



# RentWorks for the Public Sector



# Asset Rental is the intelligent choice for the Public Sector

Today, more than ever, the pressure is on government to provide fast, efficient and effective service. RentWorks, as the largest empowered asset rental company in South Africa, is perfectly positioned to ensure that you are equipped with the right tools and assets to deliver this service.

A RentWorks solution is classified as an operating lease rather than a finance lease, and complies with the Public Finance Management Act (PFMA) which regulates long term borrowing by National and Provincial departments. Our solution also conforms to the MFMA, making it an ideal asset finance solution for local government and municipalities. With rental the public sector can leverage its buying power and bring projects, upgrades or roll-outs forward by as much as two years.

At RentWorks we can finance everything from computers and telecommunications to medical, fleet, construction and earth-moving equipment. You can also rent pre-paid water and electricity meters, office furniture and fittings. Even kitchen, workshop and turf maintenance equipment can be accommodated. In fact, with RentWorks you can rent virtually any movable asset that your department needs, all from your chosen supplier, at the most cost effective interest rates available in the market.

This, naturally, is good news to any procurement manager or department head striving to retain levels of service with outdated tools. By promoting rental as a procurement option, government did the taxpayer a huge favour; both in terms of the cost savings achieved through rental, as well as the increased service delivery that you can now provide to your customers at all levels.

By partnering with RentWorks, there's no reason why you, as a public service entity can't also enjoy the benefits of structured asset rentals! RentWorks, South Africa's leading empowered asset rental company, welcomes the challenge of working with all levels of government to usher in a new era of asset procurement in South Africa.

**“RentWorks, South Africa's leading empowered asset rental company has the ideal asset rental solution for you.”**

# Why RentWorks?

## At a glance

KEY BENEFIT	HOW	RENTWORKS SOLUTION	TRADITIONAL LEASE	CASH PURCHASE
PFMA & MFMA compliant	Conforms to GRAP 13 - Leases	✓	✗	✓
Conserve capex	Pay for the use of equipment over time as an operating expense	✓	✓	✗
Predictable budgeting	Regular, fixed payments – ideal for planning your medium term budget framework	✓	✓	✗
Reduce ongoing paperwork	Simple terms within a Master Agreement and supporting schedules	✓	✗	✗
Choose your brands and suppliers	Access to all brand names from the suppliers of your choice	✓	✗	✓
Address all your asset needs in a single payment	Bundling of hardware, software, installation, insurance and other associated costs	✓	✗	✓
Keep pace with product and technology innovation	Upgrade more frequently and eliminate the risk of asset obsolescence	✓	✗	✗
Enhance management efficiency	Online Contract Management to view your contract details 24/7	✓	✗	✗
Reduce costs	Cost of use is predefined and fixed and cost of disposal is removed	✓	✗	✗
Maximise uptime and delivery	By utilising the most appropriate equipment for its optimum period in your environment	✓	✗	✗
Internal cost controls	Cost centres can be billed separately to improve discipline within your organisation	✓	✗	✗
Know the status of every asset	By including network based tracking for IT, or RFID and black box systems for larger assets	✓	✗	✗



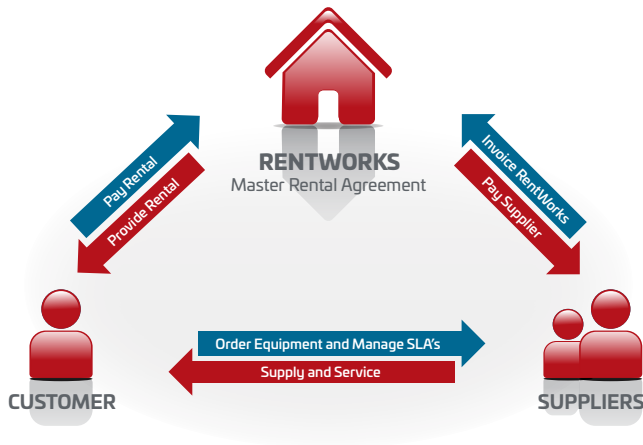


# Renting with RentWorks: Step-By-Step

## START TODAY:

### STEP 1: Begin by cutting costs and disposing of obsolete assets!

A RentWorks solution is the cost effective way to acquire, utilise and dispose of equipment. You can cut the cost of managing and maintaining virtually every moveable asset on your books. RentWorks can also help you dispose of and realise the value of your outdated or obsolete equipment.



