



HIREPOINT™

maximising the profits and efficiencies of
equipment dealers and contractors

HirePoint – the integrated solution for equipment-centric businesses delivering financial management with advanced equipment management, service management, resources and many other fully-integrated features that are included ‘out-of-the-box’ that you won’t find in other solutions.

Built on the solid foundation of Microsoft Dynamics GP and WennSoft, this platform ensures that your investment in a business management solution is secure and the underlying technology is current and can easily work with other systems already in place.

“With more than 12 sites, we needed a system that would give us an accurate and up-to-the-minute view of each piece of equipment and make it available to everyone in our company who needed it. It did just that and much more.”

Greg Mazengarb, Emeco International

Challenges?

As an equipment-centric company, you're faced with real challenges in delivering to meet your clients' expectations and managing the internal processes necessary to budget, report and deliver your equipment, services and rentals on time and on budget.

HirePoint powered by Microsoft Dynamics GP and WennSoft is an integrated software solution designed to support the requirements of equipment-centric business, with lower overheads, more functionality and more automated processes – everything you need to improve service, make proactive decisions, realise higher utilisation of equipment and produce a better bottom line.



We are extremely happy with Microsoft Dynamics GP primarily because it provides us with a business solution based on a 'rock solid' product. Together with the fully integrated WennSoft Equipment Management Series and Service Management Series (developed specifically for United Equipment) we have at our disposal the best suite of tools possible for us to not only service and maintain customer equipment but to also service and maintain our own fleet of 5,000+ rental units.



Sharen Cameron, National IT & Telecommunications Manager, United Equipment.



Benefits

- Best practice/best process for equipment-centric industry so you're not starting from 'scratch'
- 100% Microsoft solution - with familiar Microsoft products
- Robust, comprehensive functionality, all-in-one source and integrated
- Quick to implement
- Advanced technology to support your growing operations
- Supports company, multi-site operations even across countries and currencies
- Mature solution used across Australia & New Zealand with many international sites



Why is HirePoint the best choice?

Deep functionality with a modular structure

Built on Microsoft Dynamics GP and the WennSoft Equipment Management Series, HirePoint handles all the complexities of Australia and New Zealand equipment hire and servicing industry without leaving anything off your functionality 'wishlist'.

Using a single software solution for all your business processes means that finally all your data is kept in one place – from customer data to equipment maintenance schedules. You'll also save time and money supporting only one, rather than multiple systems with no interfaces between systems required.

Manage equipment from quote to agreement

Whether you're buying, selling, renting or maintaining, proactive equipment management requires careful data management from financial records to inventory and maintenance tracking.

HirePoint delivers a single point of entry from quote to agreement, invoice, accounts receivable and general ledger. It eliminates the need for redundant data entry by delivering a consistent process for sales and rental customers based on pricing rules.

Track all costs associated with the acquisition of equipment as well as financial details. Costs such as service expenses, depreciation, rental billings, capitalised repairs, interest paid and warranty expenses can be calculated, summarised and updated.

Features include:

- **Enhanced equipment visibility** – Equipment status, rental history, service history, location history, fixed asset and real-time equipment P&L information can be viewed from a variety of screens, queries, reports and web portals.
- **Access to accurate financial positioning** – Individual equipment information is fully integrated to Microsoft Dynamics GP and captures income and expense information. Individual equipment P&Ls can be customised to meet your business needs and are automatically reconciled to your general ledger.
- **Improved management decisions** – Flexible product groupings allow management to efficiently monitor rental utilisation and inventory turnover in order to determine the right product mix and inventory levels.
- **Increased efficiency** – Scheduled maintenance utilities, alerts, flexible pricing choices, equipment options, attachments and links to documents and pictures helps to improve operations and increase customer satisfaction.

WennSoft WebTECH - Allowing technicians to easily access back-office information via the web to improve the way they perform their job. With WebTECH, daily activities such as initiating a new service order or tracking service call resolutions are routine.

WebTECH

New Call Logout

Monday, October 25, 2010

Home Appointment Current Time

Technician Profile
Technician ID: FLINT
Technician Name: Flint, Alan
Technician Team: COMMERCIAL

Appointment
10 Call Appointments
10 Calls

Current Time
0.00 Unposted hours this week.
0.00 Posted hours this week.
0.00 Total hours this week.

Customer
You have calls at 4 customers.

Location
You have calls at 4 locations.

Track all Aspects of the Rental Process

From booking to invoice, HirePoint allows you to record all events in the rental process to ensure you have control over your assets and your business operations.

