



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

TRACK ONE



Brandon Steckler

Trainer, Motor Age Training; Nashville, TN

Joined by



Jerry Truglia

Trainer, Motor Age Training; Nashville, TN

Learning Session 1.1

9:00am, Tuesday, September 20th

Rio Pavilion 10

A Streamlined Approach to Diagnostic Dilemmas Part 1

Learning Session Description

This class featuring Motor Age Training Instructor Brandon Steckler capitalizes on the technicians' ability to incorporate basic testing techniques with modern diagnostic tooling and combine it with available service information to solve seemingly difficult dilemmas. All with ease and efficiency, regardless of the vehicle type. The essence of the class is built around the idea that ANYTHING can be diagnosed if adequate service information is present, including a thorough understanding of one's diagnostic tooling (and the tools' limitations), as well as an understanding of the physics common to all vehicle systems/components.

Learning Session 2:1

10:30am, Tuesday, September 20th

Rio Pavilion 10

A Streamlined Approach to Diagnostic Dilemmas Part 2

Learning Session 3:1

2:00pm, Tuesday, September 20th

Rio Pavilion 10

Understanding and Diagnosing Hybrid / Electric Vehicles

Learning Session Description

This hands-on class, taught by Motor Age Training Instructor G. Jerry Truglia of ATTS and TST, provides working knowledge of current and future Hybrid and EV technology, and the proper techniques necessary to safely diagnose, repair and service these vehicles. This course features an overview of sub systems, including examination of the BCM, MCM and Power Inverter and the sensors they look at while controlling all aspects of the hybrid drive.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

Discussion includes:

- A scan tool shootout to determine best tools for the money, both enhanced and OEMs.
- How to properly use Cat III test equipment, Labscopes, DVOM, Hi/Low Current Probes and Megohmmeters to speed your diagnosis.
- The value of current ramping and reference waveforms for quick localization of problems.
- Proper safety techniques for working on Hybrid/EV electronics.

Bios

Brandon Steckler - Brandon serves as *Motor Age* Technical Editor, beta tests diagnostic equipment for multiple automotive tool companies and has taught diagnostics in multiple classes for both Carquest Technical Institute and WorldPAC. Brandon has been a working technician at Lykon Automotive in Bristol, Pa., specializing in drivability and diagnostics issues. He was a student of GM's Automotive Service Educational Program and, in 2001, graduated at the top of his class, earning the GM Leadership Award for his efforts. He has worked in the field for more than 18 years and holds ASE certifications for A1-A9, X1, L1, L2 and L3 and C1. He is a GM ASEP Certified Technician, SATURN Certified Master Technician and a Honda Factory Certified Master Technician

G. "Jerry" Truglia - G has more than 45 years' experience in the automotive field as a technician, service manager, shop owner and automotive instructor. Based near New York City, G is a long-time contributing technical editor and trainer for *Motor Age* and *PTEN* and Founder/President of training organization TST and Owner of ATTS. He is recognized by the U.S. EPA as one of the foremost OBD II experts, technicians and trainers in the country. He developed the Massachusetts inspection manual for heavy-duty vehicles that was approved by the Federal Motor Carrier Safety Administration. He achieved National Institute for Automotive Service Excellence (ASE) certification, won a Golden Wrench Award and is one of 1,900 ever to be certified as a "World Class Technician." G has provided automotive training to the United States Marine Corps in Okinawa, Japan, and has worked for Peugeot in France, ATRA in Australia, ASA, ASA-CA (Instructor of the Year Award), ASA-KC and various colleges and trade schools.



Dallas Everhart

Founder, 3e Leadership; CO & AZ

Learning Session 4.1

8:30am, Wednesday, September 21st

Rio Pavilion 10

Becoming an MVP

Learning Session Description

Learn the skills of leaders who build high performing teams. In this workshop we will provide you with a model to help improve the performance of your team. The current application of proven concepts allows you successfully lead your team to higher performance and creativity.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:



- Learn what tools high performing teams use to inspire success.
- Learn how to involve your team in creating culture.
- Learn the steps to strategic operations.

Learning Session 5.1

1:30pm, Wednesday, September 21st

Rio Pavilion 10

Create a Culture of Strategic Innovation

Learning Session Description

The most innovative teams and organizations create their own future. You can learn the skills used by successful entrepreneurs to generate creativity and implement change. This model has been used in public and private organizations to inspire innovation and create a great workplace.

- Learn key steps to success from a business and people perspective
- Get the tools necessary to create an authentic perspective of your future
- Learn how to create an implementation program for change.

Bio

Dallas Everhart received his BA and MBA from Western State College and PhD from the University of Northern Colorado. His career is a blend of consulting, business owner, local government and higher education with positions in leadership, management, and finance. During his career, Dr. Everhart has consistently integrated innovative leadership and management theory with practical application to build teams, improve organizational performance, and increase employee productivity.

