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## RAC Business works together with Lex Autolease in new leasing deal

Two of the UK's leading brands in the automotive sector have joined forces to offer small to medium-sized businesses a new vehicle leasing service, which will both support business growth and provide greater choice and flexibility for fleet managers.

The RAC's Business Club customers now have the option to lease vehicles through a vehicle management portal developed by the breakdown and motoring services organisation, offering new cars and light commercial vehicles provided by Lex Autolease.

The arrangement will give the RAC's Business Club customers access to the buying power of the UK's leading vehicle management and funding specialist - which currently has over 300,000 cars and vans in its fleet – in what is thought to be the first white label leasing arrangement of its kind in the UK.

In addition to regular special offers and more competitive leasing rates, customers will also benefit from complementary fleet services provided through the Business Club platform. These include RAC Telematics, RAC Fuel Cards, accident management services, van for van replacement, and duty of care guidance.

Jenny Powley, sales director corporate at RAC Business says: "We have developed a powerful proposition with Lex Autolease which will provide SMEs with the best option for leasing fleet vehicles. As a business the RAC leases all its vehicles, cars and patrol vans so it was a natural step to give our Business Club customers access to the level of service and economies of scale that we enjoy with Lex Autolease."

"We are confident that working together with Lex Autolease will deliver the kind of service our customers are looking for when considering leasing, with easy access from the Business Club portal.

"Leasing vehicles rather than buying outright can be a much better option for businesses that rely on being on the road, as they have the security of reliability and don't have to worry about unexpected servicing or breakdown costs, because that is covered. As such their business will operate more smoothly which puts them in a better position to grow as a result."

"We are confident that our Business Club customers will see the clear benefits of this arrangement and take advantage of the special promotions open to them."

Andrew Goodwin, Business Development Director at Lex Autolease, said: "It's not only large businesses that can benefit from vehicle leasing. Opting to lease rather than buy cars and vans can unlock valuable capital for SMEs, currently tied up in depreciating vehicle assets that could be better invested elsewhere."

"Small and medium sized businesses already have access to a range of vehicle management tools in the RAC Business Club portal. The addition of

Lex Autolease's leasing expertise and special leasing offers makes this an indispensable resource for sole traders, entrepreneurs and SMEs looking to make better use of precious capital and work more effectively to achieve their ambitions."

For more information go to [www.rac.co.uk/business](http://www.rac.co.uk/business)

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## **Notes to Editors**

### **About RAC Business Services**

RAC Business Services currently works with circa 21,000 SMEs, who have already been invited to join Business Club free of charge. From now on any new business customer that joins the RAC through breakdown, telematics or our fuel card becomes a member automatically.

### **About the RAC**

With more than eight million members, the RAC is one of the UK's most progressive motoring organisations, providing services for both private and business motorists. Whether it's roadside assistance, insurance, buying a used car, vehicle inspections and checks, legal services or up-to-the-minute traffic and travel information – the RAC offers a solution for all motoring needs. The RAC is committed to making motoring easier, safer, more affordable and more enjoyable for drivers and road users.

The RAC is the motorist's champion and campaigns to support the interests of its members and UK motorists at a national level, including advancing levels of road safety, supporting the needs of young drivers and voicing concerns about the increasing cost of motoring. The RAC's annual Report on Motoring provides a clear insight into the concerns and issues facing today's motorists.

For the very latest news on UK fuel prices visit our Fuel Prices Explained pages, or check #racfuelwatch on Twitter. [www.rac.co.uk/advice/fuel-prices-explained](http://www.rac.co.uk/advice/fuel-prices-explained). Here we detail the average UK price of petrol and diesel and give an indication of which way prices are likely to go – up or down – over the

next couple of weeks based on the wholesale price. You can also discover more about the fuel industry, what affects UK fuel prices, how they compare to those in Europe, how motorists are taxed and top tips for better fuel economy.

The RAC supports FairFuelUK which campaigns for fairer taxes on petrol and diesel. Show support and find out more at [www.fairfueluk.com](http://www.fairfueluk.com).

#### Key facts:

- RAC patrols fix four out of five vehicles at the roadside and on average within 34 minutes
- 98% of members would recommend RAC Rescue to their friends and family

#### Contacts



##### RAC Press Office

Press Contact

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