

# Rental Management Software

Fully Integrated with Sage MAS 500

By  
Information Integrated Group, Inc.





Information Integration Group is pleased to announce the release of its **fully integrated Rental Management Software** for the Audio, Video and Production industry. This product was developed on IIG's Rental Industry solution, with the goal of publishing a fully integrated sales, rental, crewing, CRM and project accounting software, using the expertise gained by

supporting rental industry clients over the last 25 years.

IIG's Rental Management Software is **Certified** by Sage Software.

Sage MAS 500 ERP is the flagship product of Sage Software with 1000's of installations worldwide. The Sage Group reaches a global client base that numbers more than 5.8 million SMB customers worldwide.

IIG is a Microsoft Gold Partner and a Sage Software Gold Development partner.

### **Integration**

- The industry's first truly integrated rental, production and sales management system
  - From opportunity to invoice
  - From production calendar to job-site sign-in
  - From operations to accounting
  - Built on a single framework within one package
- Best-of-class "vertical" market functionality with the power of an industry leading ERP package
  - All of the rental packages out there today are "vertical" solutions, with limited integration to AP, AR, GL, Cash Management and financial reporting. Some of the packages allow for AR management within the application, but still do not integrate with the general ledger. The lack of true integration significantly reduces or renders impossible the ability to quickly and easily get from source transaction to the GL. Features that are commonplace in most ERP packages such as automatic accounts postings, and accruals are rendered useless because the very limited functionality of the vertical solution is used in its place

