

Infor CloudSuite™ Equipment Rental

infor

™

Overview

What if...

You could implement an enterprise solution customized for equipment rental companies, without the risks of traditional software deployments?

That solution required minimal upfront investment—freeing up capital for other ventures?

Instead of managing integrations and hardware, your IT employees could focus on productive, strategic business activities?

Get your business moving with Infor CloudSuite Equipment Rental

As an equipment rental organization that wants to differentiate itself in a highly competitive market, you need to offer your customers the right rental equipment, when and where they want it, at the right price. The challenges you face today are forcing you to rethink the way you do business.

Modernize your business with Infor CloudSuite™ Equipment Rental, a cloud-based, rental-focused ERP solution that allows you to deploy faster, respond faster, and evolve faster, while running your business on the most secure infrastructure available.

CloudSuite Equipment Rental is designed specifically for rental companies that are focused on growth, customer engagement, and extended services. Supporting almost 40 localizations and 18 languages, and built on industry best practices, the solution gives you the flexibility and scalability to easily take on new markets and quickly adapt to change. It features deep, proven capabilities to support all your business processes—not just rental.

Even better, the solution is delivered in the cloud—ensuring efficiency, cost savings, built-in support for global operations, and security that follows industry-leading best-practice protocols.



Equipment rental—the engine for growth

The global equipment rental market is in overdrive

Consider the numbers:



According to **a new report published by Grand View research**, the global construction equipment rental market will reach \$84.60 billion by 2022, up from \$34.24 billion in 2014—growing at a CAGR of 12.1%. The reduced burden of up-front investments and diminished risk of expensive breakdown repairs should help create new, lucrative growth opportunities. For instance, because renting is much less expensive than buying, there's a much greater demand for rental equipment in the UK, with over 80% of the machinery sold currently going to plant hire companies.



The latest forecast from the American Rental Association (ARA) predicts equipment rental industry revenue growth in the US of 6.7% in 2016 and 2017, 6.2% in 2018, and 5.8% in 2019.



The Middle East and Africa's power-rental market size is **estimated to reach \$9,048.25 million by 2019**, up from \$3,942.07 million in 2014. One of the major factors responsible for driving the growth of this market is the increasing demand for power in the respective regions.

Equipment rental is trending upward in all regions of the world—and it is set for further growth. Rental saves capital, provides flexibility, and frees companies from the cost and complexity of maintaining owned equipment. For some, rental is used as a preliminary step to purchasing, allowing companies to try out different equipment types before settling on the ones they want to buy.

Infor CloudSuite Equipment Rental: Three ways it can help optimize your business

1

Industry-specific software

It includes proven equipment rental functionality that is already used by many of the top global rental companies—including the world leader in power and temperature-control rental, the UK's leading independent equipment hirer, and the third-largest construction equipment and tool rental company in North America.

2

Secure and reliable infrastructure

Regional data centers managed by leaders in Big Data, industry-leading disaster recovery and backup standards, tight security protocols, and regular threat assessments all help Infor deliver greater reliability, uptime, and security than most companies can achieve on their own.

3

Immediate value

Infor CloudSuite Equipment Rental gives you a faster time to value, with minimal upfront investment, and implementation that takes weeks or months—not years.

Take a look inside

Infor CloudSuite Equipment Rental helps keep every function of your company running smoothly



Rental management

With Infor CloudSuite Equipment Rental, you get an intuitive and streamlined approach to rental management, such as a single entry-point to manage the complete rental flow—from rental quotations, through to contract, equipment dispatch, return, and invoicing. With built-in support for complex pricing, discount scenarios, re-rent, RPO, bulk rental, up/down rental, and more, the solution is ideal for all types of rental situations, including rental shops.



Service management

Minimize unplanned equipment outages with advanced service management capabilities, including the ability to forecast the next scheduled service based on the rental contract meter usage. Additionally, advanced mobile service capabilities give your technicians access to the information they need to quickly and efficiently carry out repairs in the field. You'll also be able to automatically generate off-hire inspections, and based on the inspection results, trigger invoices to charge customers for equipment damage and misuse.



Equipment lifecycle management

Gain full visibility into the cost and revenue generated by each individual piece of equipment throughout its lifecycle. You'll be able to get quick and easy access to all of your operational and financial transactions, including rental, service, and sales. You'll also be able to predict when the cost of operating a piece of equipment will exceed its revenue generating potential, giving you the opportunity and time to plan for replacement equipment.

