

## Merchants Leasing Goes Live With LeaseWave® From Odessa Technologies

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Merchants Leasing, a division of the Merchants Automotive Group, Inc. announces they have gone live with the LeaseWave technology platform from Odessa Technologies, Inc. Merchants, a top ten national fleet management company started in 1962, specializes in providing total fleet management solutions to businesses and government agencies. Merchants is a family owned business headquartered in Hooksett, NH with more than 275 employees.

"Merchants distinguishes itself by providing customized services in an otherwise generic and very commoditized marketplace. The challenge was to leverage the power of technology to automate our highly customized services. Obviously this is not very easily done in any industry, let alone one as complex as ours. But through the implementation of LeaseWave, this is exactly the challenge that we have overcome. We are excited about the opportunity this holds for our future," says Glen Villano, Chief Executive Officer at Merchants Leasing.

"LeaseWave is a fully browser-based system and the only leasing suite built entirely on Services Oriented Architecture, offering the best-in-class platform for automation and integration with third party tools," says Kevin Schroeder, Odessa Vice President of Automotive Leasing & Fleet Management. "LeaseWave is engineered specifically to be configurable and customizable to tailor-fit each client's business, not just at implementation, but on an ongoing basis as requirements change. This gives our customers unprecedented flexibility in rendering and managing their products and services."

### About Merchants Leasing

Merchants Leasing provides customers nationwide a total fleet solution, which includes its unique approach to closed-end leasing in addition to traditional open-end options. Other comprehensive services include: insurance and maintenance programs, fuel cards to manage mileage and gasoline expenses, roadside assistance, accident and risk management, Telematics, 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, Inc. and a Singer Family Company which includes Merchants Auto, Merchants Service and CARQUEST Parts. Learn more about Merchants Leasing and its services by visiting [www.merchantsleasing.com](http://www.merchantsleasing.com).

### About Odessa Technologies, Inc.

Odessa Technologies is a software company exclusively focused on the leasing industry. The company is headquartered in Philadelphia, Pennsylvania and employs a staff of 300 people. Odessa is the developer of the LeaseWave suite of products, a fully integrated browser-based lease and loan management solution, providing an end-to-end origination and portfolio management system for equipment leasing and finance, vehicle leasing and fleet management companies. The LeaseWave suite is specifically engineered to be configurable to accommodate even the most complex business model, as evidenced by Odessa's diverse customer base. Learn more about Odessa Technologies, Inc. and its services by visiting [www.OdessaTechnologies.com](http://www.OdessaTechnologies.com).