With degrees in business, psychology, management and education, Dallas has the unique ability to frame issues from both an individual and organizational perspective. Using both quantitative and qualitative research methods, Dallas has a successful record of identifying opportunities for public and private organizations to improve individual and team performance.

Dallas has worked as a finance director and city manager in local government, executive director in higher education, and owned and restored profitability to a multimillion-dollar business. His experience and client projects are diverse; ranging from implementing employee productivity programs in coals mines in Canada to working in city management in resort communities in Colorado including Aspen and Summit County.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?



Keith Swearingen

Equipment Services Manager, Kitsap County Public Works
Kitsap County | Port Orchard, WA

Learning Session 6:1

2:30pm, Wednesday, September 21st

Rio Pavilion 10

How a Professional Association Can Impact Your Career

Learning Session Description

I've had the privilege of having a successful, rewarding career in Fleet Management. One important component of that was my active participation in a professional association, FleetPros (formerly RMFMA). I recall my first conference attendance where I found not only colleagues but mentors and friends. Participation is a two-way street, and I will share how when you give more you get more back. Whether a seasoned professional or a rookie, being an active participant in a professional association will benefit you.

Learning Objectives

1. How active participation in a professional association made an impact on a career.
2. Ways to make the most of your professional association membership
3. Impact your career through professional association membership.

Bio

Keith started his work history in the family business "Diesel Electric Service Co, I have been in the Government Fleet profession for almost 20 years, City of Casa Grande Fleet Supervisor 2002-2010, then Kitsap County Equipment Service Manager 2010 to present. At Kitsap I run 3 repair shops and 6 fuel stations, a fleet of around 800 units, purchase and surplus about 65 units a year. I started with Rocky Mountain Fleet Managers Association a week before starting job with City of Casa Grande (National Conference was in Mesa summer of 2002), was AZ Board member 2003 on and AZ Vice Chair around 2006 but was then elected to the National level the same year. Completed National duties all the way to Chairman of the Board. The story goes on and on...such an awesome experience.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

TRACK TWO



Sydney Krueger

President and Managing Partner
KCT Consulting |

Learning Session 1:2
9:30am, Tuesday, September 20th
Rio Pavilion 11

Grant Funding for Hydrogen Fuel Cell Applications

Learning Session Description

FCEB Grants: Great Funding Opportunities!

During this session, Sydney Krueger will discuss available grants to use to launch projects related to Fuel cell Zero Emission rolling stock and infrastructure. Sydney will detail the process to write a successful grant and go over estimated timelines, costs, and considerations when it comes to converting your fleet to hydrogen fuel cell. This session will get you ready to submit your first grant request to convert to a fleet of fuel cell refuse trucks, street sweeper, snow plow, fork lifts, etc.

Learning Objectives

1. How to write a successful grant for Fuel Cell Powered Systems
2. What are estimated timelines, costs, and considerations when it comes to converting your fleet to hydrogen fuel cell applications to include in a grant?
3. What fuel cell applications are out there to write a grant for?

Bio

Founded in 2016, KTC is a 2nd-generation family business with a combined 40 years in transit started by Ed Krueger the founder of the Busstuf Brand.

We are dedicated to the transit industry and clean transportation. From clean, reliable fuel cell electric buses to deploying scalable, state of the art, proven hydrogen fueling stations, we approach every project as a unique opportunity to reduce harmful emissions, accelerate vehicle electrification, and serve the community, the planet and our clients. The time is NOW for KTC to help you change the world!

Moderated PANEL

Sydney Krueger | President and Managing Partner | KCT Consulting [MODERATOR]
Marie Steele | Vice-President, Electrification & Energy Services | NV Energy
Zac Haffner | Maintenance & Operations Manager | City of Reno
Keith Swearingen | Equipment Services Manager | Kitsap County Public Works



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

Learning Session 2:2

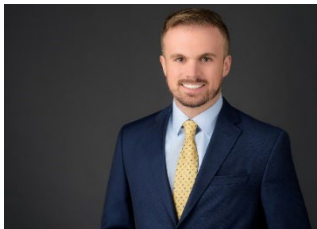
10:30am, Tuesday, September 20th

Rio Pavilion 11

The Road to Electrifying Your Fleet: From Rookie to Veteran

Find their answers to:

1. What are the biggest challenges for fleets to reduce carbon / reach zero emissions
2. Where are the biggest opportunities?
3. How do you convince the executives / administration that the cost of these programs are worth the money?
Quantify costs of intangibles and positive impacts on health, quality of life/environment, economic benefits, energy waste, work force development, etc..
4. Where can we find the money for these initiatives?
5. How can we partner with others to be successful?
6. What fuel is the best fuel for the future?



