



enterprise
CarShare

ENTERPRISE CARSHARE CASE STUDY

The Composites Solution Partner

COMPANY NAME: THE COMPOSITES SOLUTION PARTNER (CSP)
SPECIALTY: Tier One Automotive Supplier
ACCOUNT LOCATION: Auburn Hills, Michigan
PROGRAM LAUNCH: October 2020

PROGRAM OVERVIEW:

- **Fleet:** 10 vehicles
- **Fleet Mix:** Small to mid-size SUVs
- **Number of Users:** 100

CLIENT NEEDS:

CSP had a high volume of employees using personal vehicles for business travel, resulting in large mileage reimbursements. The company needed a solution to gain better visibility and control of their business travel program and help employees reduce wear and tear on their personal vehicles.

SOLUTION:

Enterprise partnered with CSP to review their mileage reimbursement data and identified a group of 34 travelers that made up 57% of the company's more than 500K annual reimbursed miles. To shift those travelers from personal vehicles to rentals as seamlessly as possible, they implemented a corporate car sharing program that provided authorized users with automated access to 6 rental vehicles on their worksite.

Once the program was running, Enterprise helped CSP implement a new travel policy that introduced the CarShare program as an option for all 200 of their business travelers—this expanded their fleet to 10 vehicles and lead the company to greater oversight and control over their business travel program.



CUSTOMER QUOTE:

"CSP has grown 30% year over year for the past 5 years. With the growth came increases in number of employees traveling. When the business examined travel expenses, it was clear reimbursed mileage needed to be addressed. Having worked with Enterprise in the past, I was confident a better solution could be found. Meeting with Enterprise and considering leases, car allowances, or CarShare, it was clear the Enterprise onsite CarShare program was the best option. We are now entering our second year of the program and continue to be pleased with the overall program, customer service, and benefits to CSP employees and the corporation."

LEARN MORE AT
[ENTERPRISECARSHARE.COM/BUSINESS](https://enterprise.com/sharing/business)

CARSHARE BENEFITS

AUTOMATED ACCESS

Vehicles available
24/7 on your
campus



STREAMLINED EXPENSES

One monthly
CarShare invoice



INCREASED VISIBILITY

Fleet usage reporting



MITIGATED RISK

Duty of Care and
Liability covered

