



NCSFA STATE FLEET 2017 MANAGERS WORKSHOP

September 12-14 / Des Moines, Iowa

Connecting Your Fleet to the Future

(Agenda as of 8/17/17)

Monday, September 11

CAFM Testing

Monday Sept. 11 from 8:00 a.m. - noon and 1:00 p.m. – 5:00 p.m.

Salon G

NCSFA Annual T-shirt Swap

Monday Sept. 11 at 7:30 p.m.

Des Moines Marriott, Windows Over 7th Street Room



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WORKSHOP AGENDA

(All sessions are in Salon D unless noted)

Tuesday, September 12

7:30 a.m. – 8:30 a.m. Registration & Continental Breakfast

Sponsored by:



8:30 a.m. Welcome/Orientation

Welcome from NCSFA President Bob Williams

**8:45 a.m. Welcome from Iowa State University – Kate Gregory,
Senior Vice President of University Services**

9:00 a.m. – 10:15 a.m.

Icebreaker/Networking Event

New this year! Attendees will have the opportunity to connect with their peers and learn about their areas of knowledge and expertise...and have fun in the process!

NCSFA Icebreaker – Pick 4

The 2017 NCSFA Workshop Icebreaker event will be interactive and informative! Attendees will have the opportunity to meet other



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attendees, learn from their peers, and help generate topics for NCSFA to use for future Workshops and webinars.

How it will work: Attendees will flip their name badges around, where 8 categories will be listed:

1. FMIS/FMC
2. Risk Management
3. Motor Pool
4. Maintenance Programs
5. Telematics
6. Purchasing
7. Fuel Cards
8. Policy

Attendees will put a green or red sticker on each topic. Green means “have implemented or have knowledge”, while red means “have not implemented or need information.” Each topic will have a dedicated discussion area and attendees will rotate every 15 minutes to a new area (for a total of 4). At the end of the session, there will be brief report-outs from each topic to identify the most common challenges, rewards, pitfalls, etc. Participants from each pod will be entered into a raffle for a small NCSFA prize.



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The Workshop Icebreaker will promote networking among attendees, generate feedback for NCSFA educational programming, and create lasting contacts with industry colleagues.

9:00 a.m. – 5:00 p.m.

Take a professional headshot with our event photographer

10:15 a.m. – 10:30 a.m.

Thought Leadership Brought to You by our Platinum Sponsor:
WEX Inc.





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10:30 – Noon

The Chicken or the Egg – Autonomous Vehicles or Infrastructure

Autonomous vehicles are being developed by OEM's and tech companies around the world. Partnerships with states, universities, and the private sector are being established nationwide to develop Smart Roads and autonomous vehicles with the goal of having an ultra-efficient transportation system in the very near future. What must happen for autonomy to become reality, when is it realistically expected and how will it impact your role as a state or university fleet manager? This session will consist of industry experts who are working to develop these systems in many of our member states.

Panel Members:

Skylar Knickerbocker, Iowa State University

Donna Matulac, Iowa Department of Transportation

Daniel McGehee, University of Iowa

Noon – 1:30 p.m. Lunch

We will take a brief walk (just 5 minutes from the Marriott) for lunch at Big City Burgers.

Lunch is for registered attendees only.



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**1:45 p.m. Thought Leadership Brought to You by our Platinum
Sponsor: GPS Insight**



2:00 p.m. – 2:45 p.m.

New Technology Specifications and the Procurement Process

How is technology impacting vehicle specifications today? Vehicles are no longer excluded from technology components; from safety to convenience features, today's vehicles have some of the most sophisticated technology in the market place. How do we know what's out there and how do we procure it? This session will explain what procurement tools can be used, when and how they apply. You will learn how the state of Iowa's universities and Iowa Department of Transportation collaborated and procured the automated vehicle technology shared in the morning session. There will be time for Q & A after the presentation.

Speaker:

Renee Shirley, Iowa Department of Transportation

2:45 p.m. – 3:30 p.m.

Affecting Change and Developing Relationships with your Chief Executives

Through NCSFA's partnership with the National Association of State Chief Administrators, we will hear directly from the Executive Leadership regarding what they value from their fleet administrations. The discussion will cover how to improve our relationships, generate opportunities, and create the power of collaborative change within our organizations.



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Speaker: Chris Liu, NASCA President

3:30 – 4:00 p.m. Networking Break

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Efficiency

4:00 p.m. – 5:00 p.m. Roundtable Session – Lifecycle Costs

New This Year! A targeted roundtable session focusing on lifecycle costs. Attendees can discuss the issues and challenges surrounding lifecycle cost estimations and how you use them.

NCSFA member benefit provider, Vincentric, will also be on hand to discuss their Dynamic Cost-To-Own tool and answer any questions you may have about this member benefit program.

5:00 p.m. – 6:00 p.m.

Opening Night Networking Reception (Rock River Grill and Tavern)

Sponsored by:



Connect with your peers and ride in our special autonomous vehicles around downtown Des Moines!

Enjoy all that Downtown Des Moines has to offer with an evening on your own.



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Wednesday, September 13

7:45 a.m. – 8:30 a.m. Continental Breakfast - Sponsorship Available

8:30 a.m. – 9:45 a.m.

KEYNOTE SPEAKER



Daniel McGehee, University of Iowa, Director of National Advanced Driving Simulator

Dr. Daniel V. McGehee is director of the National Advanced Driving Simulator and Associate Professor of Mechanical and Industrial Engineering, Emergency Medicine, and Public Health.

For more than 25 years, Dr. McGehee has done research in driver performance and distraction and has developed numerous advanced driver assistance systems and post-crash technologies that prevent or reduce the severity of crashes. In his capacity as NADS director, he leads faculty, staff, graduate and undergraduate students in a vigorous interdisciplinary human factors and automotive safety research program that is funded by NHTSA, FHWA, NIH, Iowa DOT, foundations and industry.

