



INTRODUCING THE UNITED RENTALS CONSOLIDATED RENTAL PROGRAM

Single Source Equipment Model Helps Large Contractors
Cut Costs and Improve Outcomes

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CONSOLIDATED RENTALS: THE EMERGING STANDARD FOR COMPLEX PROJECTS

Complex builds, expedited timelines, tight budgets and worker shortages put general contractors under constant pressure to increase productivity while maintaining safety. To drive efficiencies, increase visibility and contain costs, some of the nation's leading contractors are turning to a single vendor model for equipment procurement on large-scale construction and infrastructure projects.

These GCs are renting all the major pieces of equipment needed for a project, along with General Conditions assets, from one full-service vendor. They supply the equipment to trade partners and, in some cases, bill them for their share. As other companies see the value of this approach, more are exploring it.

For GCs, renting equipment for trade partners may be a conceptual leap, but the right equipment partner makes the logistics easy. Through the Consolidated Rental program, United Rentals provides customers with the equipment, digital tools and ongoing support needed to successfully capitalize on this approach.

The program integrates with United Rentals' comprehensive suite of services and solutions to create value above and beyond equipment rental, delivering overall project optimization while supporting safety, productivity and sustainability goals.

Read on to learn more about the Consolidated Rental program and how it helps large contractors reduce spending, improve field operations and achieve superior outcomes across a single project or across the enterprise.

Key Program Benefits

- ☑ Reduced equipment costs
- ☑ Increased productivity
- ☑ Safer, compliant operations
- ☑ Increased sustainability
- ☑ Streamlined accounting
- ☑ Simplified logistics for trade partners

THE UNITED RENTALS CONSOLIDATED RENTAL PROGRAM AND ITS CORE BENEFITS

With the United Rentals Consolidated Rental Program, general contractors rent equipment and allocate it to trade partners on requested schedules. Visibility into utilization via **TOTAL CONTROL®**, United Rentals' best-in-class worksite management platform, allows them to bill each partner according to use.

Enabled by Total Control and the world's largest and most comprehensive rental fleet, the program has the power to transform projects, potentially resulting in faster completion and a bigger bottom line.

Reduced equipment costs

A single source provider model reduces equipment costs for all parties, including owners.

- By renting equipment for all trade partners and tracking utilization through Total Control, GCs minimize equipment redundancy.
- Location and utilization data enables GCs to reduce hoarding and identify underutilized equipment, which they can return or allocate to another trade. Equipment costs go down for everyone when utilization increases.
- Renting equipment at monthly rates instead of shorter-term rates lowers equipment costs with no additional effort.

BONUS When GCs reduce the total equipment spend by increasing utilization, they can hand the savings back to the owner, exceeding expectations.

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Increased productivity

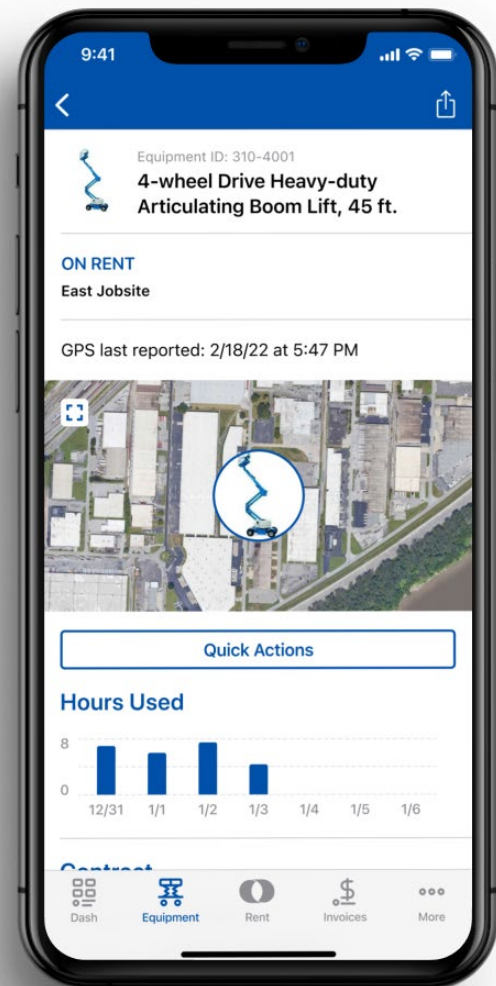
When crews have the equipment they need when they need it, uptime increases. Utilizing trade partner labor curves and past project experience, United Rentals can assist with equipment forecasting to ensure the best fleet mix for the project at every phase.