### **Business Partner Module (CRM)**

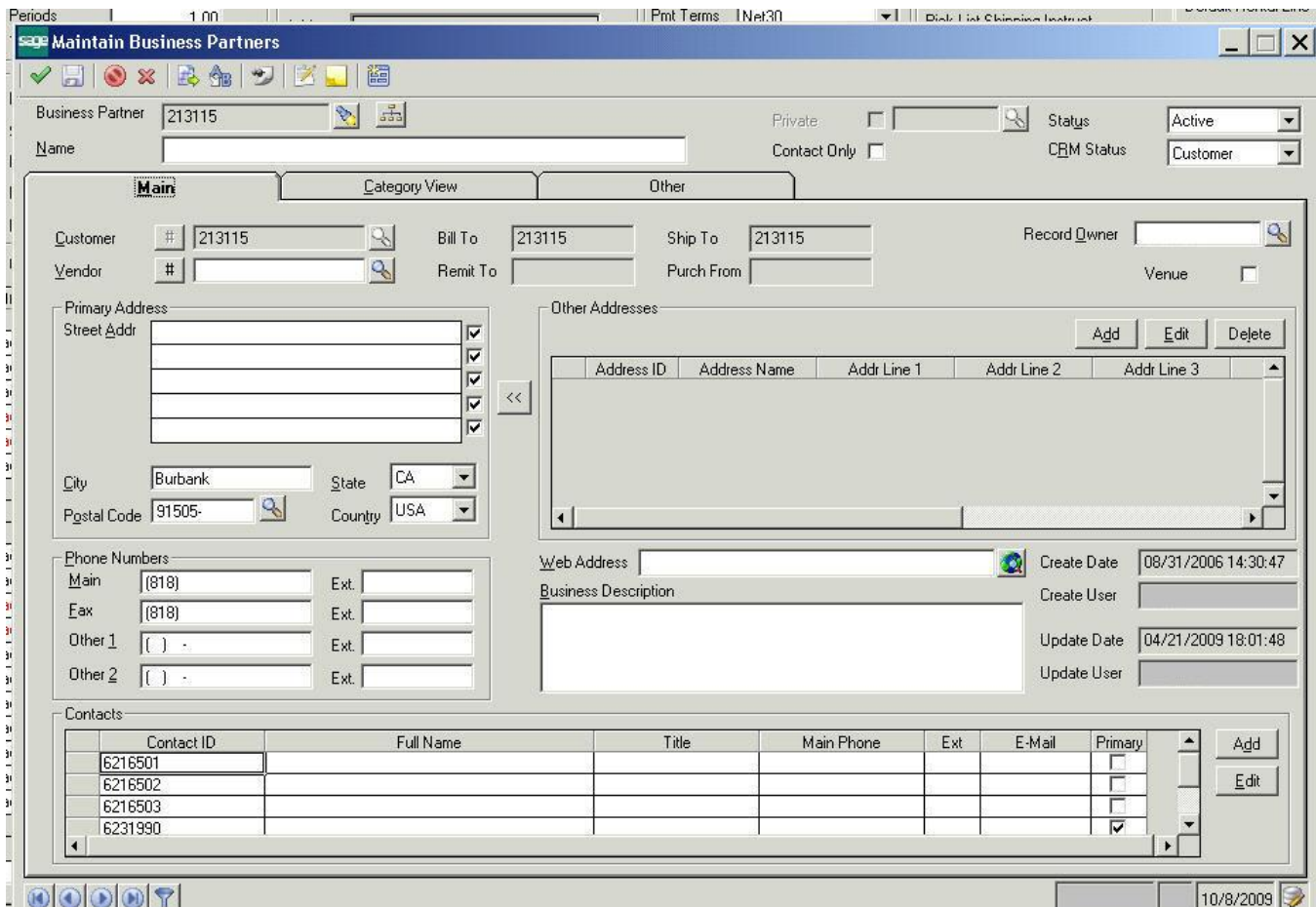
#### **Toolset**

- Native MAS 500 environment
- Standard MAS 500 toolset
- Real-time synchronization of company, contact and address information with both Customer and Vendor tables, so data does not have to be re-keyed

#### **Microsoft Outlook Integration – e-mail/task/notes/contacts**

- Simple yet effective integration with Outlook allows users that spend most of their time in MAS 500 to stay in MAS 500 and still utilize the power of Outlook
- Selectively import e-mails into MAS 500 from personal e-mail folder, with ability to code to projects, orders, invoices and more
- Send e-mails (via Exchange) from MAS 500
  - Keep a copy in MAS 500 if desired
  - Original maintained in Outlook

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(Business Partner module for CRM within MAS 500)

### Business Partner and Business Partner Contact

- A Company-Contact relationship schema that allows for basic contact management functionality such as lead source tracking, contact lookups and notes
- Has a contact switched companies? The Business Partner module allows you to re-associate an existing contact with a new company without impacting data history, and without having to create an additional instance of the same contact

### Business Partner Notes

- Integrated task, note, e-mail, and calendaring functionality
- Accessible from all core modules
- “SmartNote” functionality automatically tags the note to Business Partner, Contact, Job and Transaction depending on the source of initiation

