

Delivering an innovative EV pilot scheme for Telent

Critical digital infrastructure provider, Telent, operated a company car scheme which was electric vehicles (EV) and plug-in hybrid electric vehicles (PHEV) only. However, due to vehicle supply shortages, their employees were facing lead times of around 35 weeks to drive away in their new EV.

Lex Autolease's answer: A bespoke pilot scheme that trials EVs, which have been returned at the end of their contract, to Telent employees at a reduced rate.

The challenges

Due to the post pandemic order backlog, the shortage of semiconductors and the ongoing conflict in Ukraine, the average lead time over the past two years for a new EV reached around 35 weeks*. Telent still wanted a way to offer their drivers EVs through their company car scheme, while avoiding delays and offering improved vehicle availability.

They needed a solution that would enable their employees to go electric, faster.



35 weeks

lead time for a
new EV*

*Source: [Electrifying.com](https://www.electrifying.com)



Our solution

In partnership with Telent, Lex Autolease developed an innovative pilot scheme to trial leasing end-of-contract EVs to Telent drivers, on new 24-month contracts. As the vehicles were readily available, the scheme cut long waiting times and introduced a sizeable discount of up to 15% compared to leasing a brand-new EV.

To support Telent with the pilot, Lex Autolease created a dedicated Used Leasing team to manage the project roll out from beginning to end. The team collaborated with key suppliers, worked with wider business functions and liaised closely with the Telent Head of Fleet, in preparation for introducing the first used EV lease agreements with Telent drivers.

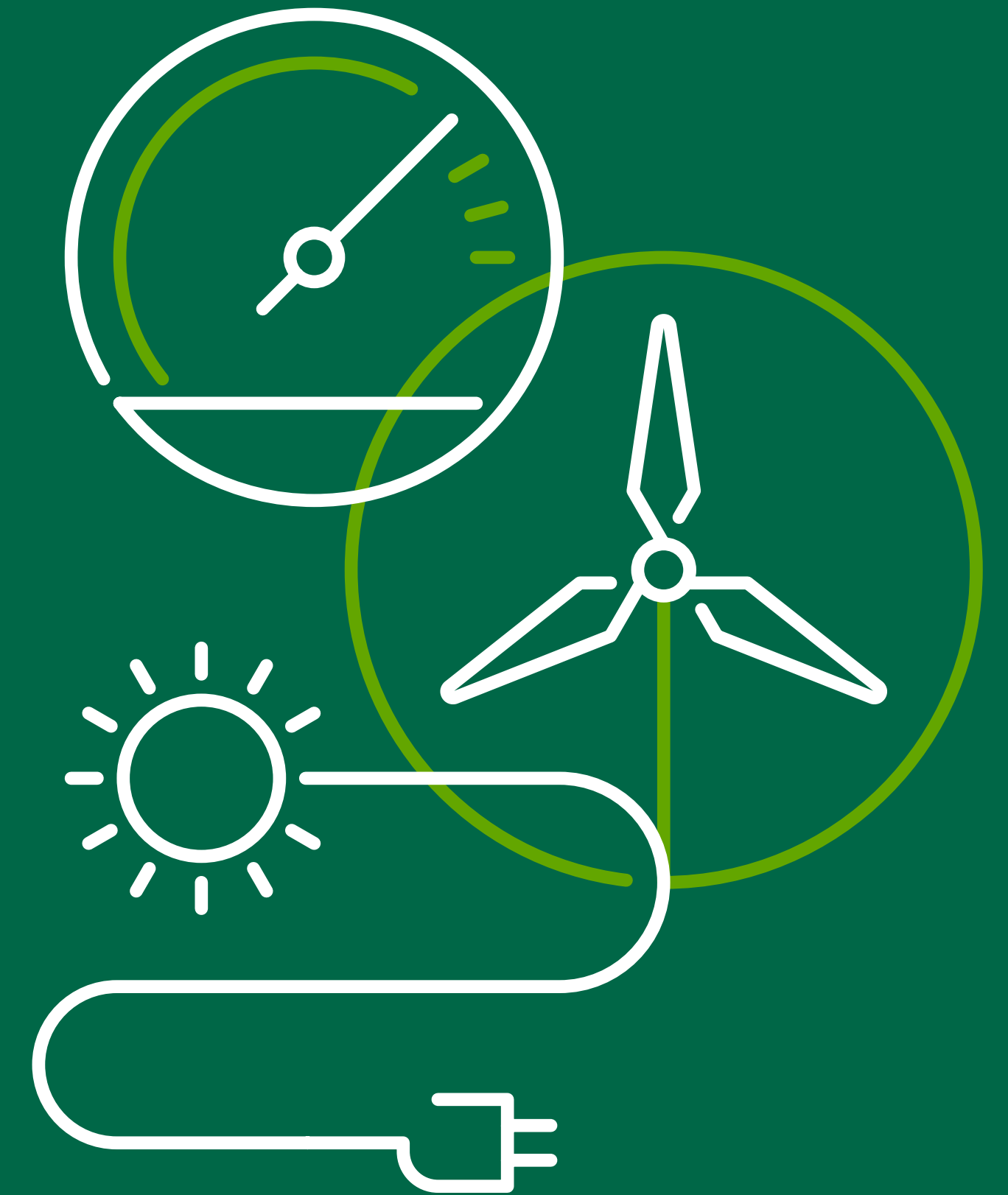
To ensure the best vehicles were selected for secondary leasing, the Lex Autolease process involved a careful

desktop review of vehicles for suitability and a full inspection by logistics partner British Car Auctions (BCA) for condition, necessary repairs, and a valet.

The vehicles were marketed to drivers in a tailor-made information pack with images to help drivers choose the vehicle they wanted. Availability was updated daily, and drivers could even reserve vehicles in the refurbishment process. Before delivery, the vehicles went through a final inspection.

“The scheme is brilliant. Prior to delivery, I got loads of helpful information from Lex Autolease and great support throughout the entire process.”

Richard Porter, Senior Engineer, Telent





50 Telent employees
switched to a used EV



29% of Telent fleet
are now used EVs



Pilot scheme expanded and
350 EVs delivered
in 4 months to new customers

The outcome

50 Telent employees have now switched to a used EV using the pilot scheme, making up a total 29% of their EV fleet. By enabling Telent employees to easily switch to low cost EVs, Lex Autolease has accelerated Benefit in Kind (BiK) savings for drivers across the business.

One of Telent's largest sources of emissions is its fleet. That's why carbon reduction is a key focus for the business. This pilot scheme has not only helped give Telent drivers the EVs they want – but has helped support the decarbonisation of its fleet. This marks a significant milestone towards Telent's aim to have an EV-only policy by 2025/26 and reach net zero by 2050.

Lex Autolease is expanding the pilot and onboarding more customers, applying learnings from the collaboration with Telent. In the four months since roll out, there have been 350 deliveries to new customers. Plans to expand the scheme further will see a wider variety of models and an increased range of available lease terms.

“Used EV leasing is a great idea as it helps steer our drivers into an EV mentality – I really am all for it, and it's been endorsed by really positive end user feedback, our drivers simply love it.”

Gary Smith, Head of Fleet, Telent