



ENTERPRISE IN ACTION
FLEXIBLE SUPPORT
WHEN IT REALLY MATTERS



FROM CAR TO TRUCK AND EVERYTHING IN BETWEEN

 **enterprise**
FLEX-E-RENT

The recent pandemic has affected businesses in various ways. For some, the nationwide lockdown resulted in a sudden and dramatic downturn in business, whereas others saw customer demand skyrocket overnight.

Both circumstances demanded a fast and flexible response, right-sizing fleets to match business requirements and tightly controlling costs along the way.

And it's here that Enterprise Flex-E-Rent's commitment to supporting customers in the right way, at the right time, really comes into its own.



ONLY PAYING FOR THE VEHICLES YOU REALLY NEED



As a gas and electric engineering services company, including heating installations and renewables, the pandemic meant that City Technical Services saw an immediate downturn in business. With up to 80% of their 150-strong fleet sitting idle, they needed to quickly cut costs before the situation got out of control.

The ability to de-fleet without incurring penalties was critical, scaling back vehicle commitments to match their business need and therefore reducing expenditure during the most challenging of economic times. And as the lockdown eased, Enterprise were once again by their side, supplying the vehicles needed to gradually rebuild their fleet capability.

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The pandemic drastically affected our business, but Enterprise's flexibility made a huge difference. By downscaling our commitment at first and then increasing it again, paying only for what we need, we've been able to match our costs to our customers.

”

Kenny Henderson
Managing Director, City Technical Services

MAINTAINING BUSINESS CASHFLOW



The Avonside Group is the UK's largest roofing contractor and operates around 90 vans supplied by Enterprise Flex-E-Rent. In their case, the lockdown meant that the majority of their new housing sites were temporarily closed and there was an urgent need to remove cost from the business.

To help them reduce expense and maintain cash flow, Enterprise worked closely with Avonside to create a programme that enabled the business to de-fleet almost all its flexible rental vehicles rapidly, without incurring additional charges. Then, as sites began to re-open, the flexible provision of vans in line with working requirements allowed Avonside to match their fleet size with their day-to-day requirements.

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Enterprise’s flexibility helped us to continue trading in a very difficult period and keep cash in the business. We’re now growing the fleet again and are sticking with flexible rental, because we know first-hand that it’s a solution that doesn’t force us to invest in expensive assets.

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Simon Smith

Group Commercial Director, Avonside Group

RESPONDING TO RAPIDLY GROWING DEMAND



Whilst most companies were scaling back, changes to customer behaviour and the closure of traditional outlets caused a surge in demand for delivery services. This was especially true for consumer delivery company Hermes UK who saw business exceed twice the seasonal average – even surpassing the peak Christmas period.

To support this sudden growth, Enterprise Flex-E-Rent were able to swiftly supply the additional delivery trucks needed to meet these new levels of customer demand, whilst still maintaining the customer service levels and speed of response upon which their business is built.

“

Enterprise’s flexible rental enabled us to meet a wave of demand that appeared almost overnight and is still ongoing. We’ve brought new vehicles into the fleet without a massive capital investment and have the security of knowing we can just hand them back if demand slows down

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Mervyn McIntyre
Head of Fleet at Hermes



HOW CAN WE HELP YOU?

One of the most important things we do at Enterprise is to listen to our customers. This is especially true during times of economic uncertainty. Times when planning is difficult and requirements can change at a moment's notice.

As your complete mobility provider, we'll make sure you can always scale your fleet up or down to meet changing levels of demand, without incurring any penalties. No matter how quickly things change, you'll only have the vehicles you really need to keep your customer promises.