HOW RENTWORKS FITS INTO  
YOUR VALUE CHAIN.

### STEP 2: Assess your unique environment

In partnership with you, a RentWorks specialist will conduct a comprehensive assessment to address all your asset requirements – like what to do with your existing or obsolete equipment, compatibility issues, new equipment comparisons and benefits. We can also provide value-added services such as physical audits, insurance and asset tracking, end-of-term arrangements, buybacks and more.

### STEP 3: Make your brand choices

You choose the brand you want from your preferred supplier. At RentWorks we work with all major vendors and will deliver the most cost effective and flexible way to fund your asset needs. You are also able to utilise a variety of vendors to provide the equipment you need all contracted under a single Master Rental Agreement (MRA).





// A RentWorks solution is the cost effective way to acquire, use, manage and dispose of equipment //

#### STEP 4: Add value to your contract

Select from the wide range of services available through RentWorks; monitor your rental schedules with Online Contract Management, insure your equipment, arrange to trace individual assets to a precise location, or allow us to buy your obsolete equipment in line with PFMA guidelines and to dispose of it in the most environmentally appropriate manner.

#### STEP 5: Approve your customised contract

RentWorks can structure your rentals in various ways to accommodate your current cash-flow situation. Once you have decided on the right one for you, you'll receive a customised proposal for your business. This will contain a detailed quotation and an itemised analysis for your easy review and will facilitate a seamless approval process.

#### STEP 6: Predict an entire contract's payments

With a RentWorks solution asset finance becomes a "service" and customers receive a fixed rental invoice on a predetermined, periodic basis. You'll also be saving substantially because you can include insurance as well as warranty and maintenance costs for the full term in your rentals, so there are no additional costs or unexpected surprises.

#### STEP 7: Enjoy easy accounting

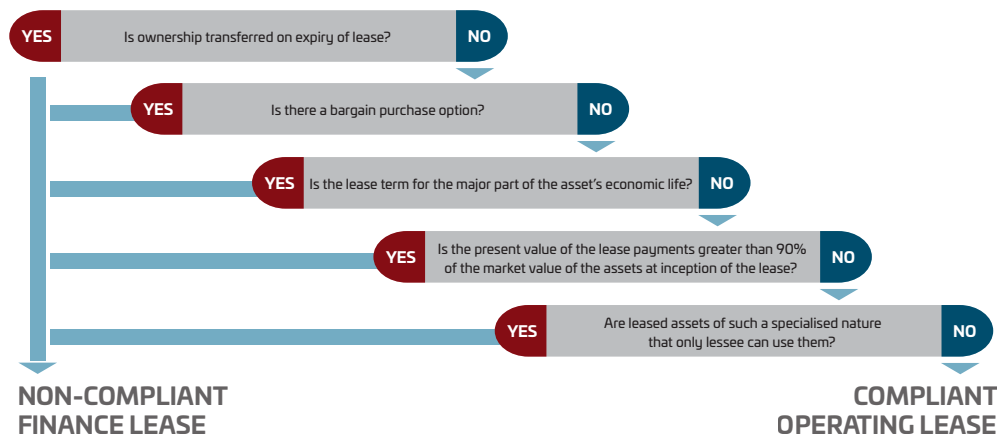
A single Master Rental Agreement (MRA) with supporting rental schedules means transparent and streamlined paperwork. You can also manage your RentWorks accounts online, conduct transactions and generate status and billing reports from a single source; further eliminating the need for additional signatures and paperwork every month.

#### STEP 8: Watch productivity soar

You get the equipment you need, when you need it, making you far more efficient and allowing you to reduce and contain costs. And you no longer have the expense and inconvenience of having to dispose of unproductive and obsolete equipment, so keeping up with the demands of service delivery is easy.

## PFMA Compliance Test

To find out if your financial solution is PFMA compliant simply ask yourself the following questions





**RentWorks**

*Asset Finance Specialists*

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