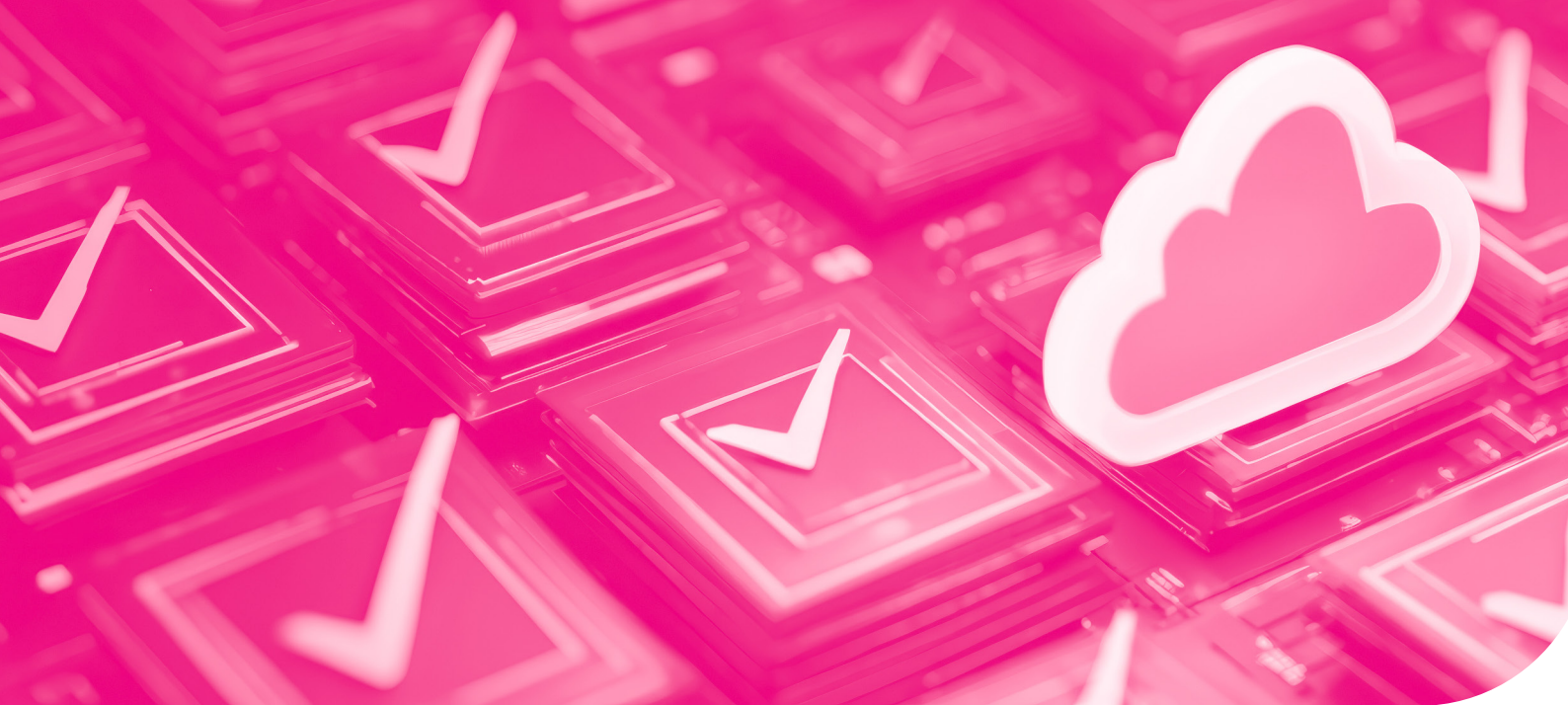




The Australian Hire & Rental Buyer's Guide



How to choose the right software for your business

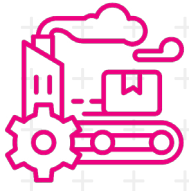
Running a hire business in Australia can be demanding. Many operators are still relying on spreadsheets, paper-based admin or outdated software. This creates inefficiencies, reduces utilisation, and limits visibility across the business.