Features include:

- **Increased rental utilisation** – Providing customers with flexible billing options will help you win more business. Planned Maintenance (PM) alerts reduce costly equipment down-time and help you ensure customer safety and satisfaction.
- **Improved operational efficiency** – Equipment availability queries provide complete visibility of rental assets and allow rental personnel to make better business decisions based on real-time data.
- **Reduced equipment expenses** – Branch transfer functionality allows organisations to view and exchange equipment to improve rental fleet utilisation. An integrated transport feature gives you the ability to efficiently schedule and invoice deliveries and pick-ups.

Simple access to all information

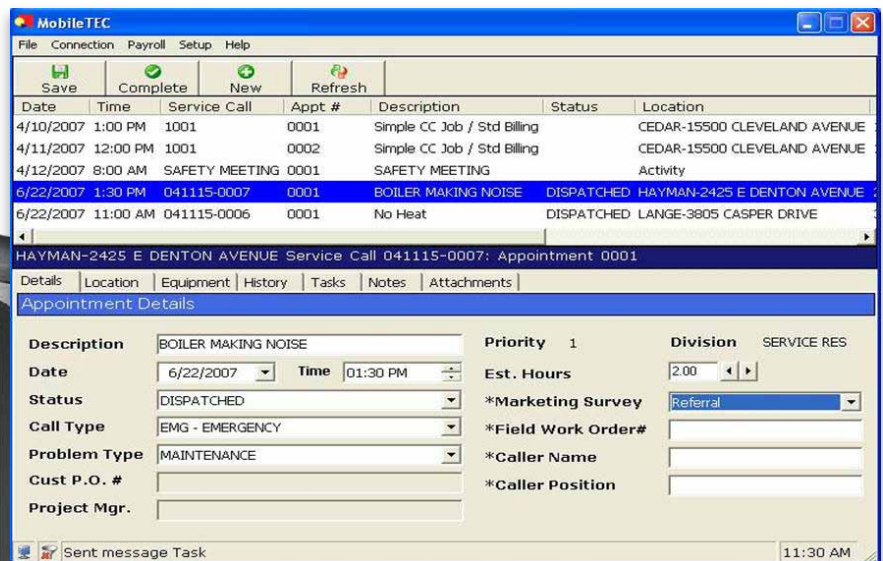
HirePoint uses a single database to store all your information. This simplifies information handling; data is only entered once and also provides a range of reporting options, including: Financial Reporting, Ad Hoc Reporting, Multi-dimensional Reporting & Analysis and Business Scorecards

End users can access information using familiar Microsoft navigation. Simple enquiries can be made via direct 'drill down'. Ad Hoc Reporting allows users to create, view, and save reports for their own individual information analysis requirements.

Features include:

- **Flexible reporting options** - Standard industry reports with numerous filter, sort and output options are available throughout the system.
- **User-defined reports** - Pre-configured data objects comprised of common industry-related data allows users to build, save and distribute user-defined reports and queries.
- **Management dashboards** – Key Performance Indicators (KPIs) and web-based executive dashboards provide management teams with the information they need to make timely, informed decisions.
- **Superior financial analysis and business intelligence** – a range of financial management, budgeting & forecasting tools include multiple options for reporting, analysing and publishing your financial and operational information.

MobileTEC - Easily and clearly access and action service calls on a laptop or mobile device.



◀ **Mobile Devices** - Empower your Technicians in the field with real time data when they need it. Accessing and processing information via wireless handheld devices. Today's worker can access critical information, communication with the back office, interact with customers and close the loop on service in real time. Not only do these advances efficiencies, they provide a foundation to enable streamlined processes, improve customer service, reduce costs and increase productivity.



Why is HirePoint the best choice?

Ensure equipment availability with scheduled maintenance

Preventative maintenance is a key factor in successfully managing equipment. Create preventative maintenance plans for all equipment delivering maximum availability, reducing downtime and the potential for lost utilisation.

Features include:

- **Greater equipment utilisation** – Preventative maintenance schedules and alerts reduce costly equipment down-time.
- **Track skill sets, parts and tools** – In addition to resources, track all the parts, tools and specialist skills of personnel required to complete a preventative maintenance task.
- **Record detailed information** - extensive task descriptions and notes ensure that technicians are best equipped to complete the job successfully.
- **Manage internally owned equipment** - when billing of a third party is not involved.

Increase customer satisfaction

HirePoint extends the functionality delivered by the Microsoft Dynamics GP Sales Order Processing model to manage the configuration, quotation and sale of whole goods. This allows sales staff to instant access to equipment data such as; availability, hours worked and mechanical condition of the fleet.