His interests are in driver attention and response, crash avoidance, automation and traumatology. He has been a principal or co-principal investigator of over \$35 million in



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research for the US DOT, NIH and the automotive industry. From bench to policy, his research experience integrates engineering, medicine, public health, and public policy.

He has over a million miles of naturalistic and on-road data human factors and driver behavior testing experience and was the first to examine naturalistic driving among teen drivers. In this same context, he has studied thousands of naturalistic driving crashes and is keenly interested in the attention issues up to impact as well as understanding injury mechanisms in car crashes. In a series of studies funded by the NIH, insurance industry, state DOTs, NHTSA, CDC, foundations, and the auto industry. He is the principal investigator of the MyCarDoesWhat National Education Campaign—one of the largest public service campaigns in history—having logged over 6.3 Billion media impressions.

In 2010, he was chosen by the US DOT to serve as a US representative to a new US-European Union working group on driver distraction policy. Also in 2010, he was invited by US DOT Secretary Raymond LaHood to present to the Distracted Driving Summit on the history of driver distraction research. In March 2012, he was invited by the then Chairman of the National Transportation Safety Board, Deborah Hersman, to testify at a hearing on driver distraction in Washington, DC. In 2015, he presented a NHTSA administrator Mark Rosekind's cognitive distraction hearing.

9:45 a.m. – 10:15 a.m. Networking Break – Sponsorship Available

10:15 a.m. – 10:30 a.m. Thought Leadership Brought to You by Our Platinum Sponsor, NASPO ValuePoint





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10:30 a.m. - 11:30 a.m.

Combining Political Savvy and Strategic Agility

Oftentimes the biggest move of the needle is when the people accomplishing the task truly want to work with one another. Understanding the dynamics of influence and ego in an organization will provide insight into individual decision making. Using that knowledge enables you to broker influence and bring ideas to fruition, seizing opportunities for change.

Speaker: Bob Williams, State of Tennessee, NCSFA President

11:30 a.m. – 12:30 p.m.

Lunch and NCSFA Awards Ceremony at the Marriott (Salon D)



Sponsored by:

12:30 p.m. – 1:30 p.m.

NCSFA Business Meeting

1:30 p.m. - 2:30 p.m.

Fleets and Vehicle Cybersecurity

Vehicles today depend more and more on technology, both for performance and convenience features. It's no surprise then that hackers are a growing concern for automakers, which have already experienced vulnerabilities in their line-ups as hackers gained access to some of their models. These vulnerabilities present challenges for fleet management in being able to enjoy the advantages of new technology, while ensuring that the fleet is protected from malicious and criminal activity.

Presenter: Patrick O'Connor, Kent & O'Connor



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2:30 p.m. - 3:00 p.m.

Networking Break (Sponsorship Available)

3:00 p.m. – 4:00 p.m.

Roundtable Sessions

What's your issue or question? Get tips and advice from your fellow fleet managers from states and universities in our popular roundtable discussion sessions.

4:00 p.m. – 6:00 p.m.

Autonomous Vehicle Rides and Vendor Teardown

6:00 p.m. - 8:00 p.m.

Networking and Dinner at Vivian's Diner + Drinks – Sponsorship Available

Registered guests of attendees are welcome to take part in this event.



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Thursday, September 14

7:45 a.m. – 8:30 a.m. Continental Breakfast (Sponsorship Available)

8:00 a.m. – 8:45 a.m.

All Corporate Attendee Meeting

Moderator: Ron Katz, Chevin Fleet Solutions

All corporate attendees are encouraged to attend this brief session to learn about opportunities to become involved with NCSFA. Learn about the corporate committee, membership and 2018 Sponsorship levels.

8:45 a.m. – 9:30 a.m.

Foundations of Risk Management

This session will focus on a basic understanding of risk management terminology and application regardless of whether an organization is self-insured or not. It would explore items such as, liability coverage, physical damage coverage, negligent liability, liability considerations relating to take home vehicles and business use of personal vehicles, etc. We will also be focused on what fleet managers can expect to see happen with their insurance (self-insured or not) as new technology enters our fleets. Examples of discussion points include: Will increased safety technology reduce insurance premiums since the safety technology should be preventing accidents? If we do have accidents with increased safety technology will our liability levels increase? Who might be liable? Does providing bluetooth communications increase your liability if someone is in an accident while using it? What if they have paired their personal cell phone vs. their business cell phone? Technology is changing faster than we are; help your organization make the right moves.

Speaker: R.W. Smith, Holmes Murphy and Associates



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9:30 a.m. – 10:15 a.m.

Negligent Entrustment – Policy and Education

Negligent Liability carries some of the most serious risk that Fleet Managers are exposed to. Awards as a result of negligent entrustment can be very large. This occurs when a driver is entrusted with a vehicle that is owned by the fleet and driven by an employee. Your fleet may be liable if it knew, or should have known, that a driver was not able to safely operate a vehicle but was allowed to drive anyway. Generally the courts determine whether behavior was consistent with accepted industry standards, but don't leave it up to them.

This session will help protect the government fleets from lawsuits by outlining how to institute a standard of care that includes things such as properly verified driver records, reasonable safety programs and appropriate driver policies and procedures.

Speaker: Janis Christensen, Mercury Associates

10:15 a.m. – 10:45 a.m. Networking Break (Sponsorship Available)

10:45 a.m. – 11:30 a.m.

Roundtable Discussion

Moderator: Bob Williams

What's your issue or question? Get tips and advice from your fellow fleet managers and corporate experts in our popular roundtable discussion sessions.

11:30 a.m. – Noon

Workshop Review, Survey and Closing