



Success story

How Enico And eMabler Turn Energy Storage Into Revenue

Enico builds battery energy storage systems (BESS) that help enterprises **control energy costs**, **protect their grid connection**, and **earn money from energy markets**. Their customers include charge point operators, transport companies, and large sites that want to scale EV charging without taking on avoidable grid investments as well as industrial and commercial companies.

To reach the full value of energy storage at EV charging sites, the BESS must work in sync with the CPMS which controls the chargers. Enico provides the energy strategy. eMabler enforces it at EV charger level. Together they give enterprises offering EV charging services a way to manage energy risk, keep charging available for users, and improve their margins.

Why Enterprises Face Energy-Control Risks

Enterprises dealing with significant EV charging load must manage three critical factors in parallel:

1. **Capacity limits:** Sites operate within a contracted power band and going above it triggers heavy annual penalties that can exceed €100,000.
2. **Grid investments:** Raising that band usually means new transformers, time-consuming permits, and construction, with typical project costs around €120,000 and long lead times.



3. Market opportunity: Reserve and energy markets can add meaningful revenue, but only for sites that can adjust load without hurting charging power or breaching grid constraints.

Enico solves the energy side with storage and an energy management system. To keep EV drivers charged and sites safe from penalties, the chargers need to follow the plan that Enico defines. This is where the **eMabler-Enico connector** fits in.

How Enico and eMabler Work Together

Enico's Jupiter system provides modular battery energy storage designed for demanding use and rapid installation. It lowers infrastructure costs and installation time by up to tenfold compared to traditional solutions. The design scales in 175 kW or 300 kW increments and is engineered for harsh, outdoor environments. With Enico EMS, the batteries automatically participate in frequency reserve and energy market trading, **handling load shifting and peak shaving without manual intervention.**

eMabler and Enico's BESS are communicating with each other through the existing **eMabler-Enico connector**. Through this connector, eMabler receives Enico's energy storage state of charge (SOC) in real time. With this information, eMabler adjusts charger output to guarantee optimised charging power for EVs while reserving enough stored energy for fast energy market participation.

Energy-market performance and the EV driver charging experience are both improved through various configuration parameters.

eMabler is EV charger hardware vendor agnostic and integrates with any OCPP1.6/2.0.1 EV charger brand supporting Smart Charging profiles. In case of lost charger communication, chargers shift to a safe profile, maintaining **site stability and reliability.**

Staying Ready for Frequency Response

For many sites, frequency response is a key part of the business case. When grid frequency drops, the storage system must push power back to the grid within seconds. If the site fails to deliver the promised power, costly penalties follow.

Enico uses the BESS and EMS to track frequency and prepare the battery for these events. eMabler aligns EV charger behavior with that plan. If the battery needs to stay at a certain SOC to be ready, Smart Charging profiles and dynamic power limits guarantees that the chargers respect that boundary.

The result is a site that can commit to demanding reserve products without giving up a good charging experience for EV drivers.



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We're excited to team up with eMabler. When storage is installed into EV charging hubs, everything levels up, better service and no surprises with grid capacity or rising grid costs. eMabler's ability to manage batteries as a seamless part of the hub strengthens the ROI, boosts service quality, and empowers operators to grow faster.”

- Marko Lähteenmäki, CEO at Enico

Results For Real Customers

In one example from Enico, a charging point operator (CPO) manages a site with 10 sockets and a total capacity of 1000 kW connected to a 2000 kVA grid. The local network charges €8 per kW per month based on the highest one-hour average load measured during peak winter months. Without any storage, the site reaches a 1000 kW peak, resulting in capacity charges of €96,000 annually.

Enico's BESS allows the CPO to cap billed capacity at 500 kW. The battery supplies power when demand exceeds this cap, cutting capacity charges by half to €48,000 per year. Beyond these savings, the 1000 kW BESS generates roughly €150,000 per year by participating in reserve and energy markets during off-peak periods.

Together, these benefits add up to about **€200,000 in annual financial advantage**. Enico estimates a payback time of 3 to 4 years, with **net returns reaching approximately €1.3 million over ten years** after costs.

eMabler complements Enico's storage solution. It manages EV charger power to keep demand within the battery's available capacity. This protects the battery's SOC, making sure it stays ready to support the grid when needed. At the same time, chargers deliver stable power, which translates into a **smooth, uninterrupted EV charging session without sudden drops or disconnections**.

About Enico

- **Overview:** Finnish provider of battery energy storage systems
- **Founded:** 2019
- **Focus:** Energy technologies & renewable energy.
- **With eMabler since:** 2025



We're excited to partner with Enico. Combining batteries with EV charging helps operators grow faster, stay flexible, and make better use of their investments. Our partnership is already delivering clear results for our customers, and we're looking forward to expanding it to more sites."

- Juha Stenberg, CEO & Co-founder at eMabler

- Reliable charging sessions for drivers, protected by Smart Charging profiles and safe fallbacks.
- A single logic for charger control that works across several EV charger brands mixed on the same site.

For enterprises that want to scale their EV charging, control energy risk, and participate in energy markets to support their business while offering reliable, consistent charging experiences to EV drivers, the Enico and eMabler partnership delivers a proven, scalable solution.

What Enterprise Customers Gain

When Enico storage and eMabler' Smart Charging management work together, enterprise and CPOs get a complete setup that connects energy, charging, and business outcomes.

Key benefits includes:

- Lower capacity charges, for example a saving of 48 000 € per year when cutting billed capacity from 1000 kW to 500 kW.
- Avoided grid investments, such as 120 000 € in connection and transformer costs at a truck depot.
- New revenue from reserve and energy markets, from about 80 000 € to 150 000 € per year depending on system size and use.

The Results

- Lower annual capacity charges.
- Avoided grid reinforcements.
- Additional income from flexibility markets.
- Optimized charging power protected by clear Smart Charging profiles.
- A single method for charger load control across different hardware brands.

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