



MCS-rm helps you achieve hire success

MCS-rm product scope:

Sales & Marketing (CRM)

Hire, Sales, Service & Transport

- Proof of Delivery (PoD)
- Operated Plant
- Project Costing
- Transport Manager
- Smart Alerts

Invoicing

Hire Assets and Stock Management

- Workshop & Maintenance
- Equipment Financing

Purchase Order Processing

Financials

- MCS Financials
- Integration to third party Financials

Reporting and Business Intelligence

Customer Web Portal

E-Business

Mobile Working

Satellite Tracking

MCS-rm is the leading hire and rental software solution from MCS. It delivers everything you will need to manage, control and improve the efficiency of your hire business. Whether you are a single location or a multi-national hire company, MCS-rm offers maximum flexibility with the broadest choice of functionality and integration options for every type of hire business.

Sales & Marketing (CRM)

A comprehensive Customer Relationship Management (CRM) system that provides a cohesive, company-wide view of all customer and prospect information. Enables you to streamline sales and marketing operations and enhance customer satisfaction.

through on-hire and off-hire, to invoicing. The advantage is the creation of one contract record for all operational needs.

Reminders, such as the Today page (*figure 1*), ensure you meet your customer commitments. These offer time and labour-saving benefits as well as the eradication of errors, faster throughput and increased revenue.

Hire, Sales, Service & Transport

Manages the contract management process, including rehires, from quotation,

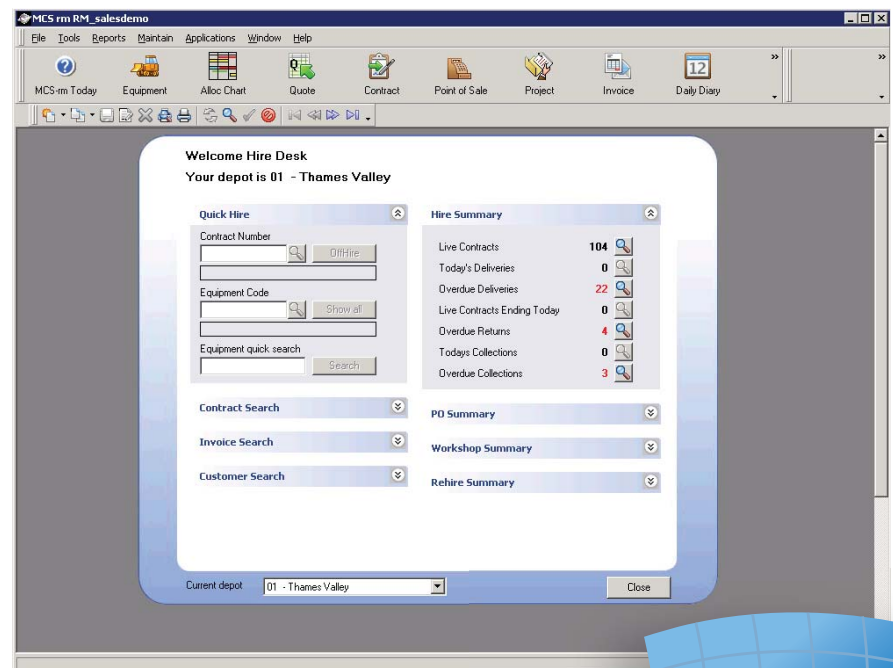


Figure 1: The Today page is a useful daily reminder of the day's events and actionable activities.

