

# LONG TERM RENTAL SOLUTION

How it may help your business through times of capital restrictions.



## PROBLEM

Upcoming projects, tenders, and ongoing projects all require some form of test equipment.

Some equipment can be required for short periods and others for the entirety of the project [3months-36months+].

The cost of this equipment can vary and due to calibration cycles and maintenance, it can create added costs that aren't accounted for, as well as the cost of downtime [not having the equipment whilst in calibration].

CapEx may be an option, but can be hard to get approval for without a comprehensive business plan [more money].

As the current pandemic eases this may become more complicated and even harder to get approved.

## SOLUTION

TechRentals has been there before with some of our customers.

With one customer in particular, we calculated the accumulative costs of their short and long-term rental from years of partnership and identified ways to lower it.

We engaged with them and came up with key equipment they used regularly plus what they need in order to remain competitive in the market.

### Here is one example:

In consultation with management and the key personnel using the gear, we came up with a long-term solution which got them:

- Brand new equipment worth \$900,000+
- Invoiced monthly over 3 years
- Rates for some gear changed from approximately \$400-\$500 per day to less than \$100
- Better cost control for projects

This allowed them to get \$900,000+ worth of equipment with \$0 capital layout.

- They can tender now at very sharp rates, if not the best in the business
- Potentially cash flow positive within the first month
- Monthly payments with all calibration, service, and maintenance included [no hidden costs]

## RESULT

The company is/has been consistently winning work and they have increased their capabilities by adding extra equipment to their fleet, therefore offering a wider range of solutions to their clients.

Long-term rental has given them more flexibility with the current pandemic, as the cost of the equipment has been appropriately priced into all previous jobs.

This will give them an advantage coming out of any capital restrictions, including the advantages of winning more upcoming work, and the ability to get onsite immediately as there is no waiting for capex approval or equipment to arrive.

Has the pandemic changed the way you do business?

Can a rental solution help you and your business?



### FIX

Not having the right test equipment to complete the job.



### ACCOMPLISH

Additional expensive test equipment into your fleet, so you can expand your capabilities and pursue additional work.



### AVOID

Missing out on work/projects because you can't afford the large CapEx investment, or don't have the equipment available at the right time.

For more information about how TechRentals' Long-Term rental solutions can benefit your business please contact us today.

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