



# RentWorks for Commerce and Industry



**RentWorks**  
*Asset Finance Specialists*



*Today, more than ever, the cost of capital, fluctuating market conditions and rapid obsolescence are factors that impact decisions concerning the acquisition of capital equipment.*

## Asset rental is the intelligent choice for corporate business and industry

Today, more than ever, the escalating redundancy rate on capital equipment is forcing corporate businesses and industry to relook the way they finance their assets. In line with global trends, rentals are becoming the preferred option for progressive organisations. A rental solution from RentWorks allows you to procure whatever equipment you need today, spreading the payment affordably across the agreed rental period. This allows you to maintain cash reserves for use on income-generating activities. RentWorks solutions are affordable, predictable, flexible and scalable, providing you with the agility you need to stay ahead of your competition.

RentWorks is the largest independent asset rental and management company in South Africa. Regarded as the asset rental specialists, we have built our reputation on creating solutions for even the most complex and demanding large-scale, multi-vendor acquisitions. A RentWorks solution provides you with finance options structured to suit your specific budget and cash flow needs.

**RentWorks is the intelligent choice when it comes to acquiring equipment for your business.**

# Transform your asset procurement into a **competitive advantage**

At RentWorks, we don't just understand finance – we also appreciate the intrinsic value of assets and the ways in which they impact your business. We provide a comprehensive Asset Lifecycle Management Solution tailored to your needs within the context of your asset requirements, the industry environment and prevailing market conditions. We call this process Asset Intelligence because it encompasses every aspect of your assets' lifecycle — from procuring and insuring to tracking, upgrading and disposal, all at highly competitive rates and with fixed payments that allow for accurate budgeting.

## Asset Lifecycle Management Solution



### **ACQUIRE** Transform your acquisition into a sustainable competitive advantage by accessing lower premiums, reduced administration and flexible options to suit your business and cash flow requirements.

- Procure your preferred brand from the supplier of your choice, on your negotiated terms.
- Lower cost of funding than traditional finance leases or your internal cost of funds.
- Benefit from structured payment plans to meet your cash flow requirements.
- Affordable payments are spread across each asset's useful life.
- Fixed costs allow you to budget with certainty.
- Existing assets can be bought at book or current market value and rented back to you for the remainder of its perceived useful life.

### **MANAGE** Managing your assets intelligently will enable you to deploy them for maximum effectiveness — improving uptime and reliability, helping your organisation to transition smoothly from existing to new equipment.

- Our web-based RentWorks Enterprise Asset Management portal (REAM) enables you to access your rental contracts and compare detailed asset inventory information 24/7.
- Our optional asset tracking tool delivers an accurate, real-time picture of your deployed equipment that you can access online, 24/7.
- Your RentWorks solution can include comprehensive insurance at highly competitive rates.
- You can upgrade a percentage of your original purchase with new equipment at any stage during the contract without increasing your costs.

### **RETURN** Looking for a straightforward, cost-effective and environmentally sound way to dispose of obsolete or redundant inventory? Whether you've reached the end of your rental contract or simply want to retire obsolete assets and equipment safely, we are able to assist.

- Flexible end-of-term options allow you to simply return, replace or upgrade assets at the end of your initial contract term.
- RentWorks takes the cost and legislative risk of end-of-life disposal off your shoulders with an e-Waste offering that is auditable, environmentally friendly and certified.
- Where relevant, stringent documented data erasing and recycling procedures ensure that all identification and proprietary data is removed from the equipment.

# No matter what assets you require, **RentWorks** has a tailored solution for you.

---



## INFORMATION TECHNOLOGY

Running outdated, inefficient systems or accumulating surplus, redundant equipment that needs replacement? Recently acquired new equipment or about to undertake a large investment? We offer flexible asset rental options that enable you to keep up with technological advances while meeting financial and business requirements. You get to enjoy full uninterrupted use of the latest equipment and then simply return, replace or upgrade it at the end of your initial contract term.



## BUSINESS TECHNOLOGY

Most companies need a wide array of business technologies to function efficiently and effectively — from security, monitoring and access control systems and electronic payment devices to point-of-sale systems, office furniture, printers, copiers and scanners, plasma screens and audio visual equipment. Whatever you need, we offer flexible asset rental options that will help you ensure your organisation operates at maximum efficiency.



