

## **BrightGrid Solar, Inc. Goes Live With LeaseWave™ from Odessa Technologies, Inc.**

*BrightGrid Solar, Inc. ("BrightGrid"), a financial services company that makes switching to clean solar energy easy and affordable for homeowners, has gone into production with LeaseWave™, the lease and asset management suite developed by Odessa Technologies, Inc.*

Posted 09/29/10

BrightGrid Solar, Inc. ("BrightGrid"), a financial services company that makes switching to clean solar energy easy and affordable for homeowners, has gone into production with LeaseWave™, the lease and asset management suite developed by Odessa Technologies, Inc. ("Odessa"). BrightGrid will use the entire LeaseWave™ suite to collect each homeowner's current utility costs, develop a detailed proposal including analysis of lifetime energy savings, process the lease application and comprehensively manage the lifecycle of both leases and assets throughout the life of the contract.

"BrightGrid is in an exciting industry that is growing very rapidly," says Courtney Slata, Odessa Project Manager. "The company needed a flexible solution for their customers and business partners to submit applications online, automate the credit evaluation and documentation processes and service their portfolio on the back end. The pricing and accounting complexities inherent in this industry, such as Investment Tax Credits, needed to be fully automated. The seamless fluidity of the front and backend of LeaseWave™ makes it an especially powerful solution for BrightGrid."

According to BrightGrid CEO Stephen Crawford, "We partner with a select group of high quality installers to deliver a unique point-of-sale financing solution that dramatically simplifies the selling process. By leveraging the Odessa technology platform, we are able to scale rapidly and efficiently in this exploding market while realizing significant economies of scale in our business. This will be an important competitive advantage for BrightGrid in the marketplace."

About BrightGrid Solar, Inc.

BrightGrid Solar is a financial services company that makes switching to solar energy easy and affordable for homeowners who choose to lease, rather than buy, their solar systems. BrightGrid partners with a select set of high quality solar integrators in the markets it serves. These partners benefit from BrightGrid's sales support and tools, including software to prepare customized point-of-sale leasing proposals, applications, and documentation. Our mission is to facilitate widespread use of solar energy among homeowners nationwide and lead real environmental change with clean energy. BrightGrid was founded in 2009 and is based in New York City. More information is available at [www.brightgrid.com](http://www.brightgrid.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 140 across its offices. The LeaseWave<sup>®</sup> suite is a fully Internet-based family of products, providing an end-to-end lease origination and portfolio management solution for equipment leasing, vehicle leasing and fleet management companies. The LeaseWave<sup>®</sup> 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.