### Business Partner Categorization

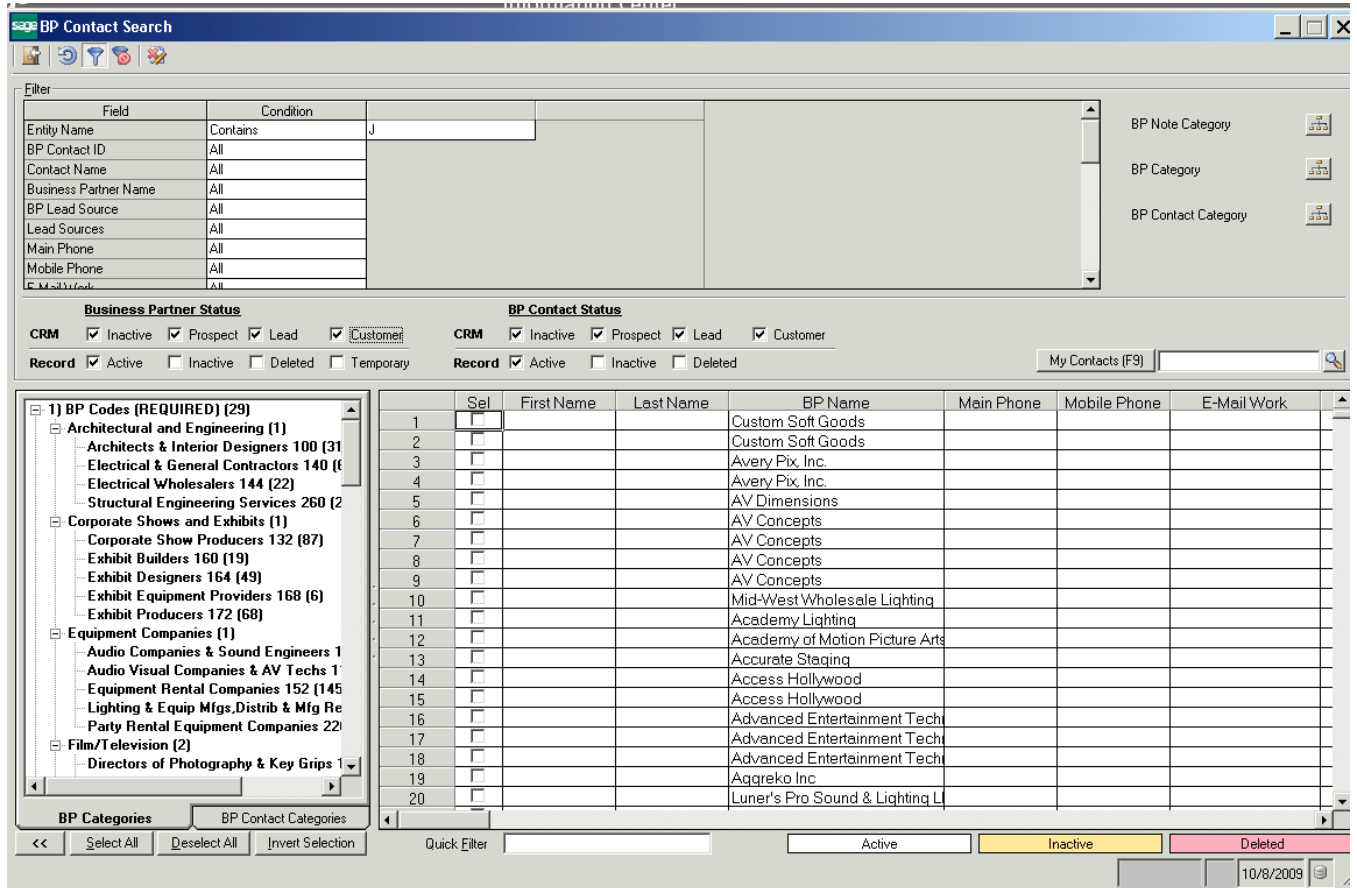
- A user-defined Categorization schema that allows parent-child relationships and selection of multiple items within a category
- Included with all Business Partner programs

### Business Partner Contact Search

- A unique search screen that integrates both the standard MAS 500 lookup methodology and the new Business Partner Categorization schema for unbelievably flexible and robust data queries

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- Provides additional functionality such as the ability to send e-mails to contacts directly from the search results, as well as to assign lead sources to individual records and groups of records for contact management purposes
- User can add any system contact to their “My Contacts” data view



(Business Partner Contact Search with categories view)

### Business Partner Notes Inquiry

- Used to manage all system-based Business Partner notes. Similar to Contact Search, the user can search records using a combination of fields and categories

### Business Partner Merge

- A merge utility for both companies and contacts, with a complete audit trail. Once completed, the entire data history is updated from the source entity to the target entity

## Billing and Pricing

- Flexible Billing
  - Contract Billing
  - Time and Materials Billing
  - Periodic Billing
  - Unlimited Bill Schedules
- Limitless Pricing Rules
  - Item specific, customer specific or both
  - By warehouse
  - Day, week, month – user-defined

