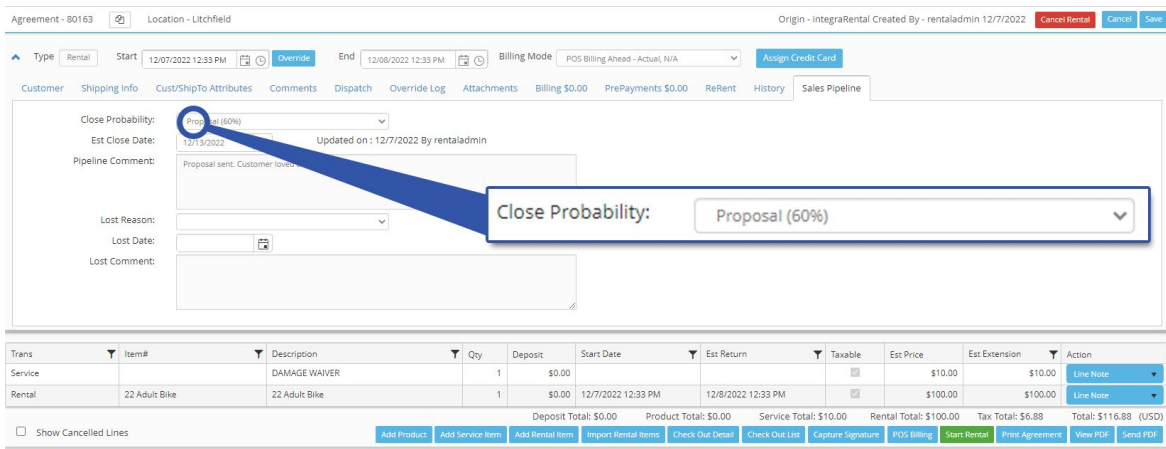# integraRental 14.0
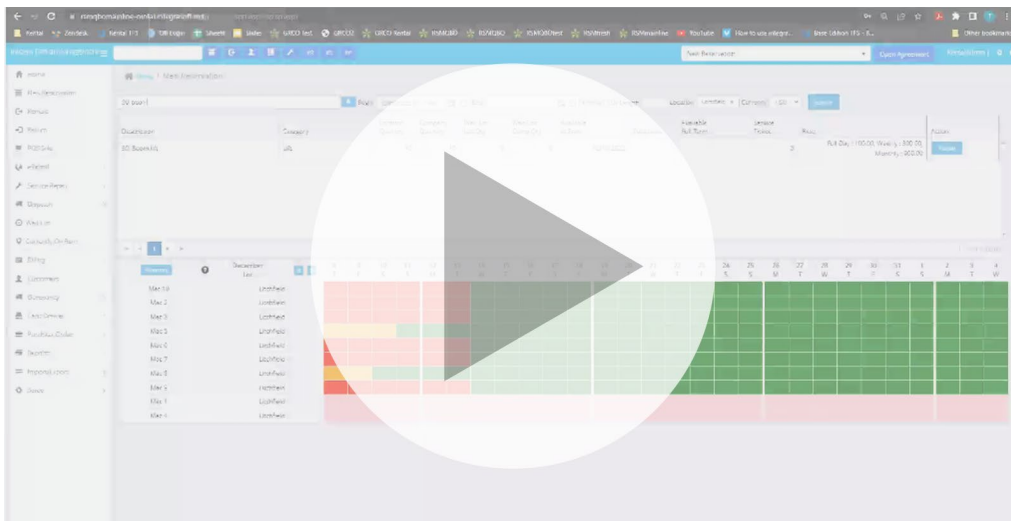## Updates starting week of December 15, 2022

