# Cost Justification Worksheet

| Justifications - Based on DAILY breakdown of FocalPoint Software Investment | |
|---|---|
| **Better Inventory Control** | **Minimum Savings per Day** |
| How many times have you lost a rental, and maybe even a customer, because you committed to renting equipment that wasn't available? FocalPoint Rental Software will enable you to keep track of your inventory like you never thought possible. Our powerful and fast real-time contract invoicing, reservation with calendar display, quotes, POS and other tools give you a world of knowledge at your finger tips. You'll have reporting feedback to know which types of rental items you should own more of, less of and good utilization and ROI tracking and much more! | **$20.00** |
| **Arm your customers and your employees with knowledge.** | **Minimum Savings per Day** |
| When customers understand your policies, and know how to use rental items safely and correctly before they leave the store, you both will look forward to seeing each other again and again. FocalPoint Rental Software can help you reduce unrecoverable damages or service calls by printing out instructions, waivers, and other important documents with the contract. It can also take some injury liability back to the manufacturer when the customer signs a manufacturer's warning sheet. Everybody's on the same page when equipment goes out, you get paid fairly when equipment comes back, and customers are happy with the knowledge and communication you were able to provide. | **$10.00** |
| **Billing for the CORRECT amount of time on rent, every time!** | **Minimum Savings per Day** |
| FocalPoint Software automatically calculates correct rental rates including possession time, meter overages, cleaning, delivery, damage wavier, merchandise sales and tax. | **$20.00** |
| **Professionalism Counts!** | **Minimum Savings per Day** |
| It is just as important to have a clean rental contract as it is to have clean, well maintained rental equipment and a clean showroom floor. Customers judge on professionalism. Your banker relies on you to provide accurate reports and records. The ease-of-use philosophy of FocalPoint Software allows you to focus your attention on your customers. You'll be confident that the information you're conveying is accurate, and the contract will be easy to read and understand for both you and your customers. | **$10.00** |
| **Efficient Accounting** | **Minimum Savings per Day** |
| FocalPoint Accounts Receivable and Purchase Order functions are integrated within the software, as is the ability to transfer data to QuickBooks and Peachtree from FocalPoint. Once you close a rental contract, you can invoice immediately to keep your cash flow timely. You won't have to enter transactions in to two different systems…FocalPoint Software does it for you! | **$40.00** |

| Software Return on Investment based on Potential Savings per Day | |
|---|---|
| Daily | $100.00 |
| Monthly | $3,000.00 |
| Annually | $36,000.00 |
| 5 Year | $180,000.00 |

*Please keep in mind there are many other features that aren't listed above that FocalPoint Software™ provides. These other features will help your company recover your software investment even that much more quickly. Also keep in mind your computer doesn't take vacation, get paid overtime and has a VERY good memory.*