



2021 Virtual Workshop Agenda October 19-22 | 1:00-5:30 pm ET Daily

Attendees for the 2021 Workshop will be meeting each day on Tuesday, October 19 through Friday, October 22. The programming will begin at 1:00 pm ET and conclude at roughly 5:30 pm ET depending on the day's programming:

- 1:00 - 2:00pm ET: Livestream educational session
- 2:00 - 2:30pm ET: Cohort Breakout Roundtable
- 2:30- 2:45pm ET: Break
- 2:45 - 3:45pm ET: Livestream educational session
- 3:45 - 4:15pm ET: Cohort Breakout Roundtable

All attendees (corporate and government) will be placed in a small cohort of their peers to discuss thoughts and questions from each cohort. With registration, each attendee will receive a login access to the virtual platform and instructions on how to use the platform. Attendees will need a computer with internet access along with a computer microphone or phone.

Pre-Workshop Education Session:

October 13 and 14 from 1-3 pm ET: EV Champion Training, Webinars 1 and 2

- **Description:** The EV Champion Training Program is a four-part training series that covers everything you need to plan for the adoption of electric vehicles in your fleet.
 - ✓ Learn all about the basics of EV technology and how to assess the value these vehicles will provide your fleet in Webinar 1.
 - ✓ Expand your knowledge of EVSE power and electric utility requirements in Webinar 2.

Webinars 3 and 4 will be offered in November and December in conjunction with the NCSFA member-led webinar series. Upon completion of the four-part program, attendees will be awarded the "EV Champion" certificate from the Federal Energy Management Program.

Tuesday, October 19

1:00 – 2:00pm ET: "You Don't Need A Car - You Need A Ride" Right-sizing & Reducing Costs in a Post COVID Reality

- **Speakers:** Kathy Wellik, Director of Transportation Services, Iowa State University; Ron Katz, Senior Director of National Accounts, Agile Fleet, Inc
- **Description:** Whether your challenge is right-sizing your fleet as groups of employees/drivers return to in-person work, or grappling with reducing vehicle count to account for potentially permanent telecommuters, post-COVID-19 fleet management will dominate the conversation for the next 12 months. Don't miss this session that will highlight potential areas for savings you may not have considered, and how to scale your fleet back up efficiently.

2:00 – 2:30pm ET: Cohort Discussion

2:30 – 2:45pm ET: Break

2:45 – 3:45pm ET: Managing End of Life Fleet Assets in the "New Normal"

- **Speakers:** Rebecca Murphy, Director of Business Development, GovDeals
- **Description:** "The New Normal" for surplus fleet disposition is online auctioning. Many fleet managers have been using online resources for years while others moved their auctions online due to COVID. This talk will include a panel discussion about the transition to and advantages and disadvantages of using a technology-enabled auction solution, whether provided by GovDeals or not, on fleet operations.

3:45 – 4:15pm ET: Cohort Discussion

4:15 – 4:30pm ET: Break

4:30 – 5:30pm ET: Virtual Workshop Reception with Chocolate Tasting and Trivia

Wednesday, October 20:

1:00 – 2:15pm ET: State & University Fleet Electrification: Prioritizing Successful EV Candidates and Understanding Energy Demand via Telematics Analyses

- **Speakers:** Jesse Bennett, NREL, Research Engineer; Sarah Booth, Sawatch Labs, Chief Operating Officer; Clinton Bench, UCLA, Director, Fleet & Transit; Holly Gustner, State of Minnesota, Director, Fleet and Surplus
- **Description:** State and university fleets are increasingly being directed to grow the percentage of electric vehicles (EVs) in their inventory. In several pilot projects involving state and university fleets, Sawatch Labs and NREL used telematics-based analyses to help these fleets prioritize EV acquisitions and understand key fleet management and energy demand considerations. The results from these studies are helping the participating fleets understand optimal EV use cases, vehicle energy needs, and projected charging demand at each parking facility. Hear from the study directors and two

participating fleets about what they learned regarding EV acquisition planning, charge session scheduling, and facility power considerations. The fleets will discuss how these results support the EV deployment and achieving their fleet electrification goals, all while working within existing budgetary, technology, and policy constraints. Through conversation with the panelists, learn how you can apply these learnings to develop a successful electrification plan for your fleet.

2:15 – 2:45pm ET: Cohort Discussion

2:45 – 3:00pm ET: Break

3:00 – 4:00pm ET: **Getting the Full Benefits of Telematics**

- **Speakers:** Darryl Syler, State Fleet Administrator, Ohio; Kenny Yoakum, Director, Fleet Management Division, West Virginia; Tyler Mortenson, GPS Insight
- **Description:** Telematics, as a management tool, can provide many benefits IF managers recognize what a great tool it is and take advantage of all that it has to offer. This seminar will spotlight a number of telematics add on tools, as well as reviewing management programs and techniques to help get the best results from telematics.

4:00 – 4:30pm ET: Cohort Discussion

Thursday, October 21:

1:00 – 2:00pm ET: **Optimizing the New Normal: Challenges and Opportunities for Fleet Management**

- **Speakers:** Fay Tan, NASPO ValuePoint IT Contract Coordinator – Facilitator; Jason Kazmer, Elements Fleet Management; Jason Moore, Enterprise
- **Description:** This session will continue the conversation from NASPO ValuePoint's July webinar from NCSFA's Educational Webinar Series – “Looking Forward: Challenges and Opportunities for Fleet Management”. We will utilize information gained in the discussions and broaden the conversation. Our panel of industry and government leaders will discuss how fleet administrators can address the challenges and leverage their knowledge and experiences. The session will share opportunities identified in the previous webinar and explore strategic procurement solutions available. Attendees will gain a better understanding of the important role procurement and supplier partners can play in optimizing fleet operations in a cost-conscious way to achieve success.

2:00 – 2:30pm ET: Cohort Discussion

2:30 – 2:45pm ET: Break

2:45 – 3:45pm ET: **NCSFA Business Meeting (All Members Invited to Attend)**

3:45 – 4:00pm ET: Break

4:00 – 5:00pm ET: **Virtual Reception with Beer Tasting (wear your t-shirts!)**

Friday, October 22:

1:00 – 2:00pm ET: **Reducing Inventory and Maintenance Requirements of Small Wheel Vehicles**

- **Speakers:** Tony Johnson, Executive Director of Fleet Management, University of Alabama; Kathryn Sterba, Strategy Leader, Club Car
- **Description:** Creating Standard Operating Procedures that result in a Lean and Reliable parts inventory for day-to-day operations. Writing specific language into RFP's that benefit your operation as it relates to inventory.

2:00 – 2:30pm ET: Cohort Discussion

2:30 – 2:45pm ET: Break

2:45 – 3:45pm ET: **Automated Fleet Systems - The Technology that Every Fleet Needs**

- **Speakers:** Kathy Wellik, Director of Transportation Services, Iowa State University; Ron Katz, Senior Director of National Accounts, Agile Fleet, Inc
- **Description:** Automated fleet systems can save your fleet time and money while also maintaining solid auditing and security requirements. Learn how fleet managers have successfully added this technology and hear about their results after implementation. Participants will learn what to consider when looking at automated technology, how to present the advantages and disadvantages to administrators and drivers, and other advantages that are often not even thought of.

3:45 – 4:15pm ET: Final Cohort Discussion