Take a look inside

Infor CloudSuite Equipment Rental helps keep every function of your company running smoothly



Supply chain management

Manage the planning, scheduling, fulfillment, and execution of both simple and complex rental equipment logistics for delivering equipment to your customers, picking up equipment, and moving equipment between customer locations.



Financial management and fixed assets

Access and use the crucial information that drives your business decisions by being able to capture, analyze, and simulate critical trends based on your unique business goals and requirements. You'll be able to cut costs, eliminate redundancies, streamline activities, and allow redeployment of rental equipment to more profitable depots, with a highly configurable structure that can be tailored to meet local, regional, national, and global business models.



Purchasing

Make intelligent purchasing decisions with access to a centralized interface that puts information at your fingertips. You'll also be able to manage the purchase of stock and non-stock parts and products with advanced order control, inventory management, and other flexible features.



Localizations

Take on new markets easily and let your business evolve and expand into new geographies with flexible and scalable support for almost 40 localizations and 18 languages—with more to come.

Infor customers are known for agility and industry leadership:

aggreko



HercRentals™



Modernize, simplify, and save

Infor CloudSuite Equipment Rental includes technology that helps increase productivity across your business:



OS technology, with an elegant interface that's easy to use and requires very little training



Embedded analytics that deliver relevant information for better, faster decision making



Core workflow and alerting that let you be proactive, enforce standard processes, and monitor progress



Social collaboration with Infor Ming.le™ to integrate business conversations into your ERP system



Enterprise search for a powerful and intuitive way to quickly find information among huge amounts of data



Extensibility via Infor ION® to help ensure that all your applications can work together seamlessly

Why Infor CloudSuite?

Infor CloudSuite is a cloud-enabled, agile, secure, and highly flexible hosting platform that is currently serving more than 7,000 customers and over 62 million subscribers globally. You get reliability and security you can count on and the ability to focus on your business, not your technology.



Support expansion

The solution supports almost 40 localizations and 18 languages—with more to come—and provides real-time data that is accessible anytime, anywhere. It gives you the flexibility and scalability to easily take on new markets and quickly adapt to change.



Reduce total cost of ownership

Because data is no longer stored onsite, you can say goodbye to expensive servers and hardware, and redirect personnel to more strategic activities.



Realize a speedier time to value

With preconfigured yet flexible, industry-leading business processes, templates, training materials, tools, and simulations, you can deploy or upgrade in weeks or months—not years.

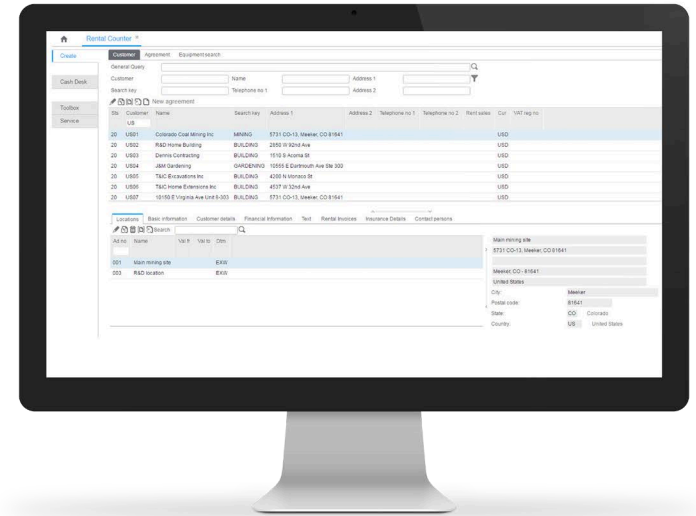


Ensure security and reliability

With data managed by global, cloud hosting leaders, you benefit from best-practice protocols in application, network, physical, and operations security, as well as comprehensive monitoring on a highly secure infrastructure. Infor CloudSuite has a 99.9% average historical uptime, and has seen about 1.9 million attempted—and failed—attacks quarterly.

With Infor CloudSuite Equipment Rental, you get innovative technology designed to address modern challenges. Speed, agility, and visibility that power your top and bottom line—that's what Infor CloudSuite Equipment Rental delivers.

[Learn more >](#)



Gold
Channel Partner

Copyright ©2017 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. www.infor.com.

641 Avenue of the Americas, New York, NY 10011

INF-1658652-en-US-0417-1



Connecting Businesses With
Best-In-Class Enterprise Solutions.
1 Ivybrook Boulevard, Suite 177
Warminster, PA 18974, USA
Phone: 215.675.5754
www.ICGG.com