

PRODUCT WORKFLOW STUDY

From equipment enquiry to an approved, accountable rental arrangement

A marketplace rental workflow showing how Corexa can connect buyer interest, seller review, availability, commercial terms, asset condition and return responsibility.

Evidence level stated clearly throughout

Repository-reviewed

Capability basis

Rental request

Primary workflow

Marketplace-linked

Participant model

Pilot required

Outcome standard



THE CHALLENGE

Why the existing process breaks down

Rental enquiries are more complex than ordinary marketplace purchases. The seller must confirm availability, suitability, dates, responsibility, condition and payment terms before equipment leaves their control. A simple contact form can begin the conversation but cannot safely represent the arrangement.

01

Availability is assumed

An interested customer can request dates without knowing whether the asset is actually available.

02

Suitability is not checked

The equipment may not match site capacity, event volume, power, water or transport conditions.

03

Terms remain conversational

Bond, delivery, servicing, damage and cancellation conditions can be spread across messages.

04

Approval has no state

Seller review, customer acceptance and confirmed rental may not be clearly distinguished.

05

Condition is not anchored

There may be no agreed evidence of the machine before dispatch and after return.

06

Rental history is separated

The asset record may not show who used it, where it operated or what happened during the rental period.

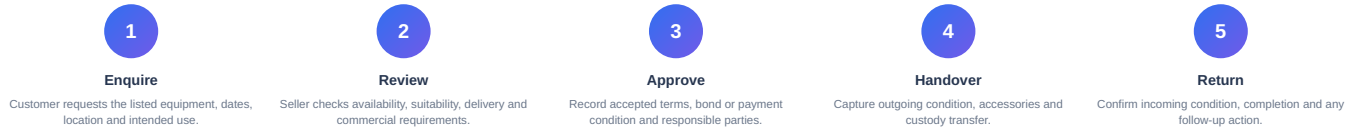
The central risk

The machine can leave the seller before availability, terms, condition and accountability have become one confirmed record.

THE OPERATING MODEL

A connected workflow around the machine

Corexa can treat rental as a request-and-review workflow connected to the marketplace listing and equipment record. Approval, dates, parties, conditions and later return evidence can remain visible.



COREXA CAPABILITY	OPERATIONAL CHANGE	WHY IT MATTERS
Marketplace rental request	Connects the enquiry to a specific listing and participant.	The seller can review the request with the intended equipment context.
Seller review state	Provides a workflow for approving or declining rental interest.	An enquiry is not mistaken for a confirmed arrangement.
Date and purpose context	Records the intended rental period and operating need.	Availability and suitability can be considered together.
Condition evidence	Can connect photos and notes to the equipment and handover event.	The parties have a clearer reference for return condition.
Messaging	Keeps questions and negotiation within the participant workflow.	Commercial and operational clarifications are less likely to be lost.
Asset history connection	Allows rental activity to contribute to the equipment lifecycle.	Future maintenance and availability decisions can consider prior use.

CREDIBILITY STANDARD

What is supported - and what is not yet claimed

A credible case study distinguishes repository evidence, real workflow scope and future outcome hypotheses. The evidence level below is deliberately explicit.

✓ Repository capability

The repository contains marketplace rental request and review routes, rental review pages, marketplace messaging and asset-history concepts.

✓ Workflow distinction

Request and seller review are represented separately from ordinary listing discovery.

✓ Credible limitation

Legal terms, insurance, payments, identity checks and condition acceptance require explicit deployed controls and appropriate agreements.

✓ Pilot requirement

A limited rental pilot should validate request quality, review effort, handover evidence and return reconciliation.

Not yet claimed: this case study does not present a measured productivity, revenue, accuracy or customer-satisfaction improvement. A controlled baseline and participant-approved result are required before those claims are published.

Measurement plan for the publishable version

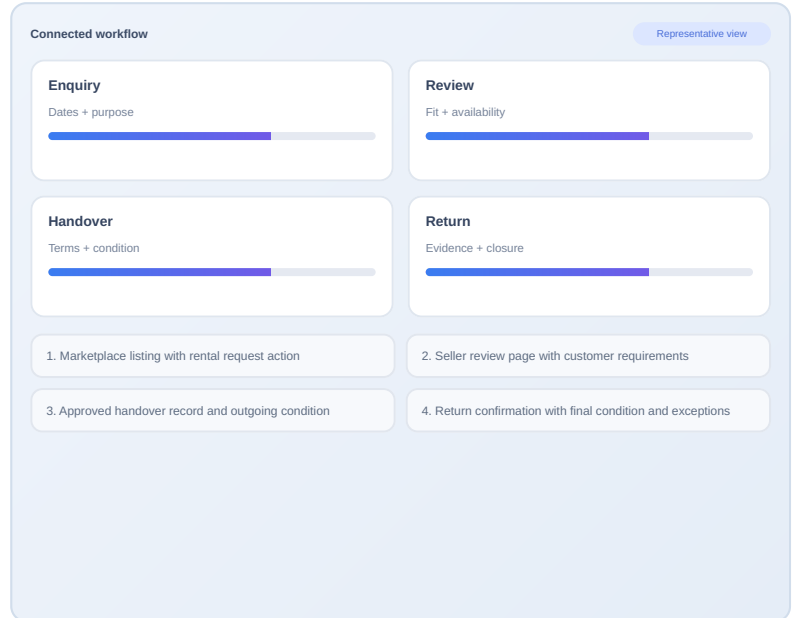
MEASURE	EVIDENCE SOURCE	CREDIBLE REPORTING
Qualified request rate	Rental request audit	Percentage containing usable dates, site, purpose and contact information.
Review turnaround	Request status timestamps	Median time from enquiry to seller decision.
Approval conversion	Rental request register	Approved rentals as a percentage of reviewed requests.
Condition completeness	Handover checklist	Percentage with outgoing and return evidence.
Availability conflict rate	Booking and request audit	Requests conflicting with another confirmed use.
Return exception rate	Return records	Rentals with damage, missing accessories or overdue return action.

"A rental listing creates interest; a controlled handover creates accountability."

MAKE THE STORY TANGIBLE

Show the full request, review, handover and return journey

Use one real listing and carry it through customer enquiry, seller review, approved conditions, outgoing evidence and return confirmation. Clearly state which commercial safeguards are active in the deployed version.



Recommended evidence-building sequence

Phase 1 - Policy definition

Document rental eligibility, terms, evidence and approval responsibilities.

Phase 2 - Limited rentals

Run a small, low-risk equipment cohort through the full workflow.

Phase 3 - Verified result

Publish review time, completion, condition and exception measures with legal review.

Build the publishable proof layer

Replace representative views with dated interface screenshots, a defined baseline, system-derived measures and an approved participant quotation.

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Publication note: capability descriptions are based on the Corexa repository supplied in July 2026. Confirm the deployed workflow, permissions, integrations and data quality before presenting a capability as a completed customer outcome.