Through Total Control, project managers have clear insight into equipment utilization across the project and can address issues that could slow progress. For example, they can rent more forklifts or aerial lifts if data indicates those machines are overutilized.

The program also reduces equipment downtime and improves overall project efficiency by enabling resource sharing across trade partners and even across projects.

For some projects, United Rentals supplies one or more onsite technicians to keep the equipment in top operating condition. The presence of a skilled technician helps prevent equipment-related delays and allows for rapid response to equipment failures and a faster return to work.

On top of these benefits, GCs who leverage the Consolidated Rental program increase administrative efficiency by dealing with a single point of contact instead of multiple vendors.



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Safer, compliant operations

Increasing productivity is a win only when safety standards are maintained or improved. The Consolidated Rental program can help enhance project safety on several fronts.

Just-in-time delivery: A single source provider model reduces the number of vendors onsite and enables just-in-time delivery, which minimizes site congestion and traffic-related hazards. United Rentals delivery personnel have completed a rigorous safety training program and work with a safety-first mindset.

Newer, well-maintained equipment: The newer, well-maintained and regularly inspected equipment provided by United Rentals can perform more reliably than machines trade partners might bring to the site. United Rentals customers benefit from our rigorous equipment inspection protocols and maintenance schedules, which are dictated by telematics data such as engine hours or odometer readings.

Safety training: All customers have access to United Academy®, which offers a wide range of safety training courses designed to help reduce accidents.



Increased sustainability

Sustainability initiatives within the Consolidated Rental program focus on reducing the environmental impact of operations while maintaining high performance standards.

United Rentals’ sizable fleet of energy-efficient equipment, including electric and hybrid options and hybrid power systems, helps minimize carbon emissions and fuel consumption.

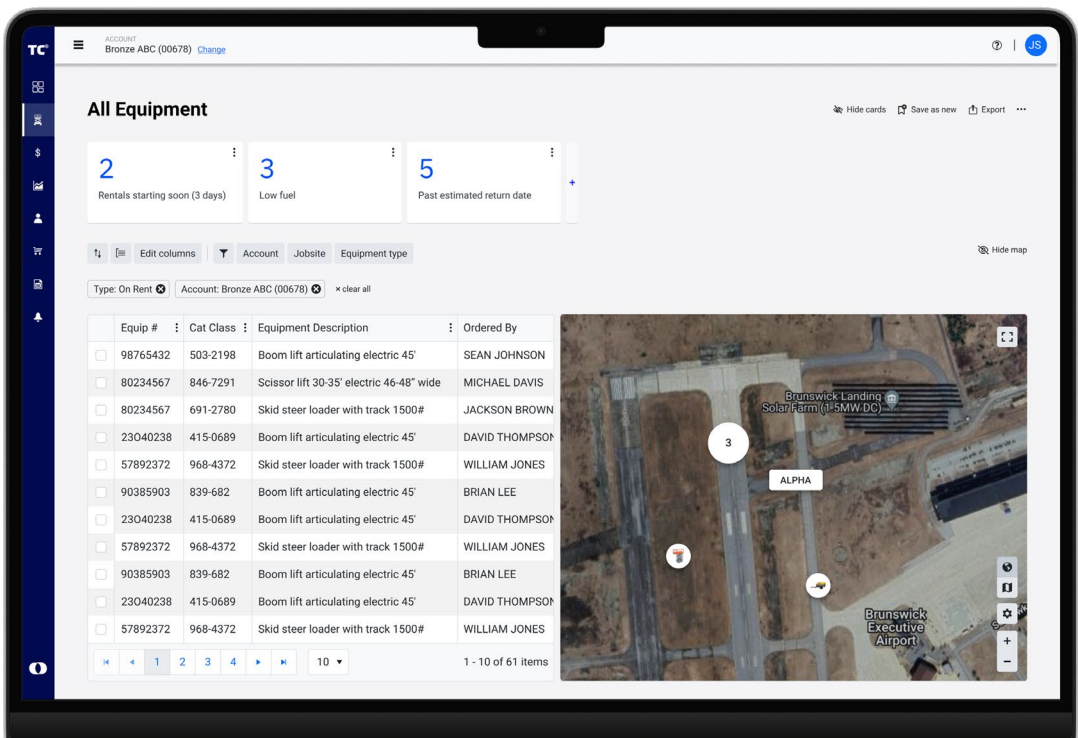
The program’s emphasis on equipment sharing and reduced idle time not only improves cost effectiveness but also significantly decreases the environmental footprint of construction operations.

In addition, well-maintained, modern equipment with advanced emissions controls helps ensure compliance with environmental regulations.

Estimated emissions tracking in Total Control allows contractors to make data-based decisions on how best to improve the sustainability of their operations.

