



Business Central for the rental industry

Everything you need in one
solution

Fully integrated rental management
with Microsoft Dynamics 365 Business
Central



Executive summary

The rental industry is evolving rapidly. Businesses face increasing demands for transparency, profitability tracking, and customer service, while still relying on fragmented systems and manual processes.

Microsoft Dynamics 365 Business Central for the rental industry provides a complete, end-to-end solution. No bridges, no exports, no siloed data - just one seamless system for rental management, financials, and service.

At a glance...

- **One unified platform** for rental, service, finance, and inventory.
- **Full profitability insights** per asset, asset type, or fleet group.
- **Faster contract management** and improved **customer satisfaction**.
- **Reduced downtime** and **extended asset lifespans** through proactive maintenance.

What's the challenge for today's rental companies?

If you work in rental, you know the pressure. Every day, you balance customer requests, equipment utilization, service schedules, and profitability targets. The reality is: without the right systems, you're fighting uphill.

Disconnected systems

You're moving data between spreadsheets, rental calendars, and accounting tools. Nothing is connected, which means wasted time and increased risk of errors.

Unclear profitability

Do you really know if your equipment is paying off? High demand doesn't always mean high profit if hidden maintenance costs eat into your margins.

Manual work everywhere

Contracts, availability checks, and scheduling often take longer than they should. Every delay or error risks frustrating a customer.

Customer expectations

Clients want immediate answers: "Is it available? How much will it cost? Can I have it tomorrow?" If you can't respond quickly, they'll call the next rental provider.

THE SOLUTION

Business Central for the rental industry

Imagine having everything in one system - finance, rental, service, and inventory - fully connected and always up to date. That's what Business Central delivers when tailored for the rental industry.

How it works:

- Manage every rental object as a unique item in the system.
- Link contracts, costs, revenues, and maintenance automatically.
- Access real-time availability and customer history.
- Eliminate the need for bridging software or exports.

Core modules

1. The **object module** helps you track every asset and understand its true profitability.
2. The **rental module** makes it easy for your team to manage contracts, availability, and customer interactions.
3. The **service & maintenance module** ensures your equipment stays safe, compliant, and reliable.



THE OBJECT MODULE

Asset management

Your equipment is the foundation of your business. With Business Central, every asset is tracked as a unique object, giving you full transparency across its lifecycle.

Key features:

- Track income, costs, and profitability per object.
- Record service history and expenses.
- Group assets by type or category to see trends.
- Integrate with purchasing, sales, service, and finance.

Why it matters:

You'll finally have clarity on which assets drive profit and which drain resources. For example, you can compare individual lifts, a type of lift, or your entire fleet - helping you make smart decisions about investment, maintenance, and replacement.



THE RENTAL MODULE

Rental operations

Your front-office staff needs tools that make their job faster and easier. The rental module in Business Central is designed for customer-facing efficiency.

Key features

- Real-time availability check across locations.
- Instant creation of quotes and contracts.
- Add setup or termination charges automatically.
- See who has what equipment, when it's due back, and what's available.
- Generate reports and statistics with custom criteria.

Why it matters:

Instead of juggling spreadsheets and phone calls, your staff can focus on delivering excellent service. Customers get fast, accurate answers, while you maximize utilization and reduce double bookings.



THE SERVICE MODULE

Service & maintenance

Downtime is lost income. With integrated service and maintenance management, you can keep your assets running and compliant.

Key features

- Create and track workshop orders.
- Link service orders with purchase orders for spare parts.
- Schedule recurring services and inspections.
- Manage safety certificates and functional test results.

Why it matters:

Regular maintenance extends the life of your equipment and prevents costly breakdowns. It also ensures compliance and builds customer trust. When your fleet is reliable, your customers know they can rely on you.



Delivered by **nab solutions**

Powered by **Microsoft Dynamics 365 Business Central**

Business Central is a trusted ERP solution used by companies worldwide. Tailored for the rental industry, it gives you everything you need in one connected platform.

- One source of truth: All data in one place
- No bridges or exports: Finance, rental, and service are already connected.
- Future-proof: A Microsoft cloud solution that scales as you grow.
- Secure and reliable: Enterprise-grade platform with constant updates.

With Business Central, you're not just buying software - you're investing in a foundation that supports long-term success.



Why companies like yours love nab solutions

At nab solutions, we know that choosing the right business system is one of the most important decisions a company can make. The system becomes the heart of your business - shaping processes, enabling growth, and powering daily work. That's why we don't just deliver software. We deliver transformation, built on Microsoft technology, fueled by innovation, and tailored to your reality.

Deep Microsoft expertise

We have worked exclusively with Microsoft technology since 2001. With over two decades of experience, we know the strengths of the Dynamics 365 ecosystem and how to turn them into real business value. Our expertise covers the full Microsoft stack: from Business Central (ERP) to Sales, Customer Service, Field Service, Power BI, Power Automate, Power Apps, Customer Insights, and Copilot/AI capabilities.

This means we can connect your entire business - finance, operations, customer management, reporting, and automation - in one seamless ecosystem.

Speed and innovation

Our vision has never been to be the biggest - but to be the fastest. Speed is built into our DNA. We constantly test new paths, embrace smart solutions, and bring the latest Microsoft innovations into our deliveries.

From AI-powered assistants to automated workflows and real-time analytics, we make sure you don't just keep up with change - you stay ahead of it.

A reliable partner for the long run

Our roots are in Småland, and we carry with us a tradition of reliability, integrity, and hard work. We build stable systems you can trust, but we also stand by your side after go-live.

With NAB, you don't just get an implementation partner. You get a long-term ally who ensures your system continues to deliver value, adapts to your growth, and supports your business goals year after year.

