability to project or plan strategically, to the loss of asset utilization and potential revenue, is evidence the equipment rental industry is struggling to modernize their software.

The Solution

Recognizing the gap in the equipment industry: a software that would provide a consolidated system where companies can manage all aspects of their assets, from maintenance and performance history, to rental activity, to cash flow, and beyond, **Rental Process Management (RPM)** software was developed.

Described as the only software a equipment company needs to run their business, RPM is the ERP (Enterprise Resource Planning) solution developed specifically for the equipment industry.

While not all ERP systems are identical, each offering their own unique set of capabilities, the following describes the features of Suite Engine RPM and its unique functionality to help equipment companies succeed.

RPM: Rental Process Management

Rental Process Management (RPM) software was developed to fulfill a need in the equipment industry; providing a consolidated system where companies can manage all aspects of their assets, from maintenance and performance history, to rental activity, cash flow, and beyond.

Keep reading to learn how RPM can help your equipment dealership save money, improve efficiencies, and increase profits.



The Ingredients for Success: RPM Features

1. Asset Management/Rental Unit Statistic Tool

The key to ensuring success in the equipment rental industry is being able to manage your assets effectively. Being able to manage preventative, scheduled, reactive, and predictive maintenance so that all your assets are being used to their fullest capacity can save you time and money.

Gaining insight into utilization of assets, revenue generated and costs incurred, asset margins and ROI is another way to take advantage of the Asset Management tools within RPM. Using this functionality can help equipment rental companies not only manage their assets but also streamline operations and improve productivity.

RPM Unit Statistics

20KW GEN-001 · 20 kW Portable Generator

Utilization

	This Period (MTD) June 2022	This Year (YTD)	Last Year	Total
Total Available Days	30	181	365	2,007
Utilized (Billable) ...	0	0	0	959
Percent Utilized	0.0	0.0	0.0	47.8

Revenue

	This Period (MTD) June 2022	This Year (YTD)	Last Year	Total
Rental Revenue	0.00	0.00	0.00	14,070.00
Service Revenue	0.00	0.00	0.00	167.50
Sub-rental Revenue	0.00	0.00	0.00	0.00
Total Revenue	0.00	0.00	0.00	14,237.50

Cost

	This Period (MTD) June 2022	This Year (YTD)	Last Year	Total	Depr. Book
Purchase Cost	0.00	0.00	0.00	126.36	
Service Cost	0.00	0.00	0.00	209.31	
Sub-rental Cost	0.00	0.00	0.00	0.00	
Depreciation Cost	0.00	0.00	0.00	2,121.00	RENTAL
Total Cost	0.00	0.00	0.00	2,456.67	

Revenue vs Cost

	This Period (MTD) June 2022	This Year (YTD)	Last Year	Total
Unit Margin	0.00	0.00	0.00	11,780.83
Unit ROI %	0.0	0.0	0.0	479.5



Figure 1 & 2: Rental Unit Statistics & Planned Maintenance

Unit Planned Maintenance

20KW GEN-001 OIL CHANGE 3M-500HR

Load Subcat. P.M. Work Lines Load P.M. Work Lines More options

Unit No.	Unit Description	P.M. Work Code 1	P.M. Service Code 1	Base Start Date	Base Reading
20KW GEN	20 kW Portable Generator	OIL CHANGE	3M-500HR	1/1/2022	6

Maintenance Schedule Schedule

Next Maint. Date	Next Maint. Reading	Work Order No.	Work Order Line No.	Contract No.	Contract Line No.	Receipt Entry No.
4/1/2022	506	WO00399	10000	--	--	--
7/1/2022	1.006	WO00400	10000	--	--	--
10/1/2022	1.506	--	--	--	--	--
1/1/2023	2.006	--	--	--	--	--
4/1/2023	2.506	--	--	--	--	--
7/1/2023	3.006	--	--	--	--	--
10/1/2023	3.506	--	--	--	--	--

