

# Where Rental Revenue Leakage Happens

Revenue leakage rarely comes from one major issue. More often, it stems from small operational inconsistencies across the rental lifecycle. Left unchecked, these **leak points** can quietly erode profitability across dealer and rental operations.



## Reservation

- Unauthorized discounts
- Inconsistent pricing
- Manual quote adjustments



## Dispatch

- Incorrect equipment allocation
- Missed delivery charges
- Scheduling conflict



## Usage

- Untracked usage hours
- Overtime not captured
- Asset underutilization



## Return

- Late returns not billed
- Fuel discrepancies
- Missing attachments



## Inspection

- Damage undocumented
- Inspection delays
- Manual paperwork gaps



## Billing

- Missed charges
- Contract inconsistencies
- Billing delays



## Invoice/Payment

- Payment disputes
- Incorrect invoicing
- Delayed collections

Modern dealership management and rental platforms reduce leakage through:

Standardized pricing

Integrated inspections

Real-time asset visibility

Automated billing rules

Unified operational data

Contact [ArcherPoint by Cherry Bekaert](#) to learn more about modernizing your business management software.