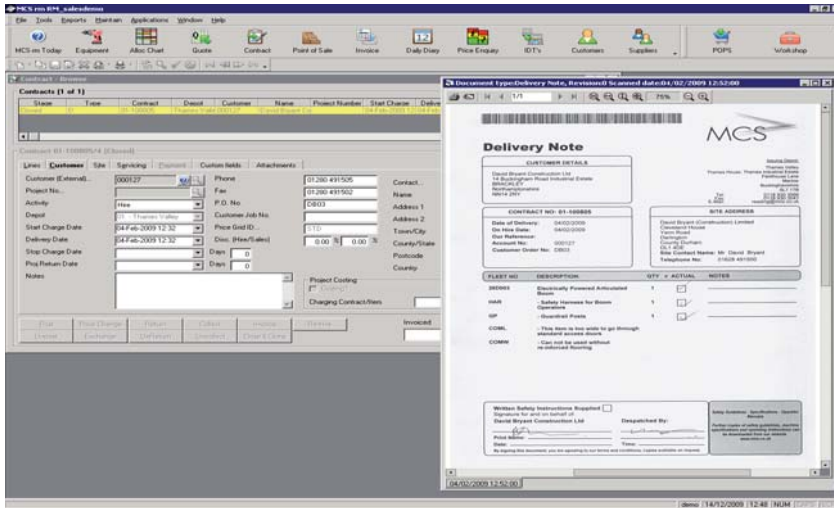


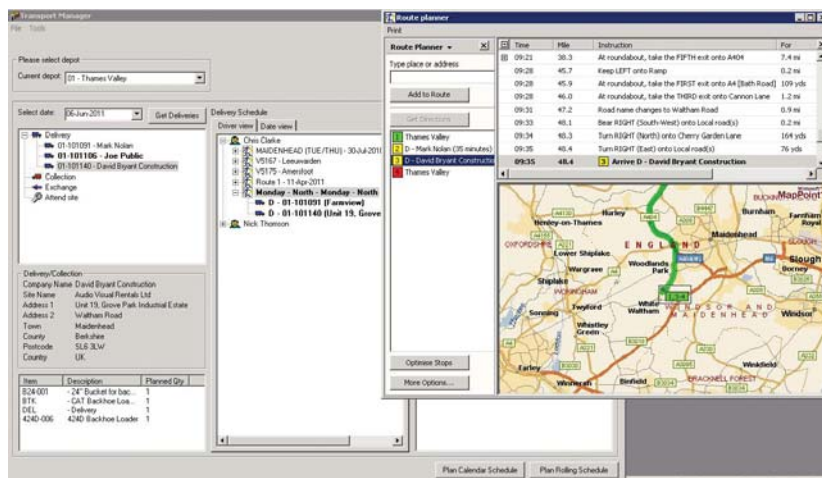
Figure 2: Proof of Delivery documents can be captured and assigned to the relevant contract.

Hire, Sales, Service & Transport also includes:

• **Proof of Delivery (PoD) (Figure 2)**
Offers a depot-based document capture solution by batch-scanning and automatically uploading your signed delivery and collection notes against contracts. These can be viewed on-screen or e-mailed to your customer to save you time and make invoice queries easier to resolve – resulting in increased cash flow.

• **Operated Plant**
Allows equipment to be hired out with operators and offers multiple charging options. Operator timesheets are efficiently entered and automatically filed against the relevant contracts to give you complete control throughout the hire period. Saves you time, avoids errors, increases efficiency and simplifies the timesheet workflow right through to invoicing.

Figure 3: Transport Manager helps you optimise delivery and collection schedules.



• **Project Costing**
Stores all costs and revenue for a customer project in one place to help you control, manage and better understand the profitability of each project. Helps you control costs and determine appropriate future project pricing.

• **Transport Manager (Figure 3)**
Plan delivery and collection schedules as well as driver rotas in advance by date and depot. Optimise routes and order and print driver schedules to increase accuracy, reduce transport costs and improve customer satisfaction.

• **Smart Alerts**
The system triggers automated business alerts when any of your preset criteria are reached. Fully configurable, these helpful proactive notifications highlight business issues that require your immediate attention and thus improve your responsiveness and decision-making. Smart alerts also save time and labour to help you reduce costs and increase revenue.



