

# RENTAL MODULE



**DISCOVERY  
SOLUTIONS**

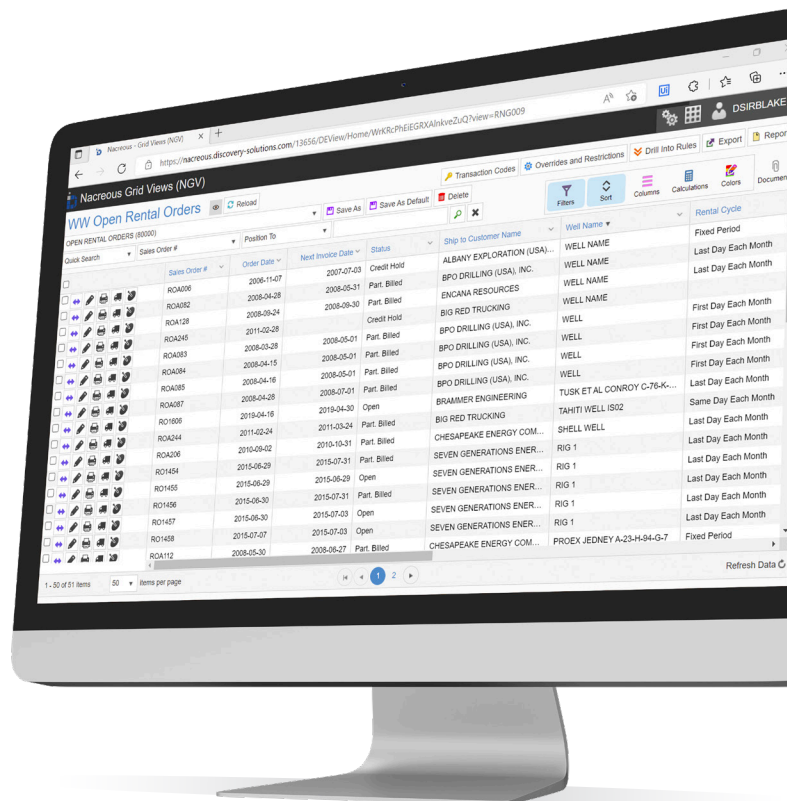




# INTRODUCTION



Discovery has worked with rental companies over several decades optimizing the rental management process to ensure you maximize revenue from your assets. Discovery's Rentals module automates the rental entry process and automates tracking the movement of your assets allowing your team to optimize utilization.



# KEY PRODUCT FEATURES

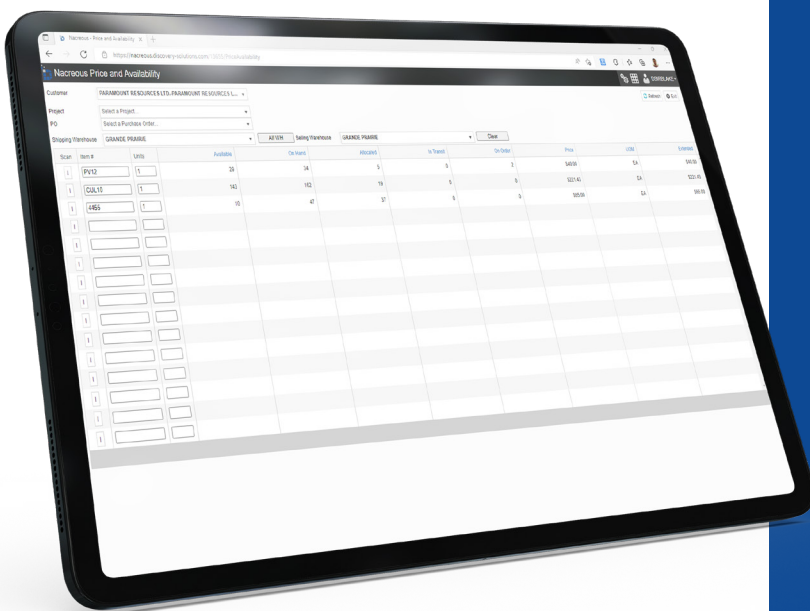


Job entry can begin by quoting a job to a customer or by simply entering a rental order when the customer calls.

All types of assets can be defined in your rental fleet and rented to your customers and including serial number assets as well as lot number assets. Each asset in the rental fleet is automatically integrated to Discovery's Fixed Asset depreciation module making it easy for your accounting team to recognize the value of your assets.

The tools and functions available to your staff when entering a rental order include:

- Look up equipment status:
  - What job is it on now?
  - When will it become available?
- Look up equipment specifications
- Record the customer's unique specifications
- Look up the customer's past rental orders
- Copy a customer's past rental job
- Automatically convert a rental asset to as sales asset
- Define the rental rates to be used on this rental order
- Pre-define cleaning or inspection service
- Define standby by charge rates for this rental order
- Define if the rental order is pre-billed or post-billed
- Define the start rent date and the delivery date
- View customer credit and outstanding AR
- Record well name, directions, AFE number, rig, and LSD
- View Customer Relationship Management (CRM) information





# KEY PRODUCT FEATURES



## Quotes

Discovery's quoting system allows your team to quote jobs using available inventory, historical data, and costs from the integrated CRM tool. Turning a quote into a Rental Order is a seamless process once you win the work, and it will automatically initiate the inventory allocation and scheduling process.

## Flexibility

Discovery's Rental module is extremely flexible when it comes to creating a customer invoice even if it includes the asset changing locations. With the right click of the mouse a copy of the original rental can be recopied to a new location. When the equipment is returned to your location, the entire or pre-set portion of the cleaning and inspection charges can be billed on the final invoice or on each of the prior invoices.

## Efficiency

The Rental modules produces delivery tickets, return tickets, as well as bill of lading (dispatch) tickets to transport the equipment to the customer's site. Entering your rental items once on the customer's rental order means that you never have to re-record this information on the delivery, return and dispatch tickets.

## Visibility

Discovery's Rental Software provides visibility of the rental agreements and your rental fleet to your staff. Rental agreement inquiries show the total revenue generated to date, the customer's pricing, the location and you can view the customer invoices that were generated. Rental fleet inquiries show your staff where the asset is located, when it is expected back, the customer and maintenance agreements. You can also track sales by sales rep to understand performance across your team or track commissions.

## Management Reporting

The Rental module tracks profitability on your assets by recording the revenue earned by asset, the depreciation costs, recoverable and non-recoverable costs. Asset utilization is available on-line to track number of days rented, number of days in maintenance and number of idle days.

## Integration

The Rental software integrates to Discovery's other operational modules and to Discovery's accounting and financial system module. All Discovery modules support multi-company, multi-branch, and multi-currency operations.





# DISCOVERY SOLUTIONS