## MEDICAL

The latest medical equipment and technology is expensive, has a limited lifespan and is a business tool rather than an asset — something that should be budgeted for as an on-going expense needed to run your hospital or practice. Whether you are a public or private healthcare provider, our flexible asset rental options can help you deal with equipment obsolescence, match the rental expense to income generated and preserve cash flow.



## GOLF AND LEISURE

The value of your equipment lies not in its ownership, but in your uninterrupted use of it over its economical life, before it becomes unreliable and expensive to maintain. This is particularly true for golf carts and turf maintenance equipment that typically need replacement every three, four or five years, depending on the usage and asset type.



## TELECOMS

For most companies, an up-to-date, efficient telecommunications infrastructure is essential, but it can be expensive to keep up with technological advances and shifting needs. With RentWorks, you enjoy full, uninterrupted use of the latest telecommunications equipment and then simply return, replace or upgrade it when the agreement comes to an end.



## MATERIAL HANDLING

As a residual risk investor, we structure pay-for-use solutions based on your chosen brand, term and hour usage. We can also include maintenance and insurance and carry the risk of the end-of-term disposal. We offer fixed interest rate solutions, with no annual escalations, to ease future budgeting.



## MINING AND CONSTRUCTION

Acquiring expensive moveable mining assets can place a significant financial burden on your company and its cash resources. Conserve and optimise your cash flow with our flexible asset finance and rental options — purchasing the equipment you need today, but spreading the payments across the useful working life of the equipment with flexible end-of-term options to match your business requirements. RentWorks assumes the responsibility of disposal of these assets in the open market.



## FLEET

RentWorks can tailor a structured fleet solution based on your business's needs. As a residual risk investor, these pay-for-use solutions are based on your chosen brand, term, and kilometre usage. We can include maintenance and insurance and carry the risk of end-of-term disposal, and offer fixed interest solutions, with no annual escalations to ease future budgeting.



# RentWorks solutions allow you to:

---

## Maximise your purchasing power

Stretch your budget further and leverage your buying power with a rental solution that allows you to acquire all the equipment you need, as and when it's required, rather than when Capex budgets can accommodate it.

## Invest your cash more astutely

Rather than spending hard-earned cash on assets that depreciate, a RentWorks solution enables you to redirect your capital to income-generating pursuits and investments, thereby reducing your weighted average cost of capital and improving your return on asset.

## Enjoy lower rates than your average cost of borrowing

RentWorks is able to offer lower interest rates than traditional finance leases. Because we invest our own equity as an upfront residual into every transaction, you get the benefit of improved cash flow and reduced interest rates.

## Choose from multiple payment plans

Your standard RentWorks rental plan operates on fixed quarterly payments for the term of your agreement. Alternatively, we can tailor a payment plan to match the cost of your asset usage with your operating cash flow.

## Keep pace with asset innovation and emerging technologies

The RentWorks Exchange Plan allows you to replace portions of your existing rental fleet with the latest equipment standards or to implement upgrades or major overhauls without having to increase your payment.

## Budget with certainty

Payments to RentWorks can be fixed for the term of the contract, leaving you with peace of mind knowing exactly what your equipment will cost, no matter what happens to the economy tomorrow. However, should you prefer, we can also facilitate variable linked rates as well as JIBAR linked solutions.

## Keep track of the rented assets deployed in your organisation

RentWorks provides its customers with access to our proprietary REAM tool, which delivers an accurate picture of all your rented assets and is available online, 24/7. In addition, should it be a prerequisite in your environment, we can incorporate a physical asset-tracking mechanism across all of your assets utilising active or passive RFID, GPRS or realtime network-based asset tracking.

## Avoid the hidden costs of asset ownership and potential losses on disposal

A procurement policy based on sweating assets or assuming an unrealistically high scrap value at end of life leads to reduced productivity and attracts unexpected costs. RentWorks' solutions allow you to garner the benefits of using your chosen equipment for the optimal period in your environment, without the inherent risks associated with ownership or potential losses on disposal.





**RentWorks**

*Asset Finance Specialists*

**RentWorks Africa (Pty) Limited**

Call us on: 0860 736 825

Johannesburg: +27 11 549 9000

[www.rentworksafrika.com](http://www.rentworksafrika.com)