

Merchants Leasing Chooses Odessa Technologies "Leasewave" For Its Management Solution

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Leading Provider of Leasing Software Solutions Aids in Improving Workflow for Fleet Management Company

Philadelphia, PA -Odessa Odessa Technologies (Odessa) the maker of LeaseWave, has conducted an extensive business process analysis of Merchants Leasing operations, with the ultimate goal of process improvement and re-engineering during the implementation of LeaseWave. The system will be delivered and installed in stages, configured and customized to tailor-fit Merchants present and future needs.

"With Merchants, we have the unique opportunity to capitalize on both our leasing and fleet management expertise. While our mainstay has been the equipment leasing business, LeaseWave has always had a vehicle leasing-dimension to it," says Madhu Natarajan, CEO of Odessa.

"When this is combined with our fully integrated fleet management product, we present a unique and attractive package for companies such as Merchants," he adds. One of Odessa's hallmarks is its ability to configure and customize its products for rapid and continuous business process improvement. LeaseWave 4.0, its latest Microsoft .NET based system is specifically geared towards this concept, making it a viable option for Merchants.

"We continue to experience significant growth driven by our core principles of offering fleet management solutions tailored to our customers' unique needs accompanied by superior customer service," says Robert Singer, Senior Vice President and Principal Merchants.

"We went through an extensive evaluation process before selecting Odessa. LeaseWave will significantly enhance our information management capabilities allowing us to drive a higher level of information right to our customer's desktops, increasing fleet management capacity and the overall the quality and effectiveness of our internal operations. LeaseWave will allow us to be even more nimble and flexible in creating customized products and services designed to address our customer's present and future needs," he adds.

About Merchants Leasing

Merchants Leasing (www.merchantsleasing.com) headquartered in Hooksett, NH has been managing and leasing fleet vehicles for more than 40 years, and is part of Merchants Automotive Group, founded by Irving Singer in 1962.

Merchants Automotive Group's primary focus is Merchants Leasing, and also includes a retail automotive dealership as well as other related automotive and real estate entities which are owned and actively managed by Irving Singer's sons. The same entrepreneurial, family and customer focused values that contributed to the company's success are embedded in today's culture and are evident in daily operations.

As a nationwide fleet management company, Merchants Leasing provides fleet solutions to some of the best known public and private companies across the country as well as offering GSA and government vehicle leasing programs.

About Odessa Technologies, Inc.

Odessa Technologies, Inc. is a software company exclusively focused on the leasing industry. The company is headquartered in Philadelphia, PA and employs a staff of 250 people. The LeaseWave[®] suite is a fully Internet-based family of products, providing an end-to-end lease and loan origination and portfolio management solution for equipment leasing and finance, vehicle leasing and finance and fleet management companies. The LeaseWave[®] suite is specifically engineered, to be configurable and customizable and accommodate even the most complex of business models, as evidenced by its diverse customer base.