The rental and hiring sector employ close to 244,000 Australians, representing about 1.7% of the national workforce. At the same time, small and medium enterprises make up 98% of all Australian businesses and contribute around one-third of national GDP.

These businesses are the backbone of the economy, but they often face the toughest operational challenges, from managing compliance with national safety standards to navigating the demands of large infrastructure and mining projects.

Without the right systems, hire companies risk being slowed down by manual work, duplication and costly errors. The right rental software works with your business, your way, not against you, helping to boost utilisation, improve customer service and support sustainable growth.

This guide explores the key areas to focus on when assessing rental software and shows how the right solution can address the day-to-day challenges hire businesses face across Australia.



Increase Equipment Utilisation

For most hire companies, a significant portion of costs are tied up in fleet. Every day that equipment is sitting idle, it costs money.

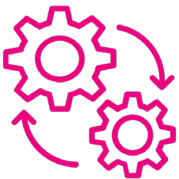
Maximising utilisation starts with visibility. A good rental management system will show you at-a-glance which assets are available, out on hire, being serviced or due back. It should help you reduce unnecessary rehiring, forward plan with confidence, and ensure you are making the most of the assets you already own.



Gain Clear Business Insight

It's almost impossible to run a modern hire business if your data is scattered across multiple systems or manual records.

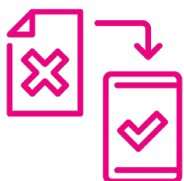
The right software consolidates information from every part of your operation into a single view. Dashboards and reports give you instant visibility of utilisation, revenue, costs and performance. With access to this information in real time, you can identify shortfalls, cut unnecessary expenses and make decisions with confidence.



Streamline Your Processes

Manual processes lead to duplication, delays and errors. A modern rental platform reduces administration and makes it easy for your team to get work done.

By centralising pricing, availability and customer information, your staff can generate quotes, create rental contracts and view customer history within seconds. This speeds up order processing, ensures accuracy, and allows your team to focus on serving customers rather than managing paperwork.



Go Paperless and Mobile

Paper-based systems slow down your business and increase the risk of error. Digital solutions remove the need for forms, filing and physical records, creating a clear audit trail that is more efficient and reliable.

Mobile access is equally important. Your team needs to stay connected whether they're in the yard, on site or on the road. With the right system, staff can capture electronic signatures, record equipment condition, complete inspections, manage breakdowns, allocate assets and carry out stock takes from anywhere. This improves efficiency and keeps your business moving without interruption.



Stay Connected, Even When Offline

Cloud software gives you the flexibility to run your business anywhere, but many Australian hire companies worry what happens if the internet drops or they need to work in a dead spot. The right solution should include mobile tools that work offline as well as they do when they're connected to the web.

That way your team can still record deliveries, capture digital signatures, complete inspections, and track equipment when connectivity is interrupted. Once the connection is restored, everything syncs automatically. This ensures operations keep moving, jobs aren't delayed, and customer service doesn't suffer.



Enhance the Customer Experience

Customer expectations are higher than ever. They want fast responses, accurate information and the ability to access services when it suits them.

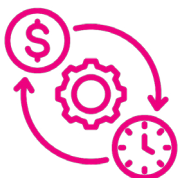
An effective rental system can support self-service by providing online portals where customers can view contracts, invoices and hire history. Some solutions also allow customers to browse equipment, check availability and place orders at any time of day with customer specific pricing and visibility of real-time inventory. This not only improves service but also opens new revenue opportunities and reduces the burden of handling ad-hoc requests.



Improve Payments and Cashflow

Getting paid quickly is critical for hire businesses. Traditional payment methods can slow down cashflow and increase the risk of overdue accounts.

Modern solutions support payment methods such as secure pay-by-link options, where customers receive a link to complete payment online. This speeds up the process, reduces administrative overhead and provides a smoother experience for customers.