**Filter**

Field	Condition
Job Code	All
Job Code Group	All
Sales Order	All
Customer	All
Bill Date	All
Bill Type	All

Sel	Date	Job Code	Job Group	Order No	Bill Type	Sep. Inv	Amount	Pct (%)
<input type="checkbox"/>	6/30/2009	90010	Sales Jobs	0000037025	Fixed Contract	<input checked="" type="checkbox"/>	151102.550	100.00
<input type="checkbox"/>	8/7/2009	90012	Sales Jobs	0000036304	Fixed Contract	<input checked="" type="checkbox"/>	7373.430	37.50
<input type="checkbox"/>	8/10/2009	80064 20	Sales Jobs	0000039464	Fixed Contract	<input checked="" type="checkbox"/>	37645.350	15.00
<input checked="" type="checkbox"/>	8/14/2009	90019	Sales Jobs	0000037284	Fixed Contract	<input checked="" type="checkbox"/>	16909.430	25.00
<input type="checkbox"/>	8/14/2009	90014	Sales Jobs	0000037492	Fixed Contract	<input checked="" type="checkbox"/>	55653.260	40.00
<input type="checkbox"/>	8/20/2009	80045 20	Sales Jobs	0000034155	T&M Billing	<input checked="" type="checkbox"/>	0.000	0.00
<input type="checkbox"/>	8/25/2009	90017	Sales Jobs	0000039400	Fixed Contract	<input checked="" type="checkbox"/>	48686.380	20.00

Sel	Sales Order	Line No	Type	Item	Description	Quantity	Price
<input checked="" type="checkbox"/>	0000037284	1	Group Header		<b>Bill of Materials</b>	0	11707.4
<input checked="" type="checkbox"/>	0000037284	2	Sales	010042	ETC Bill of materials 34532.1.3	1	11707.4
<input checked="" type="checkbox"/>	0000037284	3	Group End		<b>Subtotal for Bill of Materials</b>	0	11707.4
<input checked="" type="checkbox"/>	0000037284	4	Group Header		<b>Labor</b>	0	3038.0
<input checked="" type="checkbox"/>	0000037284	5	Sales	005085	Project Based Labor and Services	1	3038.0
<input checked="" type="checkbox"/>	0000037284	6	Group End		<b>Subtotal for Labor</b>	0	3038.0
<input checked="" type="checkbox"/>	0000037284	7	Group Header		<b>Accessories</b>	0	828.9
<input checked="" type="checkbox"/>	0000037284	8	Sales	ETC7061A10060X	ETC Source Four PAR - EA, Black	20	53.0
<input checked="" type="checkbox"/>	0000037284	9	Sales	E902506	Lamp - Osram HPL 575/115V/X 2000 hrs.	22	7.8
<input checked="" type="checkbox"/>	0000037284	10	Sales	E182700	Bates 20A SPG In-line Connector - Male	20	1.7
<input checked="" type="checkbox"/>	0000037284	11	Sales	E167023	Safety Cable - 1/8" x 30", Black	20	1.5
<input checked="" type="checkbox"/>	0000037284	12	Group End		<b>Subtotal for Accessories</b>	0	828.9
<input checked="" type="checkbox"/>	0000037284	13	Group Header		<b>Cable</b>	0	160.6
<input checked="" type="checkbox"/>	0000037284	14	Sales	ZS01235P5L	SPG Cable - 12/3 SO, 5'	5	6.7
<input checked="" type="checkbox"/>	0000037284	15	Sales	E181295	SPG Cable - 12/3 SO, 10'	5	8.2
<input checked="" type="checkbox"/>	0000037284	16	Sales	ZS01235P25L	SPG Cable - 12/3 SO, 25'	5	12.5

(Invoice Generation Program that allows selection by Line)