Work Lines Manage

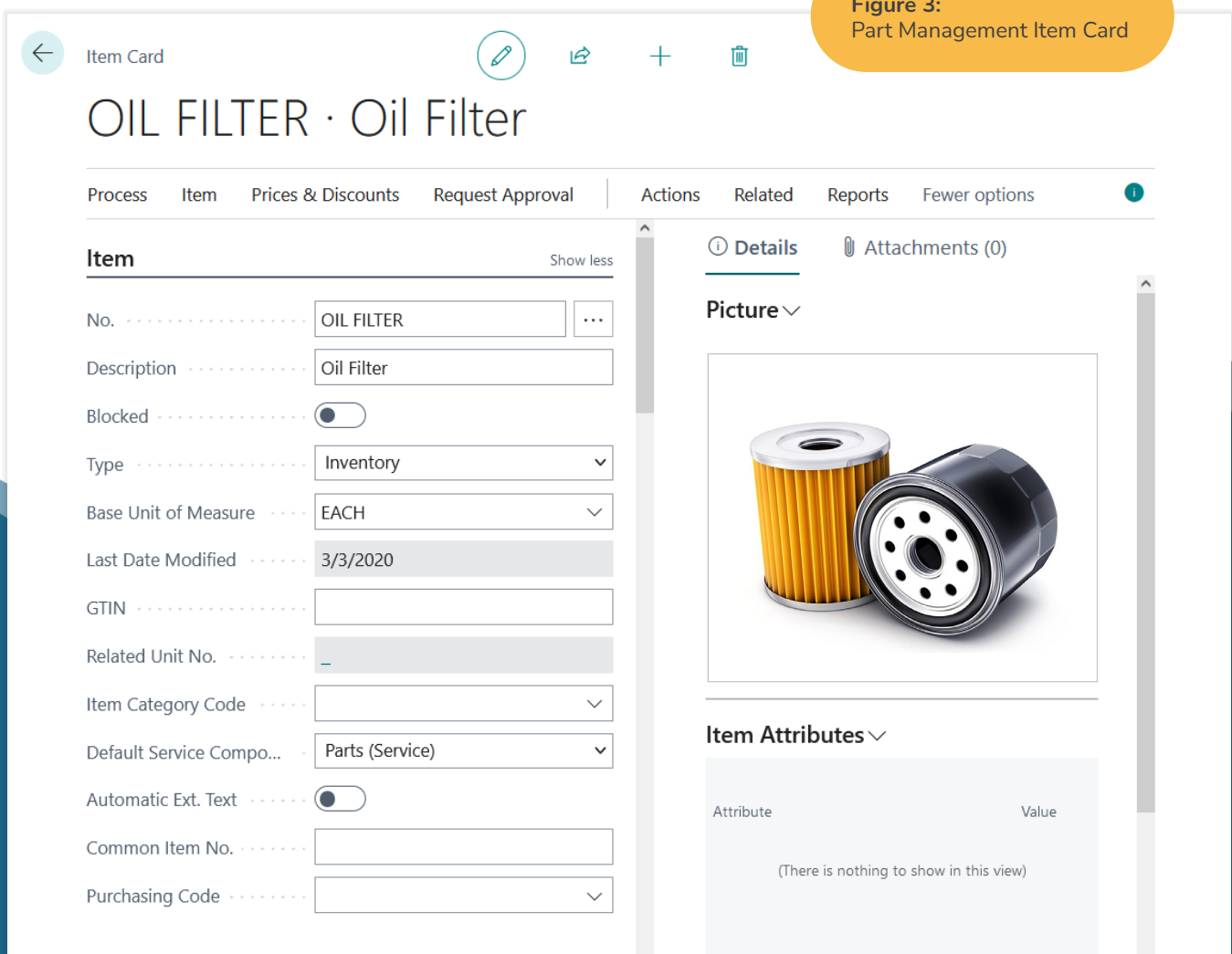
Type	No.	Component Type	Description	Quantity	Unit of Measure Code	Work 1 Code
Item	OIL FILTER	Parts (Servi...	Oil Filter	1	EACH	
Item	OIL-QUART	Parts (Servi...	Quart of Oil	5	EACH	
Resource	TECH	Labor (Serv...	Technician Time	0.5	HOUR	INTEF

2. Parts Management

Facilitating organization, efficiency, and frugality is the genius behind the Parts Management feature. By keeping track of items such as: descriptions, stock numbers, quantities, lot numbers, locations, categories, vendor names, part numbers, reorder points, dates and amounts sold, and the costs of all your inventory items in one place are invaluable.

Knowing the exact amount of inventory you need to order at any given time, or the logistics for an order, or being able to detect any anomalies in the inventory data is key. Better yet, imagine having this information and planning ability available in real-time. You can get answers you need from your manager quicker, and your managers are able to respond quicker. All with accurate information. Time savings, optimized inventory assets, and inventory storage space are just some of the tangible benefits of being able to access, at any time, and at any place, and with just a glance, exactly what your inventory looks like at any given time. You could take any guesswork out of quotes, deadlines, and fulfillment.

