



NEWS RELEASE

FOR IMMEDIATE RELEASE:

**A Member of the TransPar Group of Companies Forms Strategic Partnership
with Mercury Associates, Inc.**

*TransPar Teams with Leading Fleet Management Company to Expand on
Transportation Solutions Provided*

Charleston, SC (May 23, 2018) – The [TransPar Group of Companies](#) announced today that one of its organizations, TransPar, which provides transportation management and staffing solutions, has formed a strategic partnership with Mercury Associates, Inc., the leading fleet management firm dedicated to providing independent technical assistance and advice to public and private organizations by leveraging technology, real-time fleet operating data, and analytics to pinpoint opportunities to reduce fleet costs and improve fleet performance.

“We are excited about this partnership with Mercury, a firm with a long history of providing consulting, information technology, and fleet management services to public and private sector fleet operations,” stated Doug Martin, President of TransPar. “With Mercury’s expertise providing solutions through a highly disciplined and focused approach towards fleet management, there are some great synergies for both of us. The combination of our subject matter expertise in fleet consulting and management services provides a unique opportunity for public and private sector organizations where transportation or fleet management is a mission critical function.”

Mercury is the largest dedicated fleet consulting firm in North America with clients in 42 U.S. states, plus the District of Columbia, and has worked in 6 of the 10 Canadian provinces and all of the territories.

“TransPar is a great group of transportation experts and we look forward to partnering with them and benefitting from their knowledge, products and services,” stated Paul Lauria, President of Mercury Associates, Inc. “Since Mercury works with fleet owners across a broad spectrum of industries, we also look forward to bringing our deep and varied knowledge of fleet asset management practices and technology to bear on some of the challenges facing the student transportation industry.”

Mercury's clients cross a range of industries and include federal, state and local government agencies, utility companies, Fortune 500 companies, small businesses, transportation services companies, transit authorities, school districts, and colleges and universities. Mercury provides clients with effective methods and tools for managing fleets.

TransPar remains successful with its contractor management approach and in assisting district-owned and operated transportation systems by helping reform school bus operations while reining in pupil transportation costs and improving inefficient routing and outdated technology.

The company has also successfully teamed with entities involved in desegregation programs that transport city students to suburban school districts and county students to magnet schools in cities. They have helped address unmanageable routes, driver shortages, and lack of transportation expertise and provided customized solutions featuring a new, zone-based busing system and phased-in implementation resulting in manageable routes, shorter rides, efficient routing, a more affordable system, and safe and on-time performance.

TransPar has enjoyed recent success expanding outside of the school transportation industry and delivering customized transportation solutions to the college student housing market. They were recently engaged by the largest, privately-held owner/operator of college and university student housing communities in the U.S. that decided to turn their shuttle services over to transportation experts. The property management company realized that transportation was not a core competency and that they needed a specialized firm to manage hiring and training drivers, shuttle maintenance, monitoring, scheduling, and other aspects of providing campus shuttle service.

"TransPar's innovative solutions, management services and integration are key tenants to this partnership and we look forward to collaborating with Mercury," added Martin. "Our strengths on the personnel and operations side, including policies and procedures and best practices, will be beneficial in this relationship. Mercury's expertise is similar but in different industries with technology being a key element. Exploring how their technology solutions can be transferred into the student transportation industry will be a focus of ours because that expertise hasn't been available in that industry until now. Overall, our collective clients in the public and private sectors will be the real winners."

For more information about the TransPar Group of Companies and their portfolio of services and products, please visit www.TransParGroup.com and follow on Twitter at [@TPGoC](https://twitter.com/TPGoC).

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About TransPar Group of Companies

The TransPar Group of Companies is a partnership of three leading organizations from across the transportation industry that offers a diverse portfolio of services and products

which represent the most comprehensive and responsible offering in the industry. And this is done while keeping students safe and improving the cost and quality of school transportation operations. The three business units include TransPar, which provides Management and Staffing Services to develop solutions for difficult operational questions and problems; School Bus Consultants which offers Advisory Services to deliver resources and expertise that transportation contractors and organizations often cannot access on their own; and Transportation Services Co. providing Fleet Management Services and Training Products to help customers create the strong foundation necessary to support effective service delivery. So no matter the needs, the TransPar Group of Companies is the all-inclusive solution to creating a successful, reliable, and profitable student transportation program. For more information, please visit www.TransParGroup.com.