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## Order Entry

- Fast, Easy and Flexible
- Real-time availability during order entry
- Formatting - Headers, Footers and Subtotals
- Dynamic line-level pricing and margin calculator
- Integration with PO and Sub-Rental PO modules
- Import and export to and from Microsoft Excel

The screenshot shows the 'Sage Add Items' window. At the top, there are search filters for 'Alpha' and 'Category'. Below this is a table with columns 'Field' and 'Condition'. The table contains the following data:

Field	Condition
Desc+Alpha+Item ID	Contains Cable
Item ID	All
Description	All
Long Description	All
Item Type	All
Inventory ClassID	All

Below the filter table are two tables of items. The first table lists items 6 through 14, and the second table lists items 1 through 3. Each table has columns for Item, Description, Long Description, Qty Ordered, Avail Qty, and UOM.

Item	Description	Long Description	Qty Ordered	Avail Qty	UOM
6	138708S Remote & Remote Cable For Catalyst DL1 P	rojector	1	0	Each
7	138709S Remote & Remote Cable For Catalyst DL2 P	rojector	0	5	Each
8	138800S 5' 5-Wire BNC Video Cable Snake Male to	Male Conn.	0	16	Each
9	138802S 25' 5-Wire BNC Video Cable Snake Male to	Male Conn.	0	5	Each
10	138804S 50' 5-Wire BNC Video Cable Snake Male to	Male Conn.	0	5	Each
11	138806S 100' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	8	5	Each
12	138808S 200' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	0	5	Each
13	138810S 300' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	0	5	Each
14	139180S Wybron 5' 4-Pin XLR Cable for CXI		0	96	Each

Item	Description	Long Description	Qty Ordered	Avail Qty	UOM
1	138708S Remote & Remote Cable For Catalyst DL1 P	rojector	1	0	Each
2	136175S 50' 4-Pin XLR Cable		3	9	Each
3	138806S 100' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	8	5	Each

(Rental Order Entry)

## Sub-Rental Order Entry

- Linked to Order Entry for accurate costing
- Stand-alone operation as necessary
- Optionally manage sub-rented equipment in sub-rental warehouse
- Automated and integrated sub-rental to voucher integration means you don't have to re-key vendor invoices

The screenshot shows the Sage Sub-Rental Order Entry window. At the top, there are fields for SRD (000000010), Vendor (106815 Premier Lighting & Prod Co.), Status (Open), and Ordered amount (\$133.00). Below this is a table with columns: L/T, Item ID, Item Description, Unit Meas ID, Qty Ord, Unit Cost, Diff SR Dates, Rnt Terms ID, Periods, SR Start Date, SR End Date, Ext Amt, Status, and GL Ac. The table contains 7 rows of data, including a Freight line and several equipment lines for 36 deg. Lens - S.

L/T	Item ID	Item Description	Unit Meas ID	Qty Ord	Unit Cost	Diff SR Dates	Rnt Terms ID	Periods	SR Start Date	SR End Date	Ext Amt	Status	GL Ac
M/C	Freight	Freight Charges	Each	1	0.00			0.00			0.00	Open	5040.51
S/R	1003005	36 deg. Lens - S	Each	10	3.50		W	3.00	10/05/2009	10/25/2009	105.00	Open	5061.51
S/R	100305S	26 deg. Lens - S	Each	1	3.50		W	2.00	10/05/2009	10/18/2009	7.00	Open	5061.51
S/R	100300S	36 deg. Lens - S	Each	1	3.50		W	2.00	10/05/2009	10/18/2009	7.00	Open	5061.52
S/R	100300S	36 deg. Lens - S	Each	1	3.50		W	2.00	10/05/2009	10/18/2009	7.00	Open	5061.51
S/R	100300S	36 deg. Lens - S	Each	1	3.50		W	2.00	10/05/2009	10/18/2009	7.00	Open	5061.51

(Sub-rental Order Entry)

## Project Entry and Management

- Accumulated costs and revenues at the project level
- Every project can have an unlimited number of orders
- View and drill-down to all transactions that make up a project's profitability
- Attachments, notes, e-mails and all project related information can be viewed and accessed from one place

The screenshot shows the Sage Rental Availability window. It displays a calendar for October 2009. The calendar shows 'On RO' (On Rental Order) and 'On Rent' amounts for each day, along with 'Available' quantities. The 'Total Quantity Available' is 335.00. The interface includes fields for Warehouse (R), Item (275905), and UOM (Each). It also shows date ranges from 10/01/2009 to 10/31/2009.