Improving day-to-day operational ease and quality of life is the theme of integraRental release 14.0. integraRental now features a support dashboard, sales pipeline reporting, and multi-location rental fulfillment opportunities. Also included in this release are mobile app enhancements, purchase order improvements, and the introduction of multi-factor authentication.
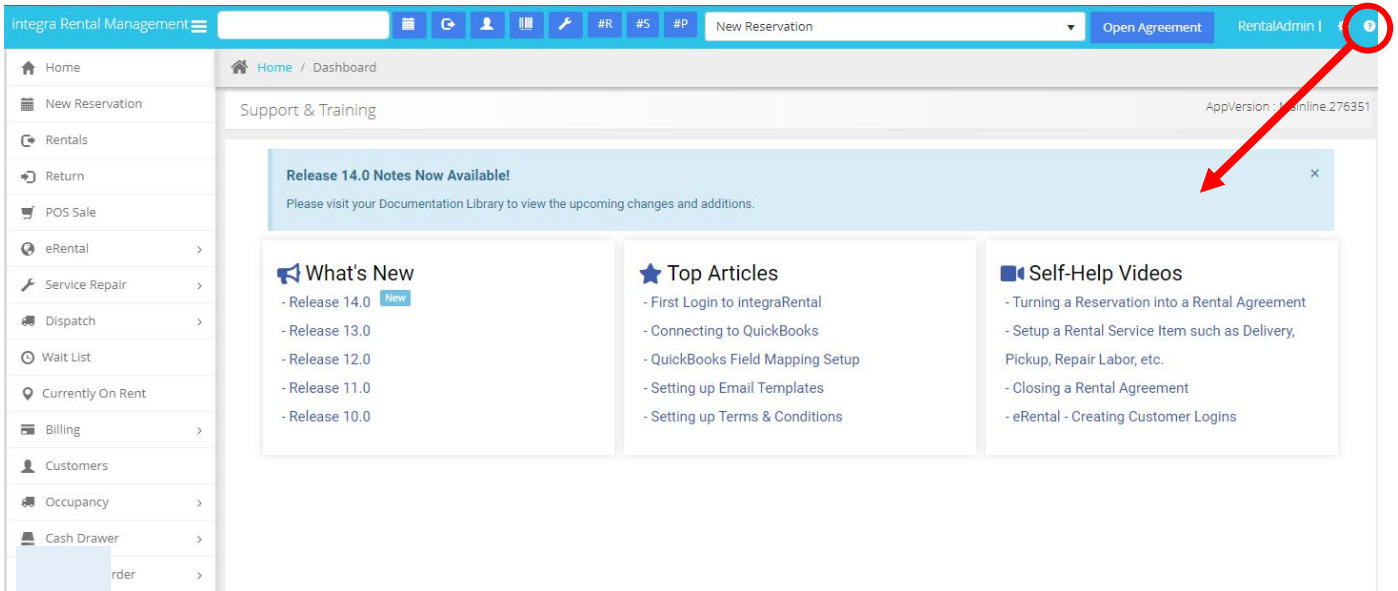
Brand New to integraRental 14.0

Sales Pipeline Reporting – With the new Sales Pipeline Reporting feature, users can easily track the efficiency of their sales reps, with better tracking of probabilities to close, sales stages, pipeline values, total sales, and when leads were created or closed. Users can also track the pipeline history of their sales team's closed sales. With this feature, users can now forecast potential future revenue based on confidence of closure percentages (pictured below). This report is found within the Revenue Report section.

Substitute Rental Asset – Take the guesswork out of the substitution process. With this update, users can now manage approved substitutions at the rental asset master level. Once an approved substitution is set up, substitutions display themselves in availability searches when there is unavailability of the searched-for asset. If a user wishes to rent an approved substitute, users will have the ability to use the rates of the originally searched-for item without having to apply any rate overrides. This feature is aimed at streamlining the rental substitution process. Please see the video below to view this feature in action.
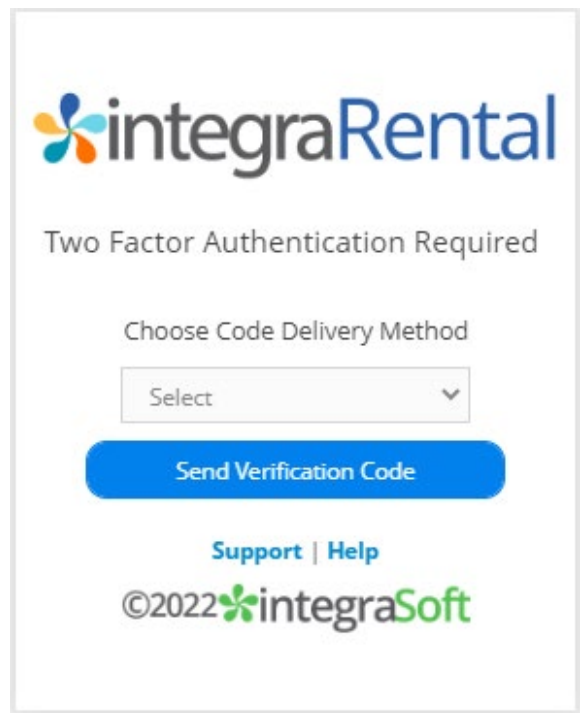
Support Dashboard – Stay in-the-know with our newly-designed support dashboard, designed to keep users informed of new features and any critical software notifications. Click the question mark (?) in the top corner to access this screen.

