Rental process management powered by Dynamics provides everything your rental company needs to manage your business effectively – all in one place

DYNAMICS PARTNER PROFILE: ArcherPoint Inc.

We know your business needs are unique. Our approach works because we collaborate with you to design and implement an end-to-end ERP system specifically for your equipment rental business. Our team includes professionals with decades of experience who not only specialize in Microsoft Dynamics, but also in our proprietary rental solution built just for you.
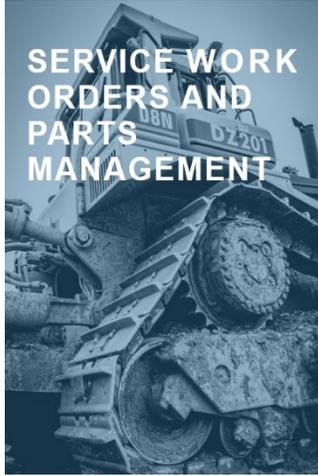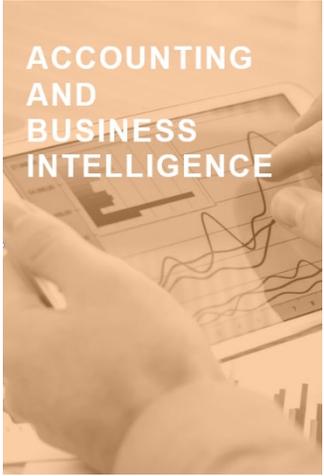
WHAT WE OFFER

RENTAL & SALES OPERATIONS

- Flexible rental billing and pricing to handle any type of billing.
- Complete multi-location warehouse functionality.
- Invoicing: pre-auth, pro-forma, recurring rental, contract, equipment and parts sales, and batch.
- Built-in CRM manages contacts, prospects, and campaigns.

FLEET ASSET MANAGEMENT

- Utilization and margin tracking: In a snapshot, see your utilization percentage, revenue and costs, margin, and ROI.
- Planned maintenance: Track each rental unit and set up a schedule by time or meter usage.
- Metered usage: Track any type, such as hours or miles.

SERVICE WORK ORDERS AND PARTS MANAGEMENT

- Planned maintenance and work orders for off-rent inspections, cleanings, and repairs.
- Technician dispatching and scheduling.
- Restock-replenish.
- Track inventory in multiple locations and make transfers.
- Vendor purchase price management.
- Integrate with your suppliers.

ACCOUNTING AND BUSINESS INTELLIGENCE

- Track rental revenue four levels deep.
- Fixed asset functionality integrated into fleet management.
- Create accounting data by user-defined dimensions for advanced GL analysis.
- Present actionable information to help drive informed business decisions.

WHAT OUR CUSTOMERS ARE SAYING

"We've been able to provide accurate quotes because we now have current item information all on one screen. The implementation experience assured us that we made the right decision." – Tony Aube, Project Specialist, 24HR Safety

LEARN MORE

Visit us at http://dynamics.archerpoint.com/RPM, or contact us directly at sales@archerpoint.com or 1-866-971-0041.

Microsoft | Go-To-Market Services

Dynamics

To accelerate your digital transformation, you need a new type of business application. One that breaks down the silos between CRM and ERP, that's powered by data and intelligence, and helps capture new business opportunities. That's Microsoft Dynamics.

KEY SOLUTIONS

SALES
Empower sellers with insights to personalize relationships, predict customer needs, and increase sales.

SERVICE
Exceed customer expectations across self and assisted support with empowered agents that deliver personalized experiences.

FINANCE AND OPERATIONS
Modernize your business operations across finance, manufacturing, and supply chain to drive new growth.

TALENT
Attract the right people and seamlessly onboard, engage, and grow your talent.

MARKETING
Unify sales and marketing content, data, and processes with Adobe Marketing Cloud.

START WITH WHAT YOU NEED
Choose from modular applications that are designed for specific processes, roles, and industries – so you can solve a business problem and easily expand to run your entire business in the cloud. Meet the unique needs of your organization with a modern business platform that makes it easy to tailor and extend Dynamics applications – with little to no code development. Quickly build apps, automate workflows, and bring additional data insight into your business with the Microsoft business application platform.

OPTIMIZE PRODUCTIVITY
Enable greater productivity by seamlessly connecting your business process data with Office and LinkedIn data – surfacing it within familiar tools like Outlook, Excel, and Power BI. Streamline business processes – from lead capture to mobile approvals.

INFUSE INTELLIGENCE
Deliver actionable insights powered by artificial intelligence and the Microsoft cloud that proactively guide employees to optimal outcomes and drive business results. Pull rich analytics from your data with Power BI, build sophisticated business apps with PowerApps, create workflow automations with Microsoft Flow, and bring together all the data you need with Common Data Service.

ADAPT TO CHANGE
Easily tailor, extend, connect, and build applications with a modern platform and little to no code development so you can meet your specific business needs. Create apps that work across Windows, iOS, Android, and web using PowerApps.

Learn more: www.microsoft.com/dynamics

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