



MSL DIVERSIFIES TO OFFER VEHICLE SOLUTIONS

MSL Group ("MSL") which includes MSL Legal Expenses in its stable, has extended its offering to the broker market with the introduction of a new vehicle supply and management service.

Managed in association with sister company MSL Vehicle Rental, the new offering branded MSL Vehicle Solutions includes short and long-term vehicle rental packages for small and medium-sized businesses and supports employee cash-for-car schemes.

MSL said the launch of the vehicle rental and management service was driven by the needs of businesses to control their costs and meet environmental targets by selecting vehicles with low emissions for company use.

MSL Head of Sales Richard Bewes explained: "We recognised that businesses were increasingly sourcing lower-emission vehicles to realise a number of benefits. These included greater tax breaks, lower running costs and of course, a reduced environmental impact - often a key component of a business's response to corporate social responsibility."

"We are in a unique position within the Group whereby we can provide vehicle acquisition and disposal, manage depreciation, funding and ongoing repair and maintenance. This leaves business-owners free to focus on core activity."

Business and personal long-term vehicle rental is becoming one of the most common methods of vehicle financing for businesses and those employees who are eligible for company-run cash-for-car programmes.

MSL is able to provide a complete service for brokers due to having trading relationships with a broad range of manufacturers and dealerships, enabling it to source most types of low-emission vehicles. In addition, MSL is launching a fleet

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management service and offers a service delivery desk, offering help and advice for clients.

Its claims handling services offers all aspects of the end-to-end claims process including first notification of loss, provision of hire cars where required and offering drivers and passengers personal injury claims assistance.

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The launch of MSL Vehicle Solutions is part of a wider strategy at MSL, which aims to broaden the offering for brokers and their SME clients. MSL Group represents greater diversification of services complementing the existing MSL LE product range and extending the relationship with clients.

The company plans to launch new legal expenses products and service products for brokers over the second half of the year.

More details are available at www.mslvehiclesolutions.co.uk

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Notes to editors

MSL Group

MSL Group, includes MSL Legal Expenses Ltd (MSL LE) along with sister company MSL Vehicle Rental Ltd and trading style MSL Vehicle Solutions. LEI products are underwritten by Financial and Legal Insurance Company Ltd.

Formed in 1988, MSL LE is one of country's longest established independently owned legal expenses insurance providers. The company offers a range of innovative and comprehensive legal expenses insurance products and services for the independent broker and insurance intermediary sector.

Group services and products are provided for independent brokers, insurers, networks, fleets and small and medium-sized businesses. The Group employs some 100 people regionally and from its headquarters in Cheadle, Cheshire.

MSL is authorised and regulated by the Financial Services Authority.
www.msl.co.uk, www.financialandlegal.co.uk

MSL LE products include:

- **Motor** – full claims management, protecting victims of road traffic accidents;

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- **Home/Family** - assisting householders and their family members in the defence of their legal rights;
- **Business** - a commercial policy for SME businesses, to cover the financial burden that a legal action can attract;
- **Landlord** - to assist residential & commercial landlords when they become involved in property disputes, legal disputes, rent guarantee or debt recovery.
- **ID Theft Assistance** – helping people restore credit for people who believe they have become the victim of identity theft.
- **UK & European Breakdown Assistance** – European or national vehicle breakdown and recovery service.
- **Home Assist** – emergency help 24 hours, 365 days' access to qualified trades people to minimise damage to homes as a result of an emergency in the home.