

## An Integrated Rental Management System from Woodward Software Inc.

When it comes to business process demands, rental companies have some very unique requirements. Rental companies usually have the burden of not only the rental sales but also retail consumable hard goods and services. Woodward Software understands these unique requirements. Woodward's RentalPOS has been specifically designed to meet these unique challenges. RentalPOS addresses such demands as tracking of rental inventory, processing of rental orders, issues and returns, servicing of rental equipment, and rental billing all while providing a complete Business Management Solution.

The tracking of rental inventory can also become a real challenge. There is the need to know where every piece of equipment is by serial number or customer record at all times. A streamlined business needs to know when that piece of equipment is due back and when it is scheduled for its next rental. RentalPOS allows you to monitor efficiency (rented hours vs. available hours, etc.) and profits by tracking every transaction in detail. This applies to both long term rentals, e.g. monthly, or short term rentals for equipment with daily or weekly rates.

Rental inventory can be moved from rental to retail and back effortlessly, pricing markdowns accounted for and reporting that keeps you in total control. Your customers will enjoy fast and efficient checkouts of on-hand rental inventory and reserved inventory and services. Proper payment methods by time period, late fees and reservation updates are automatic.

With RentalPOS, financial reporting will become easier and more manageable. Besides creating sales analysis reports that show performance of all of your retail, rental and services inventory, you will also be able to gather statistics for comparatives by periods, customers, vendors and employees. The integration of the rental and reservation components within RentalPOS ensures that all transactions are applied automatically and correctly.

**Woodward's RentalPOS was specifically designed to provide solutions for rental businesses, and is fully scalable to meet the needs of any size operation**

### RentalPOS System Highlights:

#### Rental History

Rental history can be quickly displayed on screen or printed, showing the past history of a piece of equipment for any date range selected, e.g. last 3 months, last 6 months, etc.

#### Easy Access to Rental Equipment

Rental equipment is easily set up in a manner that makes future inquiries extremely fast. Based on individual items or groups of similar items, rental inquiries are quickly performed allowing you to answer most inquiries over the phone.

#### Up-Selling Made Easy

Additional supplies can be automatically suggested or added to invoices. For example, renting a photocopier may also prompt the sales person to ask if the customer would like extra toner, or paper, etc. Renting a forklift may prompt the sales person to ask if the customer would like an additional tank of propane, or the new extended forks, etc. This will allow you to effortlessly increase your sales of "add-ons" thus generating extra revenue.

#### POS Hardware Integration

Integration with touch screens, receipt printers, barcode scanners, cash drawers, and pole displays will greatly enhance your checkout speed, professionalism, and customer service.



**Do you need to improve your rental area bottom line?  
Do you struggle to handle transactions that involve  
both rentals and sales?**

**If you answered yes ...the solution is RentalPOS**

**rentalpos.wws5.com**

**User Definable** screen display allow user to select what information will appear on the customer profile, contact and history inquiry.

**Full Costing** allows you to track the costs associated with a piece of equipment, allocate that cost to a G/L account, and run reports to compare the revenue generated. Profitability can then be monitored.

**Damage Deposits** can be automatically added to invoices if required based on each piece of equipment or rental contract. **Damage Waivers can also be included.**

**Equipment Notes** can automatically be printed on the contracts to provide your customer with crucial information required for operating or maintaining the equipment.

**Flexible Rates** can be applied hourly, daily, monthly and/or weekly. Combinations of rates are also applied automatically. For example, a customer rents a machine for 1 week but brings it back a day late. The system will calculate the standard weekly rate and then add one additional daily rate charge. The opposite can also be true. A customer rents a machine for 3 days but ends up keeping it for one week.

**If you're ready to simplify the operation of your rental business, contact Woodward Software today. We'll be happy to tell you more about the features and advantages of using Woodward's RentalPOS.**

# RentalPOS

by Windward Software



**RentalPOS from Windward Software has been helping business improve their bottom line since 1984 with industry specific features, such as:**

- Fast and easy processing of contracts, reservations, quotes, and point of sale
- Custom quotes and invoices to fit your business
- Flexible automatic billing options
- Define the number of rental days in a week, month, etc.
- Look up customer by: business name, first or last name, telephone number, account/customer number, or contract/invoice number
- Look up inventory by: description, alternate description, serial number, bar code ID, product type, category/item number, or manufacturer's part number
- Attach unlimited messages to any transaction or file
- Inventory Screen allows you to access all relevant inventory information quickly and easily
- Ability to add equipment, exchange equipment, and make partial returns, on an existing contract
- Complete tracking of all cash and credit customers. Add new customers to the system quickly
- Allows for unlimited payment methods / deposits / amounts / dates on the same transaction
- Create inventory reservations years into the future
- Fully automated purchase order system integrated with accounts payable
- Useful real time information on vital sales, revenue, profitability, ROI, utilization, rental/sales history, and much more
- Pick up and delivery with space for directions/instructions

## Affordable Point-of-Sale Software for the Rental Industry

Since 1984 Windward Software Inc. has specialized in developing an integrated business management system for businesses looking to improve their bottom line.

With clients in over 31 countries around the world, we pride ourselves on being able to implement client-driven enhancements to the software.

### RentalPOS is ideal for the following industries:

- Contractors' Equipment Rental, Sales, and Service
- Party Rental and Sales
- General Rental Centers
- Special Event Rental
- Tool Rental and Supply
- Tent Rental and Sales

### Equipment Rental, Sales, and Service Highlights

- Track work/repair orders, and handle warranty issues
- Preventative maintenance scheduling
- Complete parts inventory, sales, reordering, and tracking
- Ability to track serialized equipment
- Flexible, automatic billing
- Complete job site tracking
- Complete tracking of all meter, fuel, cleaning, and damage charges
- Complete tracking of all maintenance history including parts & labor
- Tracking of original costs, selling costs, maintenance costs,

### Party, Special Events, General Rental Business Highlights

- Event pricing and many other flexible rate structures
- Tracking of annual events for marketing & planning
- Kits allows you to group & suggest relevant inventory items together
- Ability to rent out, and track bulk items like chairs, tables, etc.

**Windward's RentalPOS is a fully integrated business system. This brochure mainly highlights the features for a Rental Business. Visit [RentalPOS.com](http://RentalPOS.com) to learn more about the standard Inventory, Point-of-Sale, and Accounting Features built into the system. From the front end to the back office, Windward's RentalPOS is the only software you will need to run your Rental Business.**



**Toll Free (800) 663-5750**  
**[rentalpos.wws5.com](http://rentalpos.wws5.com)**