Figure 3:
Part Management Item Card



3. Business Intelligence (BI)

Having Business Intelligence capabilities within your ERP software allows you to turn your data into action. It is one thing to be able to gather all your data into one place, it is quite another to be able to turn all those numbers into valuable insights and action that can help your company.

With Power BI, these actions can be accomplished in real-time for any type of data you choose. It's a powerful tool for managing various aspects of your business, including business transactions, customer interactions, products, employees, and processes. In addition to being quickly accessible, your data can be visualized in a matter of seconds.

Business intelligence allows you to eliminate guesswork and make accurate and timely business decisions based on facts, not feelings. Another benefit of having business intelligence capabilities is your ability to identify new revenue opportunities.

By being able to analyze all your data, you will obtain insights about potential opportunities you might have missed in the past. You can create new offers to adjust to the current market situation.

Power BI within RPM offers aesthetically pleasing, informative charts, graphs, and reports that are easy to decipher and digest.

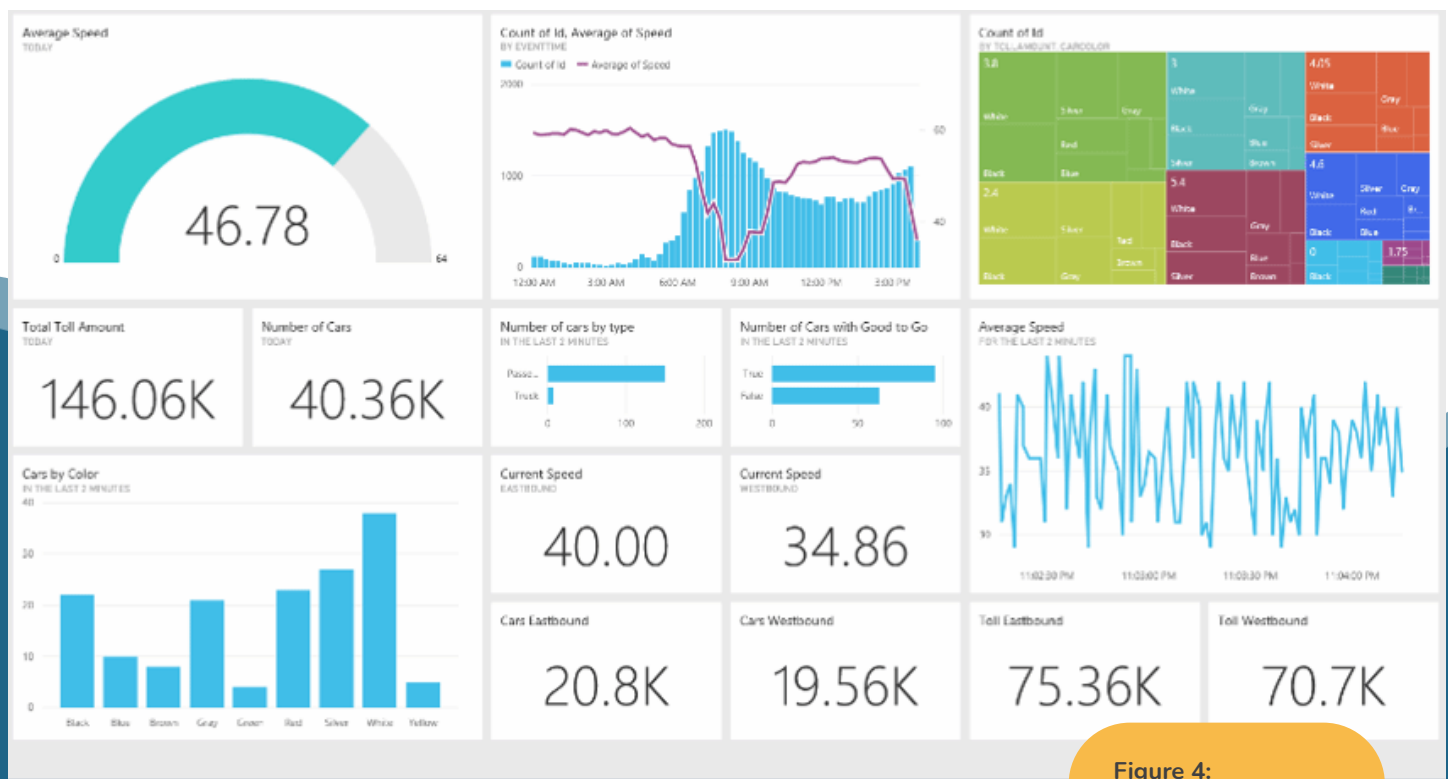


Figure 4:
Power BI Dashboard

4. Contact Management

Clear, concise, and timely communication is vital to any successful organization and none more so than an equipment rental company. As a rental company, juggling many balls at once (aka assets) is what you do: managing inventory, determining pricing, scheduling rentals, overseeing maintenance, and viewing performance histories are all part of the job.

To execute on these tasks you need to be able to send promotion materials, reports, emails, letters, and other pieces of communication to your clients, vendors, partners, and prospects. Being able to do all that communicating via one tool, such as the Contact Management, is an incredible time and money saver.

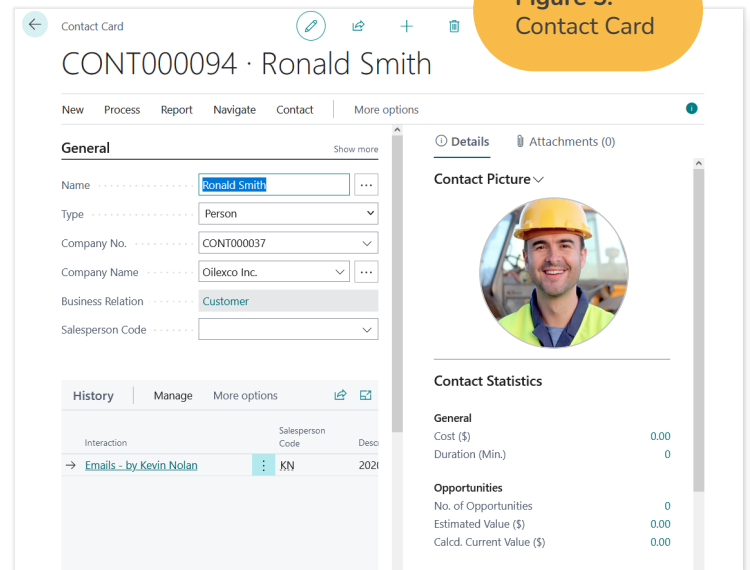


Figure 5:
Contact Card

5. Contract Billing

As the equipment industry does not always follow traditional invoicing models, a function as seemingly simple as billing can cause quite a headache. Billing can be a time-intensive process, and one of the most challenging aspects of running an equipment rental company. However, having the ability to be able to customize billing to the specific way your company requires will save time and eliminate potentially lost revenue.