Day	On RO	On Rent	Available
Sep 27			
Monday 28			
Tuesday 29			
Wednesday 30	0.00	0.00	341.00
Thursday 01	0.00	0.00	341.00
Friday 02	0.00	0.00	341.00
Saturday 03	0.00	0.00	341.00
Sunday 04	0.00	0.00	341.00
Monday 05	0.00	0.00	341.00
Tuesday 06	0.00	0.00	341.00
Wednesday 07	0.00	0.00	341.00
Thursday 08	0.00	0.00	341.00
Friday 09	0.00	0.00	341.00
Saturday 10	0.00	0.00	341.00
Sunday 11	0.00	0.00	341.00
Monday 12	0.00	0.00	341.00
Tuesday 13	0.00	0.00	341.00
Wednesday 14	0.00	0.00	341.00
Thursday 15	0.00	0.00	341.00
Friday 16	0.00	0.00	341.00
Saturday 17	0.00	0.00	341.00
Sunday 18	0.00	0.00	341.00
Monday 19	0.00	0.00	341.00
Tuesday 20	0.00	0.00	341.00
Wednesday 21	0.00	0.00	341.00
Thursday 22	0.00	0.00	341.00
Friday 23	0.00	0.00	341.00
Saturday 24	0.00	0.00	341.00
Sunday 25	0.00	0.00	341.00
Monday 26	0.00	0.00	341.00
Tuesday 27	0.00	0.00	341.00
Wednesday 28	0.00	0.00	341.00
Thursday 29	0.00	0.00	341.00
Friday 30	0.00	0.00	341.00
Saturday 31	0.00	0.00	341.00

(Sub-rental Order Entry)

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## Master Calendar

- Filter, Search, View and Drill-Down on Jobs, Orders, Resources, Calendars and Tasks all from one Master Calendar
- Get from top-level calendar down to source transaction from one place
- Daily, Weekly, Monthly views
- Color coded for ease of use

(Crew Dispatch Board and Scheduler)

## Project Costing and Profitability

- Tracks costing of jobs by rolling up revenue and expenses for products sold, rentals, crew, sub-rentals and other project expenses
- Budget-to-Actual project costing solution
  - Allows management to track progress of a project over time
  - Alerts module can notify management if certain user-defined exceptions occur
- Drill-down from top-line totals to source transaction with the click of a mouse
- Real-time costs mean you can make adjustments to cost overruns as they happen

