

Odessa adds key enhancements to its Fleet Management software, LeaseWave FM

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Odessa Technologies, Inc. announced the addition of key functionality to its integrated fleet management system, LeaseWave® Fleet Management (FM). The new functionality will include significant enhancements to Card Administration and enhancements to fleet-customer policy management. The fleet management system is built as a part of Odessa's LeaseWave® suite of leasing products and fully interfaces with the existing back-end lease accounting and asset management system. Through these recent enhancements and additions to functionality, Odessa aims to add value to its customers businesses and to help them expand their product offering and further streamline their operations.

Through enhancements in Card Administration, users can now manage the entire lifecycle of the card. The issuance of cards is fully automated, by creating direct feeds to embossing companies and tracking the lifecycle of the card (from order to delivery to deactivation). Further, the cards can now be used for both fuel as well as maintenance-related purchases. The relationship between card, driver and vehicle is also very flexible, allowing for one-to-many relationships between each of these entities; of course, the administrator can control the nature each of these relationships by setting up user-defined business rules in the system; for example, only allow one card per driver that is independent of a car or, allow only one card per car, even if multiple drivers are associated with that car, etc.

Related to Card Administration, Customer Policy management functionality has also been enhanced to incorporate asset exceptions. Each customer can have multiple policies defined for their fleets (i.e. different policies for "executive" fleets vs. "salesperson" suites). Through enhancements in asset exception policies, the user can now define, on a policy by policy basis what should give rise to exceptions. For instance if only four new tires should be allowed over the life of a lease or within a certain period of time/miles, this can be defined as an exception. The system will issue errors (or warnings, as desired) if an exception is raised, requiring approval through a "workflow" based environment (whether from designated persons representing the customer or the fleet executive/administrator).

While we operate within our overall architectural vision of our product, we are proactive about responding to customer needs, says Jay Mehra, Chief Operating Officer. These recent enhancements are prime examples of just that, borne of customer request and ongoing efforts by our Research and Development department. Odessa has continued to enhance its suite for over eight years, resulting in a mature product that has comprehensive functionality. We try to look to other ways, beyond our Internet-based technologies to differentiate ourselves from our competitors; we hope our responsiveness to customer-experience is one such differentiating factor, adds Mehra

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.