

inspHiring Results for Hire2K

About Hire2K

As Founder and Managing Director of Hire2K, Rory O'Connor required a software solution that would enable him to better manage his planned expansion through increased management control and information.

'Hire2K was founded in 2000, with one location and a desire to grow by providing our customers with exceptional service,' Rory states. 'Having established our main plant hire facility in Dunshaughlin, we continued our expansion by opening a new premise in Greenogue Industrial Estate, Rathcoole, Co. Dublin. Now we plan to open another new premise in Sandyford, early 2008.'

'Up until late 2005, we had been using a hire software system that could not cope with our rapid rate of growth. I looked around, and finally talked to the people at Advent Processing Solutions. Advent recommended inspHire Office Edition, the rental management software solution. We compared it with a number of other software packages, and decided that inspHire would best meet our requirements.'

Integrating for Growth

Advent is one of Ireland's largest software system providers, and an authorised business partner for both inspHire and Sage software solutions. Having been contacted by Rory, Advent's inspHire Sales Account Manager Mark Reid took a close look at the requirements of this growing company before recommending the system.



Rory O'Connor (left), Managing Director, Hire2K and Mark Reid (right), inspHire Sales Account Manager, Advent

'Hire2K was expanding rapidly,' Mark Reid says, 'and we wanted to provide a solution that would grow with them. The company offers over 1,300 lines of plant for hire. We knew that Rory would inevitably grow the number of lines offered, and any system recommended by us would have to



accommodate that growth. This system would have to help Rory and his team foster that growth by increasing productivity, efficiency, and management reporting capabilities.'

Hire2K was already operating Sage Line 50, the powerful accounting and management software solution. Working closely with Rory and his team, Advent configured the inspHire solution with their

Sage Line 50 system in order to provide a completely integrated, seamless management solution designed to meet the requirements of the hire industry.

Fostering Exceptional Management Control

Developed specifically for the hire industry, inspHire Office Edition provides users with a host of powerful benefits including Stock & Asset Management capabilities, Hire Contract Processing, comprehensive management reporting, and its unique 'What's Out/Where' capability.

'inspHire has been completely integrated into Sage Line 50, thereby achieving a single solution,' Rory explains. 'This means that data such as customer information, new plant purchases, and similar need only be entered into the system once. Data entered into inspHire is automatically shared with Sage Line 50 and vice-versa. This process alone increases our productivity and accuracy.'



'The system operates on a server located in our Dunshaughlin Head Office. That system is accessed not only by our Dunshaughlin staff

but also by our team in our Greenogue office. This means that all plant stock information – plant availability, location, hire status, past invoicing histories, our customer base, and similar critical information – is available instantly, and on a company wide basis, to all staff members.

'This capability enables us to maximise hire and revenue opportunities because we know what plant is, or isn't, available at any time.'

Comprehensive reporting also allows Rory to manage his business better. 'Because complete



histories are available, I can quickly determine what plant is generating income. At a mouse click, I know how much any item has earned, how

frequently it was rented, and what its return on investment has been. This can help me to plan our future strategies for growth.'

Because Advent installed an integrated system, all relevant data entered into inspHire is instantly migrated to Sage Line 50 accounting for further analysis. This includes stock values, depreciation, complete nominal accounts, comprehensive sales ledgers, bank and cash, debtors and creditors, and similar data. Sage Line 50's own internal management reporting system enables Rory to keep his finger on the pulse of his business by allowing him to comprehensively analyse sales data, cash on hand, aged creditors, cash flow, and similar critical information.

The level of control and accountability that the system provides, capabilities that have recently been demonstrated, has impressed Rory. 'The new system has helped us to achieve ISO 9002,' he says. 'The inspectors were very impressed with the system's capabilities and accuracy of information, and I know that it helped us to achieve this benchmark of excellence.'

Serving Customers Better

The integrated inspHire solution helps hire companies to serve its customers better through a number of powerful capabilities: Easy to use, the system enables users to quickly and accurately locate available plant in stock, retrieve active customer data, and generate contracts, receipts, and invoices promptly.

'Each week, we E-mail or Fax our active customers with a 'What's Out/Where' report. This report reminds our customers of what they have hired from us, and how long they've had it. This is a critical report to busy contract and construction managers. At a glance, these people are reminded of what they have on hire from us, which helps them to better manage their projects. It has helped us to provide our customers with increased levels of service, fostering even better relationships with them.'

Advent for Dependable Solutions

Rory is very pleased with Advent and the integrated solution that they have provided. 'When I decided that we required a new software system, I looked at a number of options but wasn't satisfied. Then I talked to Mark Reid in Advent.

'They have consistently provided us with exceptional advice, great backup, and I've found the people to be both professional and easy to work with.

Rory concludes, 'without a doubt, I recommend this integrated inspHire-based hire solution, the team from Advent, and their insightful recommendations. I'm lucky to have come across this solution, and the control and efficiency that have been achieved by integrating inspHire with Sage Line 50.'

At a Glance

Technology Used

- inspHire Office Edition
- Sage Line 50 Financial Controller

Customer Usage Details

- Number of locations: 2 depots
- Number of users: 10

What is it used for?

- Financial management & analysis
- Stock & asset management
- Line item revenue analysis
- Control purchase order processing
- Monitor 'What's out/where'

Quantifiable Benefits

- Improved customer service
- Efficient hire contract processing
- Faster business processes
- Enhanced management reporting
- Faster on-hire/off-hire procedures
- Better integration between company locations

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