

# Sage 50 Canadian Edition Intelligence Is a Smart Tool for A & B Tool Rentals

A & B Tool Rentals Ltd. supplies contractors, businesses, and homeowners with tools and equipment from three locations across British Columbia. Since its inception in 1991, the company has entrusted its accounting and financial management tasks to Sage 50 Canadian Edition software. As the company grows and adds additional locations, its owners look for ways to make better, more informed decisions that will continue to drive success. The tool of choice for A & B Tool Rentals is Sage 50 Canadian Edition Intelligence software.

## Seeking Better Intelligence Reporting

"I am a hands-on business owner," says Aldo Chies, president of A & B Tool Rentals. "I have always kept on top of my business by monitoring metrics and looking for ways to improve. As my business grew, though, it became increasingly difficult to monitor all the various aspects of the business."

In addition to Sage 50 Canadian Edition, A & B Tool Rentals uses industry-specific rental management software to track its inventory of rental equipment and bill for its rental transactions. Both of these systems excel in their tasks, but communication between the two applications was nonexistent.

"When I heard about Sage 50 Canadian Edition Intelligence, it sounded ideal. When I spoke to Sage, they recommended a Sage Intelligence Specialist to help me implement the software and gain the most benefit from the solution."

## Expert Advice

Chies says the Sage Intelligence Specialist did an excellent job of configuring Sage 50 Canadian Edition Intelligence to draw data from both software applications. The result is a management dashboard that displays continuously updated key business indicators such as Top Customers, Average Revenue Per Hour, Utilization by Location, Number of Repairs, and Net Profit Margin.



## Customer

A & B Tool Rentals Ltd.

## Industry

Equipment and Tool Rental

## Location

Vancouver, British Columbia

## Number of Locations

3

## System

Sage 50 Canadian Edition Intelligence

Sage 50 Canadian Edition Enterprise

## Challenge

A & B Tool Rentals sought an affordable, efficient way to gather vital business metrics that could help management make better informed business decisions

## Solution

Sage 50 Canadian Edition Intelligence software delivers spreadsheet-based reporting within the software at a realistic price point.

## Results

Ability to combine data from multiple databases gives the company access to much needed Intelligence Reporting and metrics. The data is helping the company make strategic decisions that increase profitability. The solution will pay for itself within one year.

The reports are all fully customizable by A & B Tool Rentals, and using the drill-down capability it is easy to access the complete details behind the numbers.

### Monitor the Metrics

The Budget/Actual comparison of income and expenses from month to month and year over year is one of the metrics Chies likes to monitor. “Income data is held in our rental management application and our expenses are accumulated in Sage 50 Canadian Edition,” says Chies. “By reviewing this data in one consolidated view I can quickly spot trends or irregularities.”

Another Sage 50 Canadian Edition Intelligence custom report view displays the calculated revenue per hour of particular pieces of rental equipment based on the hours each was rented and the actual rental revenue. This kind of information helps the company determine whether it is time for an unprofitable piece of equipment to be retired.

The Sage Intelligence Specialist helped A & B Tool Rentals tailor several specialized financial report views, including one that Chies describes as a combination of a balance sheet and income statement. It presents current numbers and projects revenue throughout the year.

“Now I have gained one full day a month that was previously spent trying to consolidate data from two systems,” says Chies. “Now, data that used to take hours to gather, such as the long-term costs of a piece of equipment compared to its lifetime revenue, is instantly available to me.”

One area where the consultant proved invaluable, Chies says, was in suggesting alternative views of his company data. By configuring exception logic into the reports, Chies can quickly detect anomalies, outliers, and errors in the data. “For example, we track the odometer reading of the equipment before and after each rental,” Chies explains. “A report can pick up errant readings such as an ending odometer reading that is lower than the beginning reading. The software also helps to identify changes in customer buying patterns, such as a drop in rental business from a major client.”

### About Sage

Sage is a leading global supplier of business management software and services for small and mid-sized businesses. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 12,600 people and supports more than 6 million customers worldwide. For more information about Sage in North America, please visit the company website at: [NA.Sage.com](http://NA.Sage.com). Follow Sage North America on Facebook, [Facebook.com/SageNorthAmerica](https://www.facebook.com/SageNorthAmerica), and Twitter, [Twitter.com/sagenamerica](https://twitter.com/sagenamerica).

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### Quick Return on Investment

Using the data provided by Sage 50 Canadian Edition Intelligence, A & B Tool Rentals is able to make strategic capital expenditure decisions based on utilization data, repair cost data, and product profitability data. And those decisions are paying dividends.

Even though A & B Tool Rentals has only recently implemented Sage 50 Canadian Edition Intelligence, Chies says that he can already tell the solution will pay for itself. “The return on investment is clearly there. Within one year, I expect the solution will have paid for itself several times over,” he says.

“The information that I am able to obtain allows me to see the big picture,” concludes Chies. “To continue growing this business, I rely on Sage 50 Canadian Edition Intelligence to keep me informed and ahead of the game.”

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—Aldo Chies, President, A & B Tool Rentals Ltd.