Invoicing
Control your cash and credit invoicing with an integrated workflow process within your contract management system. Proposed invoices are presented for confirmation with an explanation of all charges being generated. You can print or transmit invoices via e-mail or XML file transfer, helping to accelerate cash flow and reduce administrative errors.



Hire Assets & Stock Management

Enables you to track and control itemised and non-itemised hire fleet, consumables, spare parts and other sales and service inventory. This will help you maximise utilisation and profitability, understand costs including depreciation, and increase flexibility and responsiveness to customer demands. Also includes:

• Workshop & Maintenance

A comprehensive, integrated repair and maintenance system which ensures your stock is in peak operating condition by tracking the frequency and costs of repairs. Reduces costly and untimely breakdowns as well as improves fleet utilisation, profitability and stock expenditure.

• Equipment Financing

Provides a complete picture of your financing costs to help you fully understand your asset costs and value. Helps you reduce capital outlay and forecast future cash flow.

Purchase Order Processing

Purchase all your hire fleet, stock, services, spares and rehires using a comprehensive range of features that deliver a better understanding of your true costs and delivery dates. Supplier invoices can be matched to delivered orders to ensure your expenditure is under control at all times.

Financials

• MCS Financials

A fully integrated financial solution within MCS-rm that manages debtors, creditors, cash flow, budgeting and the general ledger. Offers in-depth, flexible reporting to enhance accuracy, save time and ultimately help resolve conflicts faster.

• Integration to third party Financials

Alternatively, MCS-rm incorporates integration paths to many third party financial packages including Sage Line 50, IRIS Exchequer, SAP Business One and many more.

Reporting and Business Intelligence

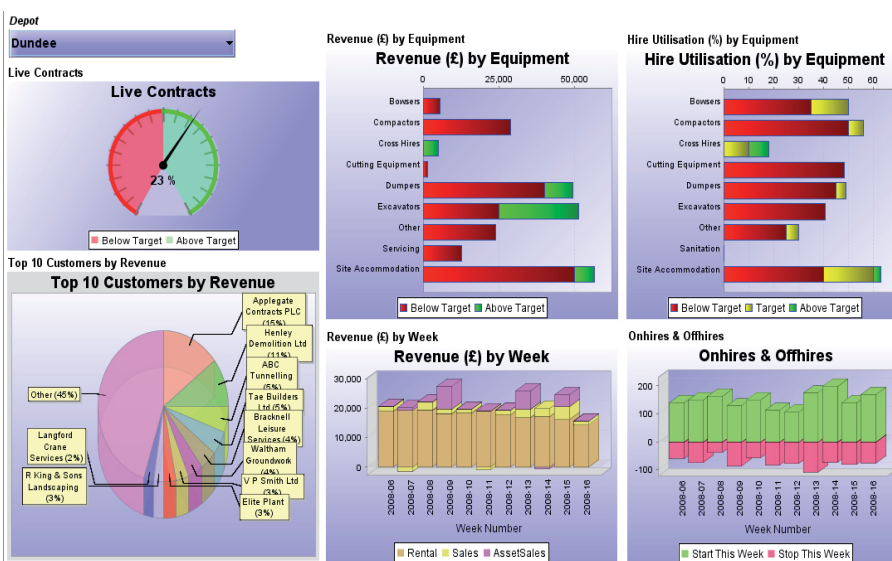
• Reporting

Enables you to better access, summarise and understand key business information by enabling you to write your own management reports to complement the 50+ standard reports. In addition, Reports Scheduler allows you to fully configure and automate the transmission of important reports to predefined recipients at specified intervals. You will benefit from key functionality such as document format changes, user-created reports – and customer-specific, web-based reporting via the Customer Web Portal.

• Business Intelligence (Figure 4)

Helps you to understand and analyse key business information in dashboard or Excel pivot table format. Offers faster and more precise examination of data leading to more confident business decision-making.

Figure 4: Business Intelligence - the dashboard helps you analyse key business information.