Features include:

- **Increased accuracy and efficiency** – Seamless integration with Microsoft CRM enables field employees to query and input information remotely, eliminating the need for duplicate data entry.
- **Access to real-time information** – Web portals and information sharing tools allow sales representatives to access to customer accounts, current inventory levels and pricing.
- **Improved customer loyalty and retention** – Differentiate your company from competition by offering customers a personalised web portal where they can view information about their equipment and account and generate requests for parts, equipment or service.
- **Faster sales processing** – The sales order entry process displays needed information on one screen and helps you serve your customers more quickly.
- **Greater ordering efficiency** – Sales order line items can be directly linked to a purchase order to ensure quick and accurate order fulfilment.

Microsoft Dynamics GP - The Navigation lists allows your users to choose one or many service call records in one window and then action reports, open windows, create transactions all for that service call. This provides one simple window where you can action everything for that piece of Equipment.

Customer ID	Customer Name	Location Name	Address Code	Contact Name	Phone Number	Branch
A1S00001	A1 SOFTWARE COMPANY	A1 SOFTWARE-6950 BUELL	MAIN		(262) 821-4100	MELWAU...
AAA00001	AAA SIGN COMPANY	AAA Sign 3275 S HOWELL	MAIN		(908) 686-7078	MELWAU...
AAA00001	AAA SIGN COMPANY	AAA WISE MADISON	WISE		(808) 632-1234	MADISON
ACC00001	ACCURATE PRINTING	ACCURATE-APPLETON BR...	BRANCH		(609) 000-0000	APPLETON
ACC00001	ACCURATE PRINTING	ACCURATE 14300 W SMA...	MAIN		(262) 841-7100	MELWAU...
ACC00001	ACCURATE PRINTING	ACCURATE-MADISON BR...	WISE		(262) 971-0004	MADISON
ARD00001	ARDMORE WIND FARM INC.	ARDMORE-511 W COLLEGE	MAIN		(414) 322-1600	APPLETON
BEAL0001	BEALMONT CONSTRUCTION CO, INC.	BEALMONT-5070 W STAT...	MAIN		(609) 000-0000	MELWAU...
BILL0001	BILL'S SERVICE STATION	BILL'S-3585 S HOWELL AVE	MAIN		(609) 000-0000	MELWAU...

Address: 2218 NORTH BACINE AVENUE
APPLETON, WI 54912

Contact Person: Julia Wolf

Branch: APPLETON
Country: USA
Region: WISCONSIN

Looks familiar and is easy to use

Built on Microsoft Dynamics GP using out-of-the-box modules combined with custom-built functionality for your industry. HirePoint looks like and integrates with the familiar Microsoft Office and Microsoft Outlook tools, making accessing information easier than ever before. It also minimises training requirements and speeds the adoption of the system so that you gain the benefits faster. That means less training and development time and a quicker return on your investment.

This is particularly important when you have multiple sites across the country and you want to decrease roll-out costs. HirePoint's Microsoft interface and direct integration with Microsoft Desktop tools such as Microsoft Word, Excel and Outlook provides a familiar working environment for new users.

Quick to implement and 'go live' in months not years

Eclipse has a history of successful implementations. We integrate people, process and technology to provide you with the most successful software implementation. Our thorough project methodologies ensure that our projects are completed on time and on budget.

