



## 2018 State Fleet Managers Workshop Agenda

Astor Crowne Plaza | New Orleans, LA

September 25-27

**Subject to Change**

### Monday, September 24

8:00 a.m. – 4:00 p.m.  
*St. Charles A*

CAFM Testing

4:00 p.m. – 5:00 p.m.  
*Club Lounge*

New Member/Attendee Welcome to NCSFA

- New members and first-time Workshop attendees are invited by NCSFA's Executive Committee to meet before the T-Shirt Swap to network and receive information on NCSFA.

7:30 p.m. – 8:30 p.m.  
*Astor Ballroom III*

Annual NCSFA T-Shirt Swap

### Tuesday, September 25

7:30 a.m. – 8:30 a.m.  
*Astor Ballroom III*

Registration/Breakfast – Sponsored by Enterprise

8:30 a.m. – 9:00 a.m.  
*Astor Ballroom I & II*

Workshop Welcome and Kick Off

- Bob Williams, State of Tennessee, NCSFA President
- Michael Proctor, State of Louisiana Fleet Manager

9:00 a.m. – 9:15 a.m.  
*Astor Ballroom I & II*

WEX Thought Leadership

9:15 a.m. – 10:00 a.m.  
*Astor Ballroom I & II*

Opening Icebreaker

10:00 a.m. – 10:30 a.m.  
*Astor Ballroom Foyer*

Networking Break

10:30 a.m. – 12:00 p.m.  
*Astor Ballroom I & II*

2018 Benchmarking Study Presentation - NCSFA Executive Committee and Mercury Associates

- Data drives good decision making, but where can reliable and relevant data be found? In a new partnership with Mercury Associates, NCSFA has enhanced the biannual Benchmarking Initiative. This session will outline findings from the 2018 Benchmarking Survey and demonstrate how fleet managers can use this personalized data to improve their operations.

12:00 p.m. – 1:30 p.m.  
*Red Fish Grill*

Lunch at the Red Fish Grille

- Sponsorship Available

1:30 p.m. – 1:45 p.m.  
*Astor Ballroom I & II*

Platinum Sponsor Thought Leadership: GPS Insight

1:45 p.m. – 2:30 p.m.  
*Astor Ballroom I & II*

Electric Vehicle Suitability in State Fleets: Using Telematic Data to Predict EV Success – State of Colorado

- Enhancing the parameters and granularity of data used to examine electric vehicle (EV) suitability in fleets can

improve and better support fleet manager vehicle acquisition decision making. Prior studies rely principally on high-level metrics (e.g., yearly vehicle miles travelled) that do not adequately capture necessary daily vehicle range and charge capacity requirements for EVs fleets consider for particular fleet roles. The growing availability of telematics data that includes relevant EV-related parameters allows for a highly granular analytical approach to estimating both charge and range capacities for fleet roles and economic and environmental returns on investment. The National Renewable Energy Laboratory (NREL), in partnership with Sawatch, a Colorado-based analytics firm that has developed a data source-agnostic approach to telematics analysis, has funded several pilot projects with state fleets to demonstrate the efficacy of a highly granular, telematics-driven approach to EV suitability determinations. These projects found that EV suitability varied greatly depending on daily context, speed profiles, miles travelled, and driver behavior. This session will discuss the results of these pilot projects conducted with the Colorado, Rhode Island, Connecticut, and Louisiana State fleets.

2:45 p.m. – 3:15 p.m.  
*Astor Ballroom Foyer*

Networking Break

3:30 p.m. – 5:00 p.m.  
*Astor Ballroom I & II*

Roundtable Discussion: Mobility

5:00 p.m. – 6:00 p.m.  
*Astor Ballroom III*

Opening Night Reception

- Sponsorship Available

### **Night on Your Own**

## **Wednesday, September 26**

7:45 a.m. – 8:30 a.m.  
*Astor Ballroom III*

Breakfast

8:30 a.m. - 10:00 a.m.  
*Astor Ballroom I & II*

Keynote Speaker: Jason Ashlock “Storytelling with Data”