Sustainability Meets Efficiency

By digitising rental operations, the right rental software solution helps in reducing the environmental impact of your organisation. There is no need to print quotes, contracts, invoices or delivery documents. Integrated electronic signatures on delivery and secure online storage eliminate the need for paper-based workflows, helping your business go green while also boosting efficiency.

This paperless process not only streamlines operations but also supports broader sustainability goals by minimising resource waste and reducing the carbon footprint associated with traditional paper handling.



Compliance Made Simple for Equipment Rental Businesses

Australia's rental industry operates under strict regulations for equipment safety, inspection and maintenance. The right rental software solution helps businesses stay compliant by linking service schedules, inspection records and safety certificates directly to each asset.

This ensures operators can demonstrate that capital equipment such as access gear, earthmoving machinery or power tools has been maintained and tested in line with industry and regulatory standards.

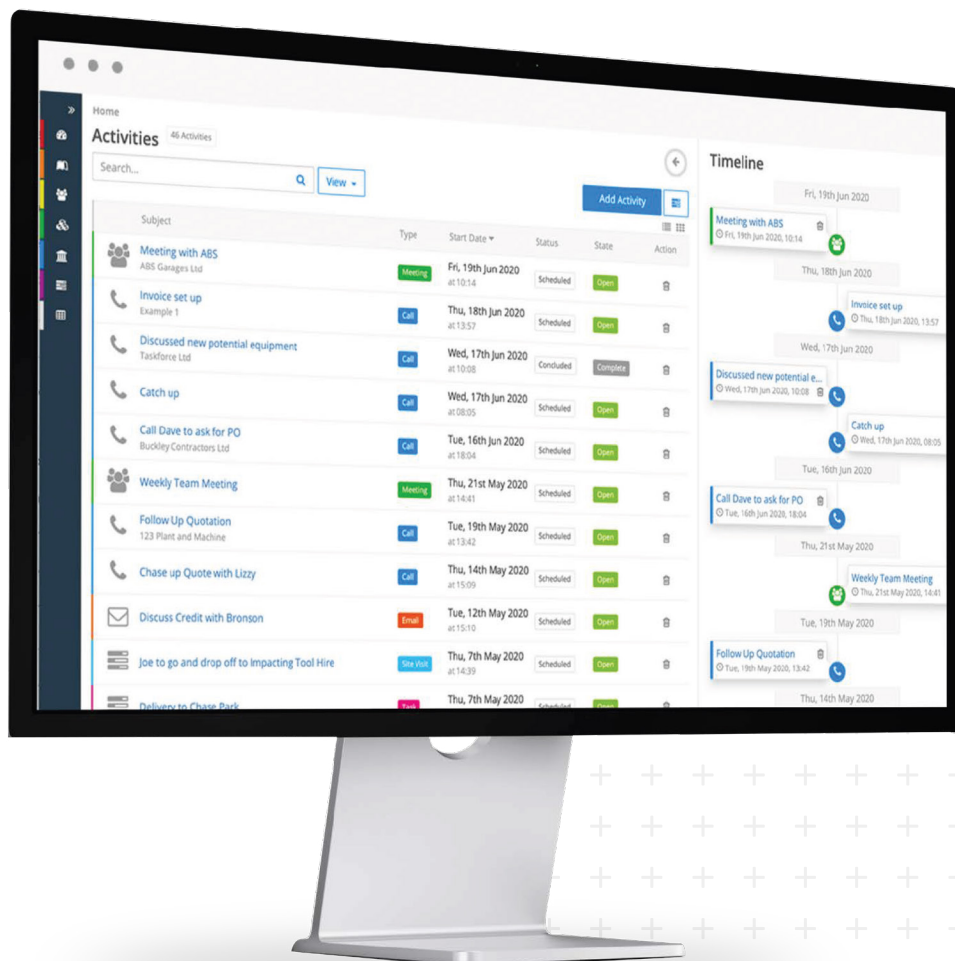
Automated reminders and digital record keeping reduce the risk of missed inspections, while audit ready histories provide transparency when dealing with Work Health and Safety (WHS) requirements or equipment hire standards. With the right system in place, rental companies can confidently meet compliance obligations while protecting customers, staff and their investment in valuable assets.