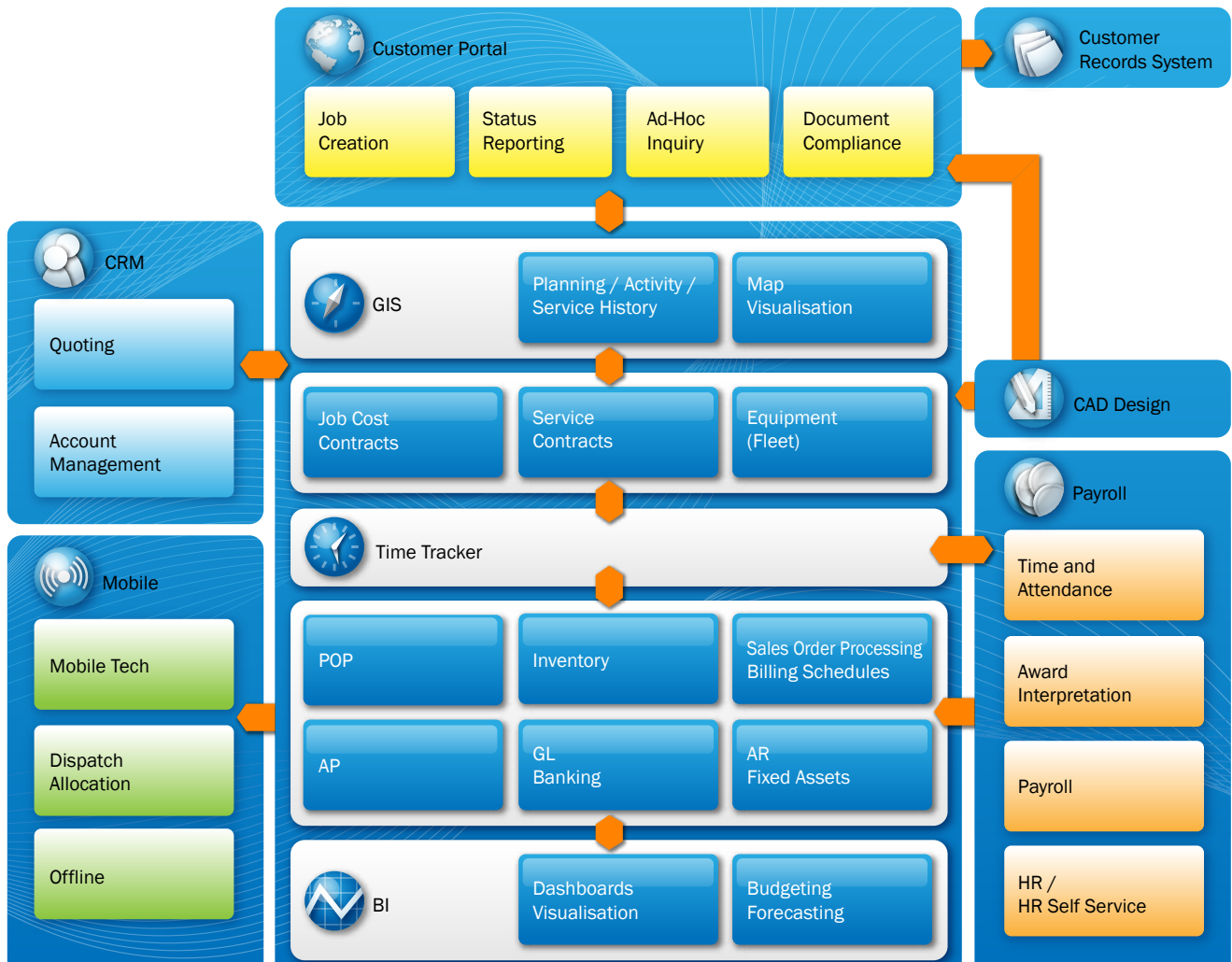
As the HirePoint solution is modular, you can choose to implement the solution in phases and roll out as much functionality as is required to suit your operational needs. Eclipse will help you to scope out your requirements and build a project plan that fits your business.

◀ WennSoft Equipment Management Series
The Navigation lists allows your users to choose one or many equipment records in one window and then action reports, open windows, create transactions all for that equipment record.

HomePage - Present your team with ▶ a custom tailored view based on their specific role within your organization. The Homepage allows configuration to suit the specific requirements of your users, providing an overview of all required information from one screen.

Equipment ID	Model	Manufacturer	Location	Serial Number	Status	Category
A18756	GLP601	YALE	APPLETON	A875821090A	AVAILABLE	Rental
A18757	GLP601	YALE	JOB 2009-00001	A875821093A	ON RENT	Rental
A19004	GLC080L	YALE	APPLETON	C818V03157	AVAILABLE	Inventory
ACC00005	9155 ACCELEROME...	THE MODAL SHOP	APPLETON	M2498882323	AVAILABLE	Inventory
ACC00006	9155 ACCELEROME...	THE MODAL SHOP	APPLETON	M48892211	AVAILABLE	Inventory
AUT00001	TOYOTA CAMRY SE	TOYOTA	MILWAUKEE	TY499772U05D0J9...	AVAILABLE	Service
AUT00002	TOYOTA CAMRY SE	TOYOTA	MILWAUKEE	TY569302W4H4200...	ON SERVICE	Rental
BLR00001	NC-5000 BOILER	KOHLER	BEAUX01 MAIN	NC29989K3H	ON RENT	Rental
BRM00001	68" ANGLE BROOM	BOBCAT	APPLETON	24098972	AVAILABLE	Rental
BRM00002	68" ANGLE BROOM	BOBCAT	APPLETON	3L3D5F0624	AVAILABLE	Rental

The Solution



For more information, contact Eclipse

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www.eclipsecomputing.com.au/hirepoint



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