

**Client**  
**Muscat International Services - AVIS OMAN**  
**P.O.Box 833.PC 112**  
**Sultanate Of Oman**

**Employees:** 150+  
**Industry:** Car Rental Services

**Solution Implemented**  
**Focus RT**

“The reason AVIS chose Focus was its ability to provide the best of ERP system with integrated Rent-A-Car system as per local requirements. Though it was tough to chose Focus for Rent-A-Car system as Focus is well known for its ERP but they have proved that they can provide operational module as per user requirement that too within the defined implementation schedule.

Name: Anantha Padmanabhan  
Position: Finance Manager

---

### **Technical Situation**

Before the installation of Focus, AVIS was using manual system for customer agreement and a off-the-shelf accounting software which was used for back-end accounting after the invoicing and receipts were collected at different branches.

They need an integrated ERP solution that would streamline their business operations and remove all the manual processes.

#### **Focus RT Modules :**

General Ledger  
Accounts Receivable  
Accounts Payable  
Remote Connectivity to Branches  
Fixed Assets System  
Inventory Management

Rent-A-Car Module:    Rental Booking  
                                 Rental Agreement  
                                 Delivery  
                                 Replacement  
                                 Receiving  
                                 Transfer  
                                 Maintenance and Service History

### **Solution**

Focus Softnet offered its ERP solution called “FOCUS RT, an ERP software solution that has the capability to run from remote locations on a centralized database. The following features directly addressed in solving the primary requirements of the customer:

- Focus API were used to develop complete Rent-A-Car Module containing forms for Vehicle Availability, Customer bookings, Customer Agreements, Vehicle Replacement and Vehicle Delivery.

- Special reports like Expenses by Vehicle, Revenue by Vehicle were defined to give an operational viability and profit scenario.
- Focus provided an online connectivity with all locations of AVIS sales and operational office using the socks connectivity so as to have one single pool of data.
- Focus could very easily define accrual based accounting as the product is flexible to suit all standard accounting norms.

### **Benefits**

Focus RT back office system enabled the AVIS to have integrated operational and backend accounting application that gave crucial management information in real time. The solution enabled AVIS to have a centralized management system while having a distributed operating environment. The core benefits are as follows:

- Interactions between departments required for core tasks decreased considerably therefore reducing the time required for getting centralized information, which will save the business millions per annum in terms of manpower utilization.
- Integration between Sales operations at different branches and centralized accounting system helped AVIS in avoiding most of the manual work that were carried out earlier.

### **Client profile**

**Avis-Oman** is a part of the largest Rent a car System in the world directly linked with Avis's over 3,500 offices worldwide. It maintains a fleet of modern air-conditioned manual and automatic vehicles which include Mitsubishi Lancer and Galant, Suzuki Baleno, Honda Accord, Mazda Lantis and Cronos, Nissan Maxima and Sunny, Ford Escort and Taurus, Dodge Intrepid, Chrysler New Yorker, Nissan Patrol and Toyota Land Cruiser Four Wheel Drives. All vehicles are maintained to the highest Avis standards

In cooperation with Zahara Travel & Service Bureau, Avis shares office locations at Al Bustan Palace Hotel, Hotel Muscat Inter-continental, Grand Hyatt, Crowne Plaza Muscat, Crowne Plaza Salalah and has its office also at the arrival area of Seeb International Airport

### **Business Situation**

The customer was facing severe problems in their accounts due to manual accounting procedures. Maintenance of lease contract, renewals and replacement of vehicles were not streamlined and checking the availability of vehicles. With the help of API operational module for Car Rentals was developed and integrated with focus RT to solve the problems. rental agreement print was a dream for the customer through crystal report focus RT had solved the issue. Report designer of focus is giving all type of MIS report to the top management