



RMI Corporation Case Reference

# A Storage on Wheels Leverages Cloud Power

**Customer:**

A Storage on Wheels

**Web Site:**

StorageonWheelsVegas.com

**Customer Size:**

1,200+ Containers/Trailers

**Location:**

Las Vegas, Nevada

**Industry:**

Storage Trailer & Container



**About A Storage on Wheels:**

In business over 45 years, A Storage on Wheels provides storage and shipping containers to businesses and homes in southern Nevada. Dedicated to customer satisfaction, A Storage on Wheels offers customers the option of storing containers at their headquarters in Las Vegas or on their own site. Services include rentals, sales, modifications and storage. Joining in 2008, Malinda Beckwith (Minda) holds many roles at A Storage on Wheels including accounting, office management, and information technology (IT).



*“In an industry as unique as ours, it is wonderful to know that RMI can adapt ADVANTAGE to meet the needs of our company. And RMI’s Support team is fantastic! They always have a solution for even our most industry specific questions ...a rare quality in this industry.”*

Minda Beckwith, Controller  
A Storage on Wheels

**The Challenge:**

A Storage on Wheels, in business for 45 years and working with RMI since the 1990’s, chose ADVANTAGE to gain the benefits of a fully integrated business solution for the rental, sales and service industry. RMI’s software, coupled with deep industry knowledge, delivered a solution that fit their needs while helping them grow their business. ADVANTAGE was implemented as an on-premise solution, where the business purchased the software and the hardware on which to run the application. Over the years, A Storage on Wheels was responsible for maintenance fees on all of the resources involved with managing a business server.

In 2008, Minda Beckwith joined A Storage on Wheels and was tasked with further streamlining operations and upgrading the business solution to gain the benefits of the latest features. Her goal was to gain access to new features that would allow her to manage the business, and business systems, with a few key people.

**The Solution:**

When A Storage on Wheels inquired about upgrading, RMI offered two choices; perform an on-premise upgrade, which would require an investment in hardware and upgrade services or switch to the ADVANTAGE Cloud.



## Software & Services:

### ADVANTAGE Cloud

- RMI ADVANTAGE Software
  - Rental Management
  - Sales Management
  - CRM
  - Service Management
  - Parts Management
  - Purchasing
  - Manufacturing
  - Job Costing
  - Accounts Receivable
  - Accounts Payable
  - Bank Management
  - General Ledger
  - Credit Card Processing
  - Document Management
- Jet Reports
- CCH Sales Tax Updates
- Accessible anytime, Anywhere
- Full versions of Microsoft Office
- Quarterly Updates
- 18 Month Upgrades for all software technologies
- No Support Fees
- No Maintenance Fees for software or hardware
- Guaranteed offsite, nightly backups
- Add and subtract users as needed

## Hardware

- Accessible from Any Web Enabled Device
- No Servers required

## The Solution Continued...

Cloud computing offers substantial benefits over traditional methods of deploying business systems. The ADVANTAGE Cloud delivers a fully integrated operational and back office business management solution designed for an equipment rental, sales and service company. The Cloud also includes a more robust and secure network than A Storage on Wheels would have been able to implement and cost justify on their own. The quarterly update and 18 month upgrade schedule satisfied the business goal of access to the latest technologies to efficiently run the business.

For Minda, the decision was an easy one. A Storage on Wheels went live on ADVANTAGE Cloud in September of 2008.

*"In 2008, our hardware was reaching the end of its useful life and we were running an older version of ADVANTAGE. Since we didn't have an entire department devoted to IT, purchasing new servers and upgrading our software seemed like a daunting project." explains Minda. "It was then that we learned about RMI's ADVANTAGE Live option, now known as ADVANTAGE Cloud. When faced with the decision of how to update our business system in the most economical manner, with support and data backups we could trust; we chose to move our system to the cloud. We are very happy with our move to the ADVANTAGE Cloud and the many benefits it brings to our organization."*

## The Benefits:

► **Always Up To Date-** The greatest benefit of switching to the ADVANTAGE Cloud is the ability to use the latest advances released for RMI ADVANTAGE, automatically delivered and installed each quarter without hiring an outside IT firm for assistance.

► **Secure-** A Storage on Wheels also has peace of mind knowing that their business data is secure and accessible wherever business takes them. *"Most midsize businesses do not have the capability to secure their data as well as a professional data center"* commented Minda.

For More Information:  
[sales@rmiusa.com](mailto:sales@rmiusa.com)  
800.252.1005 x2

## About RMI Corporation:

Founded in 1983 and headquartered in Avon, CT, RMI Corporation is the leader in Enterprise Rental, Sales and Service Solutions delivered on a true Cloud model for mid-market companies. RMI's ADVANTAGE solution is a subscription based industry solution that includes software, server infrastructure, upgrades and services. RMI's services are delivered within the subscription fee, including implementation, training, data conversion, consultation and on going support to help their clients maximize efficiencies and reach their full business potential.

RMI ADVANTAGE is the only Certified for Dynamics NAV and Microsoft Certified Cloud Ready Solution for the rental, sales and service industry.

RMI has thousands of users, representing various segments of the industry, managing their business with ADVANTAGE. For more information on the ADVANTAGE Solution, Cloud and RMI Corporation, please visit our website at [www.rmiusa.com](http://www.rmiusa.com).

**RMI Corporation**  
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► **Cut Costs-** Delivered via a predictable subscription based schedule, A Storage on Wheels is able to plan their expenditures without surprises. The flexibility of ADVANTAGE Cloud in which users can be added and subtracted based on demand makes this solution ideal for any business looking to grow and manage costs.

The Cloud eliminates the need to budget for future hardware investments, maintenance fees or upgrades; saving the company both time and money.

## Follow-Up:

Today, Minda continues to be a strong advocate for RMI's Client Services team. The transition to ADVANTAGE Cloud was seamless and their personal ADVANTAGE consultant worked with them every step of the way. RMI's ongoing support, delivered by trained support specialists, and a 365/24/7 on-line support site, including hundreds of training videos and documentation, helps them gain the most benefit from their investment.

“*We needed support and backups we could trust, and needed our system kept up to date. We chose to move our system to the ADVANTAGE Cloud. We are very happy with the move and the many benefits it brings to our organization.*”

**Minda Beckwith, Controller**  
*A Storage on Wheels*

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