Billing Codes

Search + New Edit List Delete RPM Prices RPM Line Discounts More options

Code #	Description	Billing Recurrence Type	Recurrence No. of Periods	Recurrence Period Type	Period Detail Type	Detail No. of Periods	Detail Period Type	Billing Type	Bill At	End of Rental	Duration
28 DAILY ADV	28 Days in Advance	Every	28	Day(s)	Every	28	Day(s)	Rental	Beginning of Period (In Advance)	Indefinite	
28 DAILY ARR	28 Days in Arrears	Every	28	Day(s)	Every	28	Day(s)	Rental	End of Period (In Arrears)	Indefinite	
3 MONTH ADV	3 Month in Advance	Every	3	Month(s)	Every	3	Month(s)	Rental	Beginning of Period (In Advance)	Indefinite	
3 DAY	3 Days	Every	3	Day(s)	Every	3	Day(s)	Rental	Beginning of Period (In Advance)	Indefinite	
4 MONTHS ARR	4 Months in Arrears	Every	4	Month(s)	Every	1	Month(s)	Rental	End of Period (In Arrears)	Indefinite	
5 DAY	5 Days	Every	5	Day(s)	Every	5	Day(s)	Rental	Beginning of Period (In Advance)	Indefinite	
6 MONTHS ADV	6 Months in Advance	Every	6	Month(s)	Every	1	Month(s)	Rental	Beginning of Period (In Advance)	Indefinite	
6 MONTHS ARR	6 Months in Arrears	Every	6	Month(s)	Every	1	Month(s)	Rental	End of Period (In Arrears)	Indefinite	
ANNUAL	Annual in Advance	Every	12	Month(s)	Every	12	Month(s)	Rental	Beginning of Period (In Advance)	Indefinite	
BEST PRICE	Best Price	Every	28	Day(s)	Every	28	Day(s)	Rental	End of Period (In Arrears)	Indefinite	
DAILY ADV	Daily in Advance	Every	1	Month(s)	Every	1	Month(s)	Rental	Beginning of Period (In Advance)	Indefinite	Month(s)
DAILY ARR	Daily in Arrears	Every	1	Month(s)	Every	1	Month(s)	Rental	End of Period (In Arrears)	Indefinite	Month(s)
EVENT	Event in Advance	Every	3	Day(s)	Every	3	Day(s)	Rental	Beginning of Period (In Advance)	Indefinite	3 Month
MONTHLY ADV	Monthly in Advance	Every	1	Month(s)	Every	1	Month(s)	Rental	Beginning of Period (In Advance)	Estimated	Month(s)
MONTHLY ARR	Monthly in Arrears	Every	1	Month(s)	Every	1	Month(s)	Rental	End of Period (In Arrears)	Estimated	Month(s)
MONTHLY ADV INDEFINITE	Monthly in Advance Indefinite	Every	1	Month(s)	Every	1	Month(s)	Rental	Beginning of Period (In Advance)	Indefinite	Month(s)
MONTHLY ARR INDEFINITE	Monthly in Arrears Indefinite	Every	1	Month(s)	Every	1	Month(s)	Rental	End of Period (In Arrears)	Indefinite	Month(s)
QUARTERLY ADV	Quarterly in Advance	Every	3	Month(s)	Every	1	Month(s)	Rental	Beginning of Period (In Advance)	Indefinite	3 Month
QUARTERLY ARR	Quarterly in Arrears	Every	3	Month(s)	Every	1	Month(s)	Rental	End of Period (In Arrears)	Indefinite	3 Month

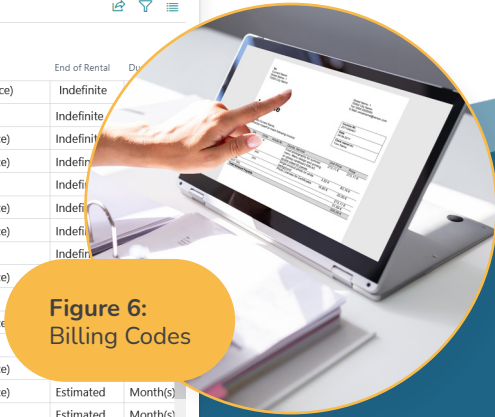


Figure 6:
Billing Codes

The Opportunity

The equipment industry is a rapidly growing business sector. To stay competitive, rental company owners need to figure out how to optimize equipment usage and ensure their assets are producing the most revenue possible.

They need to manage all aspects of order management, equipment tracking, customer management, and ensure seamless integrations with partners, vendors, and systems. They also need to be able to access their data real-time, and more important, be able to translate that data into actionable strategic decisions.

Equipment company decision makers need the tools to run and grow their rental companies effectively. Equipment companies need **Rental Process Management (RPM)** software. ArcherPoint and Suite Engine RPM have teamed up to offer a comprehensive ERP solution for equipment dealerships. Built to run either on-premise or in the cloud, Suite Engine RPM is designed with features and functionality specific to help equipment rental companies thrive.

About Suite Engine

At **Suite Engine**, we support complex, multi-channel businesses and processes by creating plug-and-play solutions for Business Central. Simplified Processes. All in one place. Business Central. See it for yourself.

Our Business Central applications are available for download on **Microsoft AppSource** today.



ArcherPoint Can Help

ArcherPoint by Cherry Bekaert has built a business around adaptive innovation. Regardless of industry, companies look to ArcherPoint as a business solution provider and partner they can depend on to deliver results. Our history with Microsoft Dynamics NAV dates back to the product's beginnings. Today, our team includes experts all over the world, not only in Dynamics NAV and Dynamics 365 solution design, development, 24/7 support, and upgrades, but also in accounting, manufacturing, retail, distribution, and other key areas of business. With a commitment to quality service, ArcherPoint is dedicated to helping companies realize true business value by giving them access to ERP solutions that will grow with them to meet their needs now and in their future.

[Contact us today for a free demo](#)

