



Client Success Story

RCMS Passes The Test For Equipment Management Technology

An Integrated Rental Management Solution

Industry giants turn to Equipment Management Technology of Las Vegas for the high-tech test equipment they use in their operations. Equipment Management Technology, a client-focused general-purpose test equipment supplier, was formed in 1995. The company has grown into a \$50 million dollar multinational corporation, winning the trust of its clients by providing superior equipment backed by engineering expertise. Equipment Management Technology relies on RCMS (Rental Control Management System) from Pacific Rental Solutions, Inc. to ensure its inventory and accounting functions operate as efficiently as its equipment does.

“RCMS has made a huge difference in our operations. It’s definitely paid for itself,” says Norma Sniadach, accountant for Equipment Management Technology.

Testing Patience

“We were using spreadsheets to manage our rental inventory before,” recalls Sniadach, “and QuickBooks for our accounting. Monthly billing took two full weeks to complete. It was burdensome and time consuming, to say the least.”

Equipment Management Technology began searching for an integrated rental management, service tracking, and accounting solution and immediately zeroed in on RCMS. “Our IT department team did the research and recommended RCMS,” says Sniadach. “It delivers precisely the functionality we were looking for.”



Streamlined Billing

Billing under RCMS is now a fast and efficient procedure. “I used to gather up paperwork, calculate the bill amount and then enter it into QuickBooks,” recalls Sniadach, “now it’s almost as simple as pressing a button. RCMS automatically calculates all the billing amounts and generates the invoices for us.” The streamlined billing process eliminates many opportunities for error by using accurate customer pricing, calculating sales tax amounts, and ensuring all contracts are billed from initiation through return of the equipment.

A process that previously took two weeks is now accomplished in one afternoon.

Service and Repair Tracking

With RCMS, Equipment Management Technology is able to maintain a detailed history of the

Customer Information:

*Equipment Management
Technology*

Headquarters:

Las Vegas, Nevada

Industry:

Test & Measurement Equipment
Rental

Web Site:

www.emt1.com

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Pacific Rental Solutions, Inc.

Pacific Rental Solutions, Inc. has over 15 years experience in the rental industry. This has given us the unique capability of understanding the requirements and challenges that our prospects face everyday.

Rental Control Management System is the most mature, feature rich rental software on the market. Our integration with accounting, e-commerce and CRM, has made us the #1 rental software for the past 15 years.

sage
software

Authorized Partner

services and repairs for the equipment it sells and rents. “When a piece of equipment needs servicing, we generate a Service Work Order in RCMS,” explains Sniadach, “We’re able to determine the original purchase date, and whether the item is under warranty. If it’s not a warranty item, the work order can serve as a quote to repair or calibrate, whatever is needed.”

It’s common for Equipment Management Technology to place surplus rental items up for sale, and RCMS assists with these transactions as well. The company is able to quickly determine a fair price for each piece of equipment based on the original price and depreciated value. RCMS handles sale transactions as easily as rental transactions—even allowing both types on a single contract.

Boosting Quality

The information tracked by RCMS helps Equipment Management Technology maintain high quality standards. “We’re able to analyze the downtime of every piece of equipment, the number of repairs made, and the nature and cost of those repairs,” explains Sniadach.

The company is currently seeking accreditation from IAS (International Accreditation Service, Inc.). As part of the IAS accreditation process, Equipment Management Technology must be able to document and demonstrate the preventative maintenance performed on its equipment and its overall reliability. “IAS accreditation is a huge competitive advantage for us,” says Sniadach. “And before RCMS, we simply would not have been able to seek this accreditation.

Delivering Business Intelligence

Some items in the company’s inventory are worth hundreds of thousands of dollars, so accurate tracking of where an item is, how long it’s been there, its original purchase price, repair expenses, and current book value is imperative. RCMS brings this data together, allowing Equipment Management Technology to make strategic decisions regarding its assets.

Many of Equipment Management Technology’s more expensive items are purchased through a line of credit. Sniadach is able to assign the loan number to the equipment in RCMS, allowing her to easily monitor outstanding loans.

Equipment Management Technology’s management team is pleased with the reporting capabilities inherent in RCMS. “We can track rental and sales history by customer, and by doing so uncover potential revenue opportunities among our customers,” says Sniadach.

End-To-End Solution

The integrated inventory and accounting operations give the company a comprehensive view of its operations that was difficult to obtain previously, and saves substantial time and overhead. Sniadach says she now uses that time to focus on more strategic initiatives for the company. “We’ve grown substantially over the years,” she concludes, “without RCMS I’m not sure how we could have managed that growth.”



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