These are just a few of the areas where the right technology can transform the way you run your business. The challenge for many hire companies is finding a solution that brings all these benefits together in one easy-to-use system.

Introducing OnRent Go

For Australian hire companies moving off spreadsheets or outdated systems, OnRent Go is the better choice. Built for asset intensive industries such as civil construction, infrastructure, mining and equipment hire, it delivers a complete and easy to use platform without the hidden costs or complexity of offshore competitors.

With local support backed by global investment, OnRent Go combines world class cloud technology with compliance tools for inspections, service schedules and asset tracking, features that others often charge extra for. From quoting to invoicing, it helps rental businesses stay efficient, compliant and customer focused in a market where falling behind is not an option.



What sets OnRent Go apart: Designed for Australian hire and rental businesses

Purpose built for equipment, tool, civil, construction and infrastructure hire companies, delivering the functionality you need without enterprise complexity.

True SaaS, built for hire

OnRent Go is a genuine SaaS solution, not a re skinned or server product. That means faster performance, automatic upgrades, no expensive hosting costs and the flexibility to run your business anywhere.

Built for the Real World, Online or Offline

OnRent Go is designed for the realities of hire businesses across Australia where internet connectivity cannot always be guaranteed. With offline-ready mobile tools, your team can keep processing hires, inspections, deliveries and returns even when the connection drops. As soon as you are back online, data syncs seamlessly so nothing is lost, and your operations never grind to a halt.

Fast to set up, easy to use

Onboard quickly with intuitive, yet powerful, software your staff can master in days, not months, without the usual heavy IT overhead.

Complete rental lifecycle

Quote, hire, service, return and invoice all in one system. Maintain accurate asset records, reduce double handling and stay audit ready for WHS compliance.

Seamless local integrations

Connect directly with packages such as Xero & QuickBooks to eliminate manual entry and keep finance, logistics and operations in sync, saving hours every week.

Scales with your growth

From single site operations to multi depot businesses, OnRent Go adapts as you expand without the need for costly re platforming.

Affordable and flexible

Access advanced rental technology with predictable monthly pricing and no long term lock in contracts.

Compliance built in

Stay audit ready with digital inspection records, service histories and safety certificates all linked to your assets. The system helps you meet WHS requirements, reduce risk and respond quickly to regulatory demands without the paperwork.

Where other systems fall short by being too complex, costly or restrictive, OnRent Go delivers a complete and easy to use platform designed to tackle the real challenges faced daily by Australian hire businesses.

Take the Next Step

The hire industry is moving fast and those stuck on server based, outdated systems with clunky user experiences are falling behind. Now is the time to modernise with true SaaS.

OnRent Go gives you a future ready platform that is always up to date, easy to use and built for the demands of Australian hire businesses. Boost utilisation, streamline operations, strengthen cash flow and stay compliant without the burden of old technology.

Start today with a free trial or personalised demo and see how OnRent Go helps you lead, not lag.

Get in touch with our team today to request a free demo of OnRent Go.



[Talk to the team](#)

[Request a demo](#)

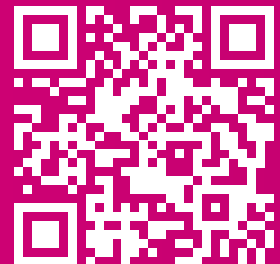
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About Klipboard Solutions:

Technology solutions that power success

Flexible supply channels are key for wholesale distribution companies to stay successful. Klipboard's range of ERP and business management solutions offer various modules designed to boost profitability and enhance customer service.

Our solution integrates and optimises production processes with industry-specific tools that boost efficiency, reduce downtime, and streamline your operation.



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