Security Multi-Factor Authentication for Rental Web – ft integraSoft has further enhanced security with Multi-Factor Authentication features. Users can now require Multi-Factor Authentication when signing in from a new web browser, a new mobile device, or after any password reset, adding a second layer of protection to your user IDs and the sign-in process.

This feature will originally be set to OFF by default in Release 14.0, but if you'd like this feature turned ON, please contact integraSoft support. All customers will have Multi-Factor Authentication (MFA) turned ON over the course of the next several months. Customers will then be able to opt out of MFA by signing a security agreement with integraSoft for their rental instance. integraSoft continues to focus on keeping IntegraRental and our customers as secure as possible.
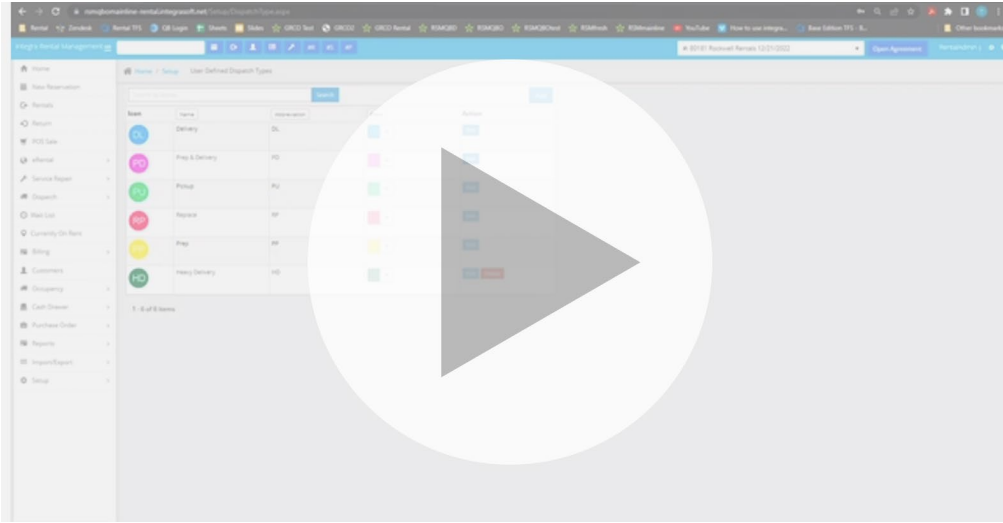
Updates to Existing Features

Auto-Create DA – Blocker – Users can now convert a Prep dispatch activity into a dispatch activity type of their choice, replacing the Prep activity instead of leaving it behind as a duplicate.

Click the image above to view a video explaining the new Auto-Create DA – Blocker feature.

Self-Service Email Credentials – Administrator level users can now make changes to the email credentials used when sending emails via integraRental. Add or Edit your email from address, email password, email server type and email port number from the new setup menu option "Email Settings".

COI Expiration Enhancements – When a customer's certificate of insurance expires, and the customer is set as "Damage Waiver = Never", the Damage Waiver will automatically appear as an option on future rental agreements. Users can then choose to update or delete the certificate of insurance information. With this feature, users close any potential opportunity for their item to be on rent without a COI or damage waiver present.

Purchase Order Enhancements – Additional fields and options have been added to the Purchase Order process, granting users better visibility of the status of purchase orders, options to indicate shipping requirements, and additional user comments.

integraRental Mobile Updates

Dispatch Unassign/Reassign – Mobile App users can now assign dispatch activities to other users in addition to themselves. Mobile App users may also change the assignment of pending dispatch activities.