



2018 State Fleet Managers Workshop Agenda

Subject to Change

Monday, September 24

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|-----------------------|--------------------------------------|
| 8:00 a.m. – 4:00 p.m. | CAFM Testing |
| 4:00 p.m. – 5:00 p.m. | New Member/Attendee Welcome to NCSFA |
| 7:30 p.m. – 8:30 p.m. | Annual NCSFA T-Shirt Swap |

Tuesday, September 25

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| 7:30 a.m. – 8:30 a.m. | Registration/Breakfast |
| 8:30 a.m. – 9:00 a.m. | Workshop Welcome and Kick Off <ul style="list-style-type: none">• Bob Williams, State of Tennessee, NCSFA President |
| 9:00 a.m. – 9:15 a.m. | Platinum Sponsorship Thought Leadership |
| 9:15 a.m. – 10:00 a.m. | Opening Icebreaker |
| 10:00 a.m. – 10:30 a.m. | Networking Break |

10:30 a.m. – 12:00 p.m.

2017 Benchmarking Study Presentation

- NCSFA Executive Committee and Mercury Associates

12:00 p.m. – 1:30 p.m.

Off-Site Lunch

1:30 p.m. – 1:45 p.m.

Platinum Thought Leadership

1:45 p.m. – 2:30 p.m.

Electric Vehicle Suitability in State Fleets: Using Telematics 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.

Networking Break

3:30 p.m. – 5:00 p.m.

Roundtable Discussion: Mobility

5:00 p.m. – 6:00 p.m.

Opening Night Reception

- Sponsor: TBD

Night on Your Own

Wednesday, September 26

7:45 a.m. – 8:30 a.m.

Breakfast

8:30 a.m. - 10:00 a.m.

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.

Networking Break

10:30 a.m. – 10:45 a.m.

Platinum Sponsor Thought Leadership

10:45 a.m. – 11:45 a.m.

Telematics Panel – 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.

Lunch and Awards

1:00 p.m. – 2:00 p.m.

Annual Business Meeting

2:00 p.m. – 3:15 p.m.

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.

Networking Break

3:45 p.m. – 5:00 p.m.

Breakout Roundtable: University and State Fleets

6:00 p.m. – 8:00 p.m.

Evening Event TBD

Thursday, September 27

7:45 a.m. – 8:30 a.m.

Breakfast/Corporate Committee Meeting

8:30 a.m. – 9:15 a.m.

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.

Data Visualization

- Presented By: State of Utah, State of Tennessee

10:15 a.m. – 10:45 a.m.

Networking Break

10:45 a.m. – 11:30 a.m.

Roundtable: Workshop Wrap Up

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11:30 a.m. – 12:00pm

Review of Conference and Closing