

Stop Press

McGrath RentCorp Go-Live with *rentalresult* in North America



rentalresult
RENTAL, SALES & SERVICE SOFTWARE

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Following a successful pilot, McGrath RentCorp is now live on the *rentalresult* application throughout North America.

After reviewing the major ERP applications they decided that only Result Group had the level of rental expertise and application functionality to deliver their complex business requirements. As a leader in their industry with a diverse range of equipment it was key that the chosen solution was flexible enough to provide a single core solution to all of their businesses, whilst providing for the individual needs of each business.

“We are very excited with our successful launch of the first phase of the *rentalresult* application. The new system will provide us with a powerful tool to support the growth of our businesses in the years ahead.” said Randle F. Rose, Chief Administrative Officer of McGrath RentCorp. “After an extensive evaluation of rental application software providers, we chose *rentalresult* based on its ability to best support the needs of a diversified equipment rental business operating in many geographic regions. The *rentalresult* application replaced a number of internally developed systems and we’re looking forward to utilizing more of its functionality in the future. The *rentalresult* team members were able to understand the unique needs of our rental operations and provide a solution that greatly enhances our ability to serve our customers.”

“The successful implementation of *rentalresult* at McGrath RentCorp was only achieved through the excellent partnership that our companies developed. The McGrath RentCorp Implementation Team have been great to work with as they understood what they need from the software systems today and in the future” says James Horsfall Sr. Vice-President for Result Group. “As we continue to grow in North America, we look forward to building on this excellent relationship and becoming part of McGrath RentCorp’s continued success.”

About McGrath RentCorp:

Founded in 1979, McGrath RentCorp is a diversified business to business rental company. Under the trade name Mobile Modular Management Corporation (Mobile Modular), it rents and sells modular buildings to fulfill customers’ temporary and permanent classroom and office space needs in California, Texas, Florida, North Carolina and Georgia. Under the Mobile Modular Portable Storage trade name, the Company rents portable storage containers at many of its Modular locations. The Company’s TRS-RenTelco division rents and sells electronic test equipment and is one of the leading rental providers of general purpose and communications test equipment in the Americas. Under the trade name TRS-Environmental, the Company rents and sells environmental test equipment in the Americas. The Company’s subsidiary, Adler Tank Rentals, rents liquid containment solutions including environmental and industrial applications for storage of hazardous and non-hazardous liquids.

About Result Group:

Result Group has been selling specialist software to companies renting out assets, eg Cranes, Tools, Heavy Equipment, Aerial, Modular Space, Computer Hardware and Test & Measuring Equipment since 1994. Using our extensive knowledge of rental we have created an innovative and leading industry solution. Our java-based product, *rentalresult*, manages all aspects of rental including order processing & fulfilment, sales management, asset lifecycle & inventory, servicing, financials and CRM. In an industry where outdated technology is the norm, Result's innovative approach provides significant competitive advantage. Customers identify benefits through breadth and depth of functionality; flexibility, web-enablement and ease and speed of use.

Result Group has offices in Manchester UK, Phoenix AZ and Atlanta GA.

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