



EUROPEAN  
RENTAL  
ASSOCIATION

# Workshop Technical:

*Is rental more than sharing in terms of asset management?*

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Technical Committee Chairman*



*Please react on Twitter, @era\_rental, #eraconvention2019*



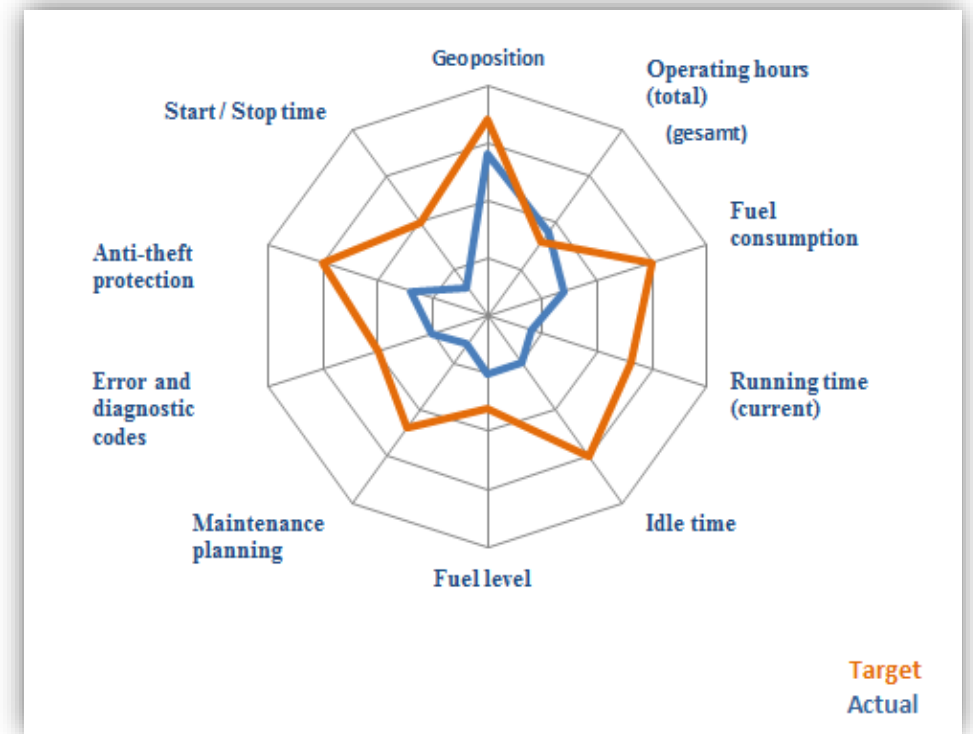
- 1. Mission Statement and Committee Goals**
- 2. Current topics of the Committee**
- 3. Review face-to-face meetings in 2018 / 2019**
- 4. Presentation on “The New ERA TCO Calculator” - Gian Luca Benci**
- 5. Workshop**

**Making it safer, easier, cost effective and sustainable for the rental industry by working together with equipment stakeholders on:**

1. The key drivers of the total cost of ownership (damages, accidents, maintenance, parts management, PDIs, etc.)
2. Standardization and alignment wherever possible (data, decals, tie down points, instruction manuals, etc.)
3. Framework of training (skill level, e-learning, etc.)
4. New legislations impact on rental industry
5. Telematics (connectivity, IoT, etc.)

## Telematics standards

1. What is my machine doing?
    - Hardware reveals status and activity: hours; fuel burn; alerts and diagnostic codes
  2. Where is my machine located?
    - GPS satellites provide precise location and movement
- Telematics provide a real-time access to machines





## Works of the Committee on Telematics:

1. Survey to the rental companies and to the OEMs to better assess their needs and expectations in terms of Telematics
2. 9 Face-to-face meetings organised in March 2019 focusing only on Telematics
3. Preparation of a list detailing what the rental companies want to achieve using telematics
4. Workshop organised in September 2018 with rental companies and OEMs



## Pre-delivery inspection (PDI)

- Plays a key role in product assurance and control
- complete and thorough examination of every aspect of the machines, from the exterior panels to the interior, mechanical parts and electrics.
- defects are identified and noted and repairs can be done on the spot

## Works of the Committee:

- Preparation of an ERA recommendation to the OEMs on the improvement of the quality of PDIs

## Building information Modelling (BIM)

- generation and management of the physical and functional information of a project
- digital files are generated that describe every aspect of the project and support decision-making and performance throughout a project cycle



