

Merchants Leasing Chooses Odessa Technologies to Automate Front Office Operations

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Merchants Leasing, a member of the Merchants Automotive Group ("Merchants") family of companies, has selected LeaseWave[®], the lease and fleet management suite provided by Odessa Technologies, Inc ("Odessa"), to automate and administer the entire front office fleet management process including vehicle configuration, quoting, ordering, registration and delivery. Odessa's system will seamlessly integrate Merchants' front-end processes, systems, users, outside stakeholders and information using Lombardi Teamworks[®] 7 business process management suite. As a nationwide fleet management company, Merchants Leasing provides fleet management solutions to some of the best known public and private companies across the country as well as offering GSA and government vehicle leasing programs.

"Merchants made the decision to migrate its legacy core lease accounting and back office systems to LeaseWave several years ago", says Glen Villano, Chief Operating Officer. "That's why it was an easy decision to consolidate all of our front office and back office processes on one platform and a single database. LeaseWave is the only system we found that provided the level of flexibility and functionality we needed to manage our relatively complex business model".

"We're proud to have been selected again by Merchants," says Odessa's Kevin Schroeder, VP Automotive Vertical. "Repeat business, especially in today's market, is hard earned and cannot simply be assumed. Extending automation to the front-end processes of the specialized vehicle business is a natural extension to our existing implementation with Merchants, which includes fleet management, lease and asset management. What makes this project especially interesting is the seamless integration of our services oriented system into Lombardi, an industry leading workflow. The efficiencies that this will create are unprecedented in this vertical and make the project a very exciting one for us."

About Merchants Leasing

Merchants Leasing offers customers nationwide a total fleet solution which includes its unique No Risk closed-end lease option. Other comprehensive services include insurance and maintenance programs, fuel cards to manage mileage and gasoline expenses, local and nationwide delivery, and expert fleet management and administration. Merchants leases a variety of vehicles including cars, trucks and vans, law enforcement vehicles, handicap-equipped vehicles and more. Merchants Leasing is part of Hooksett based Merchants Automotive Group and a Singer Family Company which includes Merchants Auto, Merchants Service and CARQUEST Parts. For more information about Merchants Leasing, visit the company's website at www.merchantsleasing.com

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. 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.