Sustainability Levers

- ☒ Equipment sharing
- ☒ Modern, well-maintained equipment
- ☒ Energy-efficient equipment options
- ☒ Hybrid power systems
- ☒ Disposal and recycling protocols
- ☒ Emissions tracking



Streamlined accounting

By streamlining billing, a single source vendor model increases efficiency in the back office as well as in the field.

Typical equipment procurement models tie up teams of accountants with thousands of invoices from dozens of trade partners. When customers partner exclusively with United Rentals, accounting departments can receive a single consolidated statement each month. That statement represents all transactions and allocates charges to the appropriate parties. Depending on the structure of the contract, trade partners may receive a monthly bill.

On certain projects, United Rentals may create an onsite equipment yard and provide a coordinator to manage the yard, handle equipment deliveries and returns and review and reconcile each trade partner's equipment and usage billing with the trade partner's project manager.

From our customer

“United Rentals’ consolidated billing has been a game changer for the billing and collection process. United treats the consolidated billing as their own. They review invoices each month, ensuring accuracy and timely collection of payment.”

— Regional Accounting Manager, General Contractor for Hyperscale Data Center

Simplified logistics for trade partners

For trade partners, a single source provider model delivers logistical advantages. It relieves managers of the need to source equipment and stay on top of rental schedules and returns. Crews have access to the machines they need without delays or uncertainty. United Rentals can assist with equipment forecasting using proprietary benchmarks from similar past projects.

Because United Rentals takes care of scheduled preventative maintenance and required inspections, trade partners meet equipment safety requirements without having to spend time on upkeep and inspections.

UNITED RENTALS: A FULL PARTNER FROM START TO FINISH

Customers who leverage the Consolidated Rental program unlock opportunities to further boost safety, productivity and efficiency through access to United Rentals' innovative services and solutions.

Game-changing worksite innovations

From the earliest planning stages, United Rentals collaborates with customers to identify ways to improve complex projects and deliver measurable results.

Through its **Worksite Performance Solutions**, for example, United Rentals helps firms automate jobsite access management and implement **badge-based equipment access**. Operators use an RFID-enabled worker ID badge—the same one issued to enter the worksite at security checkpoints or **smart turnstiles**—to unlock equipment. Access rights can be granted in Total Control to individuals or trades on a one-to-many or many-to one basis.

Worksite Performance Solutions also helps contractors adopt more sustainable approaches to portable power, such as pairing generators with **battery energy storage systems** to dramatically reduce generator run time, fuel consumption and greenhouse gas emissions. **WEDGE™** allows contractors to remotely monitor temperature and humidity levels and run heaters only when needed vs. 24/7.

Innovative IoT offerings boost operational efficiency. The **ProBox OnDemand** is a tool storage box equipped with a telematics gateway to automatically record who removes which tool. Each tool is affixed with a Bluetooth asset tracking tag to enable tool tracking across the worksite. The **Supplies OnDemand** self-serve inventory management solution provides 24/7 access to PPE, consumables and parts.



Coordinated commissioning support

As a one-stop shop, United Rentals also supports coordinated commissioning, helping companies integrate commissioning requirements and create the necessary documentation from the early stages of project planning.

On complex and large-scale projects such as data center builds, United Rentals supports commissioning by:

- Eliminating the need to coordinate with multiple vendors.
- Improving planning and minimizing the risk of delays.
- Ensuring that the right specialized testing equipment is in place at the right time and that load banks are sized appropriately and placed in optimal locations.
- Engineering filtration systems to flush debris from cooling systems and protect equipment during operation.

With the help of United Rentals, contractors can drive efficiencies in systems testing for faster building occupancy. They can create an ideal testing environment, improve quality assurance and realize cost savings. When testing is complete, they can move testing equipment and expert personnel seamlessly from one project to the next, ensuring maximum utilization of these valuable resources.



READY TO TAKE THE NEXT STEP?

Large, multi-phase projects have gotten too complex and fast-moving for general contractors to go it alone without the help of trusted partners who can provide support and remove risk. United Rentals is there for customers every step of the way, from project planning to closeout, adding value at every turn.

For companies looking to explore a single source equipment procurement model, United Rentals is the vendor with a track record of delivering wins for large contractors across the country.

As a one-stop, cradle to grave partner, United Rentals brings the equipment, digital tools, experience and innovation that let contractors create safer, more productive worksites for their trade partners, increase sustainability and achieve unprecedented results across their entire project portfolio.

To explore leveraging the Consolidated Rental program on your next project, talk with your United Rentals account representative or [reach out to us here](#).

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