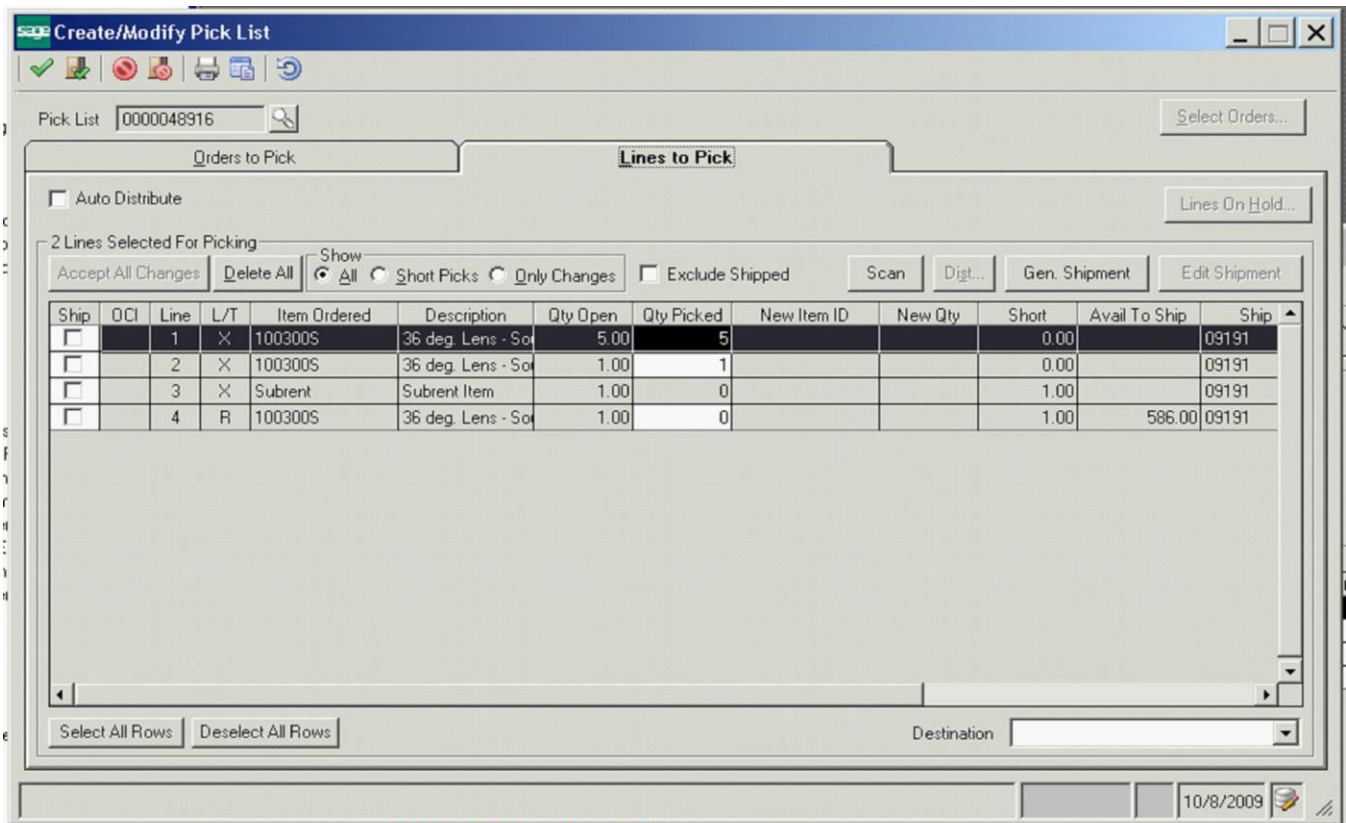
## Labor Scheduling

- Integrated labor module allows for easy drag-and-drop scheduling of labor resources
- Handles the most complex labor requirements
- Budget at the task level and schedule at the resource level
- Visibility of progress through the “Dispatch Board”
- Changes to budget and actual costs updated real-time as the project progresses
- Service management allows for scheduled maintenance and even customer repair orders

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## Truck Scheduling

- Manage your fleet by matching trucks with projects to better allocated cargo space
- Communicate with project managers and rental order entry so deliveries are not overcommitted
- Calendar-based view of truck schedules through Master Calendar
- If product weights are entered at the asset level, truck scheduling will let you know if you are over-capacity



(Order Pick Screen with integrated Distribution by Scanning)

## Flexible Kits

- Flexible kitting options allow for both operational and financial management of valuable assets contained within kits
  - Variable Kits
    - Availability, price and cost managed at item level
    - Separate pricing rules for items that are part of a kit vs. when they are rented stand-alone
    - System maintains quantity ratios in the case of increase or decreased quantities
  - Fixed Kits
    - Otherwise known as Assemblies or Assembled Kits
    - These kits are built and do not rent separately
    - Availability, price and cost managed at kit level
    - Kits can be disassembled as necessary

