

CASE STUDY: ENPAL

HOW ENPAL INCREASES FLEXIBILITY AND EMPLOYEE SATISFACTION THROUGH ITS PARTNERSHIP WITH ENTERPRISE



Flexible Mobility as a Key to Success



When Enpal was founded in 2017, the company had a clear mission: to make renewable energy accessible to everyone and actively drive the energy transition in Germany. The young company grew rapidly, continuously expanded its service areas, and created hundreds of new jobs. With that growth came new challenges, particularly in fleet management, where Enpal needed a mobility solution that could keep up with its dynamic pace.

Enpal required a partner that could respond quickly, provide tailored solutions, and deliver with reliability – a partner that doesn't just supply mobility but actively helps shape it. Enterprise understood the needs of a fast-growing technology company that must adapt to change at any time and offered exactly the mobility Enpal needed. Since those early days in 2017, Enpal has relied on Enterprise's mobility solutions, which combine maximum flexibility with dependability and outstanding service.



Rapid availability instead of long waiting times

Today, Enpal uses Enterprise vehicles mainly on long-term rental, including vans that Enterprise has customized for Enpal's technician fleet – complete with tailored interiors and Enpal-branded exteriors. The company benefits from rapid availability across all vehicles: customized vans can be delivered within just a few weeks, while all other vehicles are immediately accessible when needed. For Enpal, this is a major advantage over other mobility models, which often come with months of lead time and years of contractual commitment.

Thanks to Enterprise's flexible solutions with exact delivery dates for the vehicles, Enpal can adapt its fleet to operational

demands at any time – whether for short-term project deployments, new hires, or seasonal fluctuations.

Satisfied teams

Another key outcome of this partnership is increased employee satisfaction. New colleagues are eligible for a vehicle even during their probationary period.

Technicians, in particular, benefit from the customized vans, whose practical interior design makes their daily work easier and more efficient. At the same time, the branded vehicle fleet ensures a cohesive, professional appearance and strengthens employees' identification with the company.

Focus on business customers

The collaboration with Enterprise provides Enpal with a set of advantages that truly make a difference. Enpal can flexibly manage the size and composition of its fleet, returning or exchanging vehicles with minimal effort whenever operational needs change.

At the same time, Enterprise ensures smooth and unbureaucratic workflows with fast solutions and simple ordering processes – for example, by immediately providing a replacement vehicle of the same class in the event of damage, preventing any downtime in operations. In the area of transporters, Enterprise provides replacement vehicles for Enpal's entire technician fleet. This enables Enpal to avoid unplanned downtime and achieve an operational availability of over 95 percent.

With dedicated and experienced account managers, a dense nationwide network of locations, and a clear focus on business customers, Enterprise keeps Enpal's administrative workload to a minimum. This allows the company to focus fully on what matters most: bringing the energy transition directly to people's homes.

Thanks to the combination of flexible fleet management and dependable service, the partnership with Enterprise ensures that mobility is not a bottleneck for Enpal – it's a key factor for success.

A spokesperson for Enpal describes the collaboration as follows:

“Enterprise is much more than a mobility provider for us – it's a partner that has supported us reliably for years and truly understands our needs. In phases where we have to act quickly, Enterprise stands by our side. Vehicles arrive on time, custom requirements are implemented seamlessly, and even at short notice, there's always a solution. This reliability and flexibility builds trust – and that trust is the foundation of our partnership.”

David Jänsch
Head of Fleet & Equipment at Enpal