Contract No.	PO Number	Site Name/Address	Plant Code/Description	Rate	Quantity	On Hire	Off Hire
01-100915	RD123	David Bryant (Construction) Limited Dam Site	DIG-006 301.5 Torne Caterpillar 21w 6000w Buckel	€5.00	0%	€5.00	1/09/10/2009
01-100926	12	David Bryant (Construction) Limited New site work	LACAB-001 La Cabine	€6.00	0%	€18.00	1/16/10/2009
01-100926	12	David Bryant (Construction) Limited New site work	LACAB-001 La Cabine	€6.00	0%	€18.00	1/16/10/2009
01-100958	123	Audio Visual Rentals Ltd Unit 19, Grove Park Industrial Estate	8891 20' Dry Container	€5.00	0%	€5.00	1/07/12/2009
01-100963	33	David Bryant (Construction) Limited Harlow Bypass	KH62024 Demolition Hammer	€5.00	0%	€45.00	1/09/12/2009
891200002	DBC3313131	David Bryant (Construction) Limited Tauberg Wind Farm	OPO04 - Andrew Inra - Crane Operator	€5.00	0%	€0.00	1/22/08/2008
891200004	DBC3313131	David Bryant (Construction) Limited Tauberg Wind Farm	OPO03 - Paul Swiner - Crane Operator	€5.00	0%	€0.00	1/22/08/2008
891200009	DBC3313131	David Bryant (Construction) Limited Tauberg Wind Farm	CRN500-1 Liebherr 500T	€350.00	0%	€0.00	1/08/09/2008
POD-001	DBC09-667771	David Bryant (Construction) Limited 1 Virginia Cottages	BREAK-005 Heavy Breaker	€35.00	0%	€75.00	1/05/01/2009
POD-001	DBC09-667771	David Bryant (Construction) Limited 1 Virginia Cottages	PCCK-001 Lightweight Pick	€15.00	0%	€65.00	1/05/01/2009
POD-001	DBC09-667771	David Bryant (Construction) Limited 1 Virginia Cottages	AYDSKIP 4 Yard Skip	€5.00	0%	€150.00	1/05/01/2009
POD-001	DBC09-667771	David Bryant (Construction) Limited 1 Virginia Cottages	NAIL-003 Dv450 Nail Gun	€5.00	0%	€35.00	1/05/01/2009

Figure 5: Customer Web Portal lets customers view their hire activity, statements and contracts etc.

Customer Web Portal (Figure 5)
 Create, manage and deploy a secure Customer Web Portal offering product catalogue and contract information 24 hours a day, 7 days a week. Leads to empowered customers and enhanced business performance and productivity. In addition, the online product catalogue allows customers to browse, view and select the appropriate equipment required and order online quickly and easily. These are automatically submitted to MCS-rm to create a contract. The result is to reduce the cost and time needed to process a hire contract.

E-Business
 Speed up your cash flow by ensuring the fast and accurate transmission of your invoices to the customer via e-mail or pre-agreed file format such as CSV or XML. Lower the cost of processing a new hire by offering your customers the ability to e-mail orders to you directly to be read, validated and uploaded automatically into MCS-rm as contracts.

Mobile Working
 Mobile functionality that utilises hand-held PDAs to improve the productivity of your field workers attending site to deliver, collect and service equipment. Reduces operational costs by removing labour-intensive and error-prone paper-based activities.

Satellite Tracking (Figure 6)
 Satellite Tracking integrates your satellite tracking software with MCS-rm to allow an easy click-through from equipment on MCS-rm to view real-time location maps, meter readings and other data. Similar links can be included on your Customer Web Portal so customers always know exactly where their hire fleet is located. This integration improves visibility of equipment location and use. It can help to prevent or penalise unauthorised use or movement of your fleet and reduce the risk of theft.

Figure 6: Satellite Tracking gives you more detailed equipment information.