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## **Document Management**

- Flexible schema for tracking and maintaining attachments
- Attachments of any file type can be associated with any entity in the system (customer, vendor, order, job, etc.)
- Accessible from a stand-alone search, or as part of an entity-based search
- Integrity of source attachments are not impacted – a copy is kept in a MAS 500 data store

## **Automated Alerts**

- As an add-on, leveraging the power of KnowledgeSync provides limitless options for exception management, alerts, automated report distribution and database synchronization
- Receive updates via e-mail, webcast, fax or report
- Create alerts on anything in your data set that can be queried
- Create web parts and keep them updated real-time based
- Works with any ODBC-compliant database so third party applications can be synchronized as necessary

## **Asset Management**

- Leverages the sales and distribution expertise that Sage FAS Fixed Asset is known for
- Supports free-form or masked asset numbers
- Preventative maintenance can be scheduled and routed through service management
- Complete audit trail – drill-down from Asset to source transaction

## **Inventory Management**

- Sage MAS 500 is the mid-market leader for inventory management
- Multiple and unlimited warehouses, with separate pricing rules for each
- From simple to complex availability calculations
- Flexible coding schema for managing physical counts
  - Bin, Zone and Lot management
- Inventory replenishment
  - Manual, Min/Max, Max, Economic Order Quantity (EOQ)

## **Warehouse Management**

- Unlimited warehouse schema
- Prices and costs can be maintained separately by warehouse or kept in synch
- Rent or sell from the same warehouse or limit to particular function
- In transit warehouse allows for easy management of asset transfers between locations
- Set up warehouse by wave and bin

Sage Add Items

Alpha | Category

Field	Condition	
Desc+Alpha+Item ID	Contains	Cable
Item ID	All	
Description	All	
Long Description	All	
Item Type	All	
Inventory ClassID	All	

	Item	Description	Long Description	Qty Ordered	Avail Qty	UOM
6	138708S	Remote & Remote Cable For Catalyst DL1 P	rojector	1	0	Each
7	138709S	Remote & Remote Cable For Catalyst DL2 P	rojector	0	5	Each
8	138800S	5' 5-Wire BNC Video Cable Snake Male to	Male Conn.	0	16	Each
9	138802S	25' 5-Wire BNC Video Cable Snake Male to	Male Conn.	0	5	Each
10	138804S	50' 5-Wire BNC Video Cable Snake Male to	Male Conn.	0	5	Each
11	138806S	100' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	8	5	Each
12	138808S	200' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	0	5	Each
13	138810S	300' 5-Wire BNC Video Cable Snake Male t	o Male Conn.	0	5	Each
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(Order Entry Shopping Cart Lookup)

**Add to these:**

- Customizer
- Accounts Payable
- Accounts Receivable
- General Ledger and integrated financial reporting
- Cash Management/Bank Reconciliation
- Service and Repair
- Microsoft SQL Database
- Crystal Reports (Business Objects)
- FRx Financial Reporting
- Business Insights Explorer
- Fixed Asset Accounting
- Integration with eCommerce

**About IIG:**

Information Integration Group, Inc. (IIG) is a leading Business Management Solution provider of Sage MAS 90, MAS 200 and MAS 500 ERP, and Microsoft Dynamics NAV. As an award winning Master Developer, IIG has developed hundreds of solutions for today’s business needs. IIG’s diverse group of consultants and programmers are dedicated to helping you achieve critical business insights for bottom-line decision making through a full range of easy-to-use, scalable and customizable application.

**About Sage:**

Sage North America’s parent company, The Sage Group, plc. (London: SGE.L), reaches a global client base that numbers more than 5.8 million SMB customers worldwide. It serves these businesses through more than 14,500 employees in operations in North America, the UK, France, Germany, India, Ireland, the Middle East, Portugal, Spain, Switzerland, South Africa, Australia, and Southeast Asia.