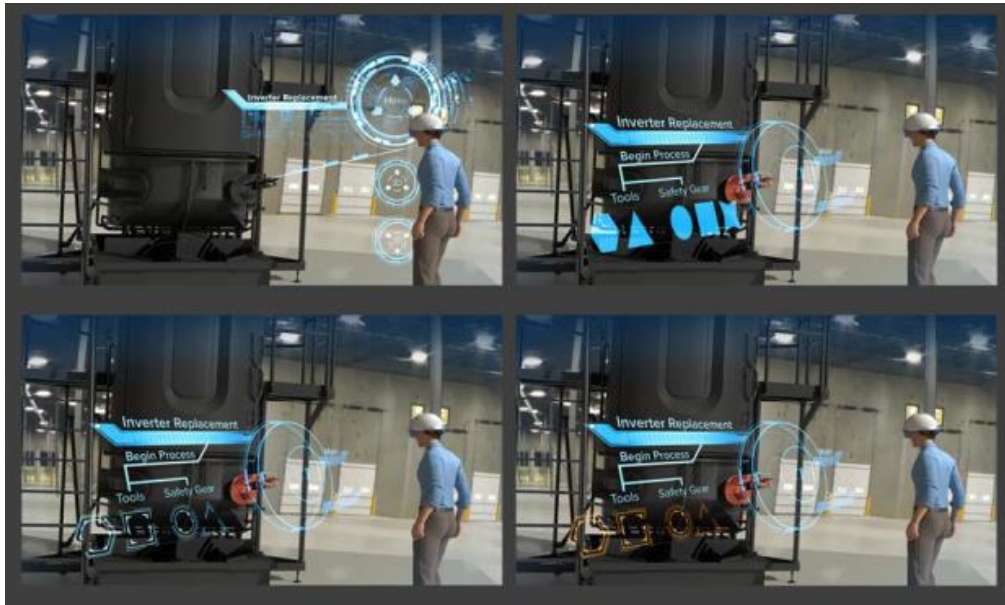
## Works of the Committee on BIM:

- The role of the rental companies is to connect the OEMs and the customers:
  - Request to the OEMS that all the models are available on the websites of the OEMs.
- The topic will be addressed in the October meeting.



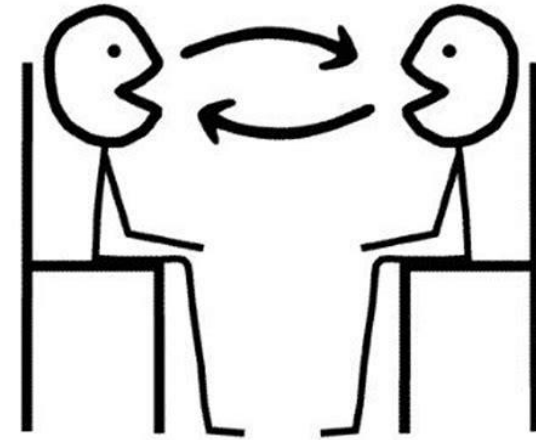


## Rental Trainings

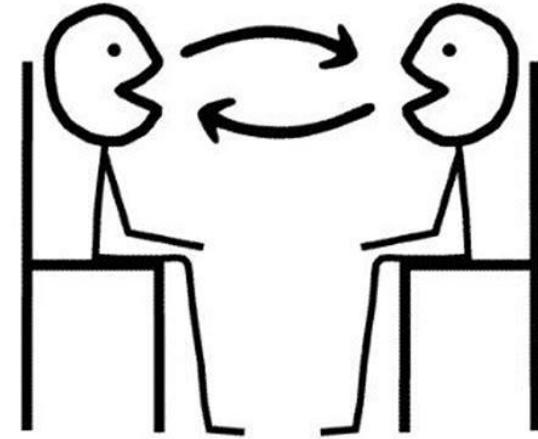


## Works of the Committee on Maintenance Training:

- **Definition of 4 levels of maintenance:**
  - **1<sup>st</sup> Level:** Simple actions required for the operation and carried out on easily accessible parts, in a safe way, using support equipment built in the item.
  - **2<sup>nd</sup> Level:** actions requiring simple procedures and / or easy-to-use support equipment (built in the item or external)
  - **3<sup>rd</sup> Level:** operations requiring complex procedures and / or complex to use or to implement portable support equipment
  - **4<sup>th</sup> Level:** actions implying the know-how of a technique/technology and / or the application of specialized support equipment
- **Preparation of a support document to the OEMs describing the standard check-in procedure in a rental branch**



- Still a very positive feedback from the OEMs
  - Telematics focused face-to-face meetings well received
- Increase of the quality of the meetings on both sides
- Timeline with 1 ½ hours per meeting is well accepted but could be increased when a specific topic is addressed (like Telematics)
- Again positive results on the technical Committee works



**Next Face to Face meetings planned on 9th of October 2019 in Ingolstadt**

**Next topics for the Committee:**

- Telematics
- Technical training and education
- Quality of PDI / PDI issues
- BIM (Building Information Modelling)
- PIM (Product Information Management)