



Straight from the customer

Taylor Rental Center Greenville, Mississippi



Clay Nicholson

had been a satisfied Solutions customer for eight years when he decided that the timing was right to consider a Windows-based system. Clay took his time and investigated several other rental systems, comparing capabilities and suppliers before choosing Enfinity. A believer in the benefits of integration, Clay uses Enfinity with CAD software and other applications.

“The transition to Enfinity was extremely smooth.”

Clay Nicholson, Manager

expectation **Windows**

We had run the business on CounterPro for seven or eight years, and were happy with it. It's a good, solid, strong system. But we got to the point where we were looking for something more Windows-based. We're doing parts ordering and other things online now, and we wanted a way to incorporate all of that into one system.

We looked at several different rental software programs over two or three years, and decided that Enfinity was the way to go. Things like driver's license scanning and credit card swipes ... they're so easy with Enfinity.

expectation **Smooth transition**

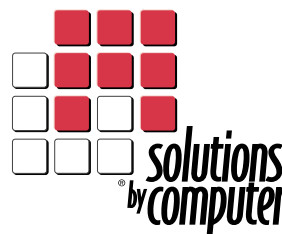
The conversion to Enfinity went smoothly for us. We made the decision to implement some of the applications in stages: We started running purchase orders and work orders

about four months after we went live at the rental counter.

We expected to have some minor frustrations - you have to expect that when you install any business computer - but there weren't many issues and they got solved quickly. It was mostly a case of us getting used to a Windows system after using a Unix-based system for so long. Different systems do things different ways. Our employees and customers can see the benefits of Enfinity.

For one thing, Enfinity has really sped up the process of writing contracts, which our customers appreciate. And our account

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customers can go online, log onto our website and actually view their statements any time they want. We've never been able to offer them that capability before.

Enfinity is also very fast at producing reports. One of the things I really like about the system is that, when we run a report, it goes to "View" first so we can review it before we print it and make sure it's exactly what we want. That's definitely an A+ feature with the system.

expectation Party rental management

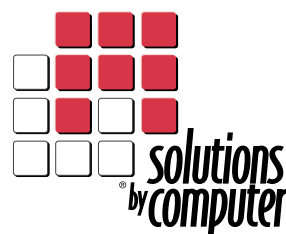
About 60 percent of our business now is focused on party and banquet rentals. We rent everything from tents, tables and chairs to dance floors – just about anything you can imagine for a party. We still service contractors and homeowners, but people here in the Delta like to party, so that's our bread and butter! Enfinity has turned out to be a great fit for both sides of the business.

One of things I really like about Enfinity for party is that we were able to incorporate the PartyCAD software. The Solutions development team integrated PartyCAD with Enfinity, so that when we go out to a jobsite and take our

measurements, we've got a CAD system that we can use to draw it all out. And with the integration, the inventory numbers in PartyCAD match the inventory numbers in Enfinity. We just click a button and it transfers everything from PartyCAD to the contract. It saves us a ton of time. The integration is a standard feature of Enfinity now.

We feel that with Enfinity, we have every option open to us. At some point we may open a separate location for our party business and keep our current location for the tool and equipment business. That was in the back of our minds when we changed systems; we wanted a system that was really strong for the business the way it's set up now, but could also handle any changes we made in the future.

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