- Get story right and you illuminate decision-making. You drive discovery and revelation. You transform data into knowledge -- and knowledge into wisdom. In his work across dozens of global companies—from CPG to pharma to finance to tech to real-estate to non-profit—Jason gives leaders a powerful set of fundamental storytelling tools to elevate their messaging and expand their impact. His story maps and structural models are being used by CEOs, sales teams, financial analysts, and customer service leaders around the world to present data in a frame that captures interest and drives business strategy. What sets apart the most influential and relevant individuals in an organization or a market? Their ability, in an age of information saturation, to become what their teams, companies and customers desperately require: a guide through the dark forest, a signal among the noise, a beacon in the fog.

10:00 a.m. – 10:30 a.m.  
*Astor Ballroom Foyer*

Networking Break

10:30 a.m. – 10:45 a.m.  
*Astor Ballroom I & II*

Platinum Sponsor: NASPO ValuePoint Thought Leadership

10:45 a.m. – 11:45 a.m.  
*Astor Ballroom I & II*

Telematics Panel

- Presented By: State of Louisiana, GPS Insight
- During this panel, GPS Insight and the State of Louisiana will discuss a variety of topics. Starting with best practices during telematics roll outs including training users on how to access and utilize data. This panel will also explore examples of department’s

experiences and successes putting data into action to accomplish the State of Louisiana telematics initiatives

12:00 p.m. – 1:00 p.m.  
*Astor Ballroom I & II*

Lunch and Awards

1:00 p.m. – 2:00 p.m.  
*Astor Ballroom I & II*

Annual Business Meeting

2:00 p.m. – 3:15 p.m.  
*Astor Ballroom I & II*

Fleet Information System Success Stories

- Presented By: State of Michigan, Iowa State University, AgileFleet
- State fleet organizations large and small face a similar challenge: how to efficiently manage costly vehicle assets and drivers while achieving the mission of the organization --and keeping costs down. Hear from Dave Hofmeister of the State of Michigan (who is currently managing 20 motor pools from one central location in the state) how they created standardized utilization reporting statewide, analyze metrics to adjust fleet size and composition, and manage drivers and vehicles all online. Also hear first-hand from Kathy Wellik of Iowa State University, who has saved \$750,000 by making use of a fleet management information system, analyzed their fleet data, and automated a vehicle sharing program. Matt Wade and Ron Katz of Agile Fleet will also be part of the presentation, offering insights on successful fleet technology implementation from the vendor's perspective.

3:15 p.m. – 3:45 p.m.  
*Astor Ballroom Foyer*

Networking Break

3:45 p.m. – 5:00 p.m.  
*Astor Ballroom I & II*  
*St. Charles A*

Breakout Roundtable: University and State Fleets

6:00 p.m. – 8:00 p.m.  
*Bourbon Vieux*

New Orleans Bourbon Street Balcony Reception

- Sponsored by Geotab

**Thursday, September 27**

7:45 a.m. – 8:30 a.m.  
*Astor Ballroom III*  
*Astor Ballroom I & II*

Breakfast/Corporate Committee Meeting

8:30 a.m. – 9:15 a.m.  
*Astor Ballroom I & II*

Georgia... Driving Change Through Data Analytics

- Presented by: State of Georgia, WEX
- Thanks to reviewing the results of a project through technology, the state of Georgia was able to immediately change driver behavior, save money, and educate drivers as well as Fleet managers on leveraging technology to better manage their fleet. This session will dive into how Georgia was able to utilize data analytics to achieve these results.

9:30 a.m. – 10:15 a.m.  
*Astor Ballroom I & II*

Data Visualization

- Presented By: State of Utah, State of Tennessee

10:15 a.m. – 10:45 a.m.  
*Astor Ballroom Foyer*

Networking Break

10:45 a.m. – 11:30 a.m.  
*Astor Ballroom I & II*

Roundtable: Workshop Wrap Up

11:30 a.m. – 12:00pm  
*Astor Ballroom I & II*

Review of Conference and Closing

