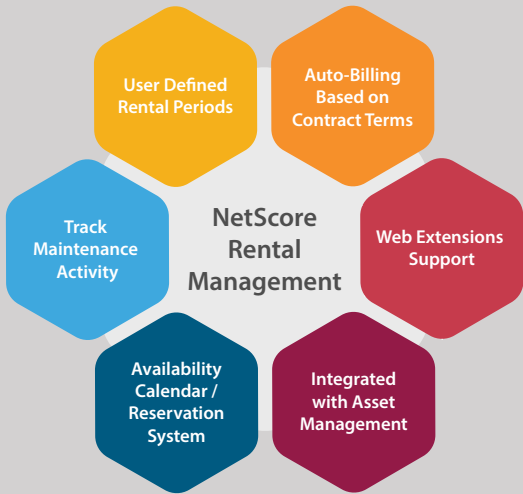


Why NetScore Rental Management for NetSuite?

NetScore Rental Management is a powerful solution for distribution companies that offer equipment rentals as part of their product portfolio. This feature-rich application is native NetSuite built, providing seamless extension of your ERP solution. It allows for easy management of rental agreements, billing, returns and reporting. You can easily setup items, customize rental contracts with standard form tools, extend or replace equipment, navigate through workflows, and store equipment service records. Additionally, our app also integrates with NetSuite Asset Management to give you a comprehensive view of your rental assets.

PROSPECT PROFILE	
Revenue	\$1 to \$70 Million
Customer ROI	We specialize in delivering a comprehensive rental management solution to the customers, built on the NetSuite platform. Our goal is to provide you with an efficient and cost-effective solution to effectively manage all your rental business requirements. With the power of NetSuite, you can effortlessly track the availability of rental assets, maximize the profitability of your rental business, and benefit from automated billing tools.
Challenges	<ul style="list-style-type: none">• Difficulty in finding available rental items or securing reservations, especially during peak seasons or high-demand periods.• Efficiently managing the inventory to meet demand, avoid overbooking, and minimize downtime or unavailability of popular items.• Balancing the desire for competitive pricing with the need to cover costs and maintain profitability.• Utilization of the rental fleet is ineffective and inefficient.
Differentiators	<ul style="list-style-type: none">• Enables rental operations for fixed assets and supports rental items.• Seamlessly integrates with the field service management suiteapp.• Utilizes standard features for item setup, returns, and reporting.• Allows customization of rental agreement contracts using standard form tools.• Supports automated rental invoice creations.• Faster product deployment leading to time and cost savings.




BENEFITS

- Optimize your rental operations with a full-featured solution integrated seamlessly with your NetSuite ERP system.
- Enhance your online presence with popular web extensions that enable you to offer rentals through your existing web store platforms such as SuiteCommerce, WooCommerce and Shopify.
- Easily track availability, maintenance, rental history and revenue generated for your assets, and integrate with NetSuite’s Fixed Asset Module for depreciation of assets.
- Access real-time insights with ease using NetSuite's reporting tools, dashboards, and saved searches, specifically designed for rental managers.

CUSTOMER QUOTE

“More importantly than the app or the rental knowledge, NetScore has gone above and beyond to help our team problem solve and understand what NetSuite with NetScore can do. Together, we have built out several customizations that fit our business and are gaining key efficiencies in our business processes. They are willing and able to work as a team to think through and solve the complexities that our use cases bring.”

Patrick Croft | Procurement Manager
Permian Equipment Rentals



KEY FEATURES

- Easily create invoices according to billing schedules outlined in rental contracts, ensuring the security of deposit and payment management, both for initial and recurring transactions.
- Keep a comprehensive record of all maintenance tasks and expenses related to your rental fleet, promptly replacing rented items whenever maintenance is required.
- Utilize NetSuite financial to facilitate billing, revenue recognition, and financial reporting, while seamlessly integrating with asset management to monitor the value of rental assets.
- Seamlessly extend contracts, replace items, terminate contracts ahead of schedule, and modify contract terms during the rental period.

QUALIFYING QUESTIONS

- Do you have a business requirement to manage rental items as part of your distribution business offering?
- Do you want a manageable solution that leverages the power of your NetSuite platform?
- Are you looking for a solution that can be deployed quickly and easily?
- Do you want real time information on your rental revenue, costs, rental activities, and maintenance related to your rental items?
- Do you need an application that will automate the rental invoices creation?

TARGET CUSTOMERS

- Wholesale, Retail and General Business.

OBJECTION HANDLING

Does your rental SuiteApp do Signature capture?	Yes, when the rental order is created, system will send an email for signature capture.
Do you offer flexible billing cycles?	Yes, you can define flexible billing cycles.
Is your SuiteApp customizable?	As our SuiteApp is built on NetSuite platform, we can leverage NetSuite records and scripts to meet your custom requirements.
Can you track maintenance activities?	Yes, our Rental SuiteApp is integrated with Field Service & Maintenance addon application.

Is the Partner Rev Share? Yes

How Many Reference Customers? 10

How Many Joint NetSuite Customers? 35

NetSuite Certified