Michael Terreri

EV Product Manager
AssetWorks | Wayne, PA

Learning Session 3:2

2:30pm, Tuesday, September 20th

Rio Pavilion 11

EV Charger Management: Fleet Best Practices to Operating in a

Multi-Network Environment

Learning Session Description

EV charging is becoming more complex, not less. This presentation will go beyond 'EV 101' and explain how technology advancement is changing EV charging infrastructure, share cybersecurity concerns, detail EV charger preventative maintenance requirements, and pull the curtain back on charger business models to find real value-adds. Attendees will leave with a more mature understanding of EV charging, and the general takeaway that EV charger infrastructure deployment will require increasing amounts of internal expertise in coming years.

Learning Objectives

1. Detail the requirements for a charger preventative maintenance
2. Explain why cybersecurity should be a part of their fleet management plan
3. Identify how medium- and heavy-duty vehicle charging affects project requirements,
4. Identify value-adds among different charging network business models

Bio

Mike Terreri has supported the development of some of the nation's largest alternative fuel vehicle and infrastructure projects. He has worked as a consultant to global truck OEMs, charging station providers,



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

fleets and public agencies. Mike was a contributing author to the NAFA Sustainable Fleet Management Certification curriculum and has been published or featured in publications like Government Fleet Magazine, School Transportation News, Food Logistics, Charged Fleet and ACTNews. At AssetWorks, Mike provides deep subject-matter-expertise and technical oversight for EV initiatives while also supporting AssetWorks' fleet customers directly.



Larry Osgood

President | Consulting Solutions LLC
Monument, CO

Learning Session 4:2

8:30am, Wednesday, September 21st

Rio Pavilion 11

EV or Propane: What's Best for Your Paratransit Fleet?

Learning Session Description

Paratransit fleets are under more scrutiny than ever to reach their sustainability goals. This session will provide insight into how fleet managers can improve sustainability while saving on operation and energy costs, and without compromising on reliability, range, or performance of their vehicles. It will also examine the availability and outlook for renewable energy sources in the paratransit market.

This presentation will cover:

- What to consider when selecting an alternative fuel.
- Hear from fleet managers about their experience with their new energy source after transitioning from gasoline or diesel.
- A lifecycle analysis of the carbon emissions of the two most prevalent alternative energy sources for paratransit vehicles.
- The future of paratransit clean transportation and how propane autogas and renewable propane allow fleets to reach their sustainability goals.

Learning Objectives

1. Identify the key metrics to consider when selecting an alternative energy source, including total cost-of-ownership and full-fuel-cycle emission profiles.
2. Understand the future of transportation and identify technologies and renewable fuels that show propane leading the path to zero emissions.
3. Understand propane autogas and how it can provide fleets with operational, financial, and environmental benefits.

Bio

Notable collaborations

Colorado Propane Gas Association, National Propane Gas Association, Propane Education & Research Council, Western Propane Gas Association, World LPG Association; state energy agencies; U.S. energy and environmental agencies



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?



Cory Kahler

Alternative Fuels Manager
CGRS, Inc. | Ft Collins, CO

Learning Session 5:2

1:30pm, Wednesday, September 21st

Rio Pavilion 11

CNG & RNG for Fleets

Learning Session Description

General benefits of a CNG fleet.

- Is CNG safe?
- Is your facility optimally located for a CNG install? How close is the nearest high-pressure line?
- CNG/RNG installation variables and considerations.
- High level discussion of costs for CNG/RNG installations.
- CNG emissions versus gasoline and diesel emissions.
- Fuel costs for CNG versus gasoline or diesel.
- CNG versus EV.
- Maintenance facilities for CNG vehicles.
- What is RNG? Will it work for us?
- Funding your project—grants, incentives and other options.
- Representative project profiles for CNG and RNG installations.

Learning Objectives

1. Is CNG/RNG right for our fleet? It's not right for everyone, how do you know if it will work for your situation? What are the costs involved? Discussion of funding options for CNG vehicles, CNG fuel system installations, RNG installations and maintenance facility upgrades.
2. Maintenance facilities for CNG powered vehicles have different code requirements than maintenance facilities for gas- or diesel-powered vehicles. Cory provides an overview of these requirements.
3. Discussion of RNG facilities. ROI on CNG and RNG facilities. RIN credits and other considerations.

Bio

Cory Kahler has over 11 years of experience in CNG and RNG systems and is a well-known and respected industry leader. He is extremely competent in the design, installation and maintenance of CNG/RNG systems and project funding; RIN and LCFS relationships; utility coordination and transmission pipeline access; specifications for CNG/RNG vehicle-repair facilities; and, staff training and knowledge of CNG vehicles. Cory heads the Alternative Fuels Division for CGRS, a leader in environmental, fuel-system compliance and design-build services. CGRS has designed and installed fueling systems for municipal and private fleets, commercial truck stops, gas stations, the aviation industry, and more.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?



John Chimenti

Business Development

Air Products and Chemicals, Inc | Newberg, OR

Learning Session 6.2

2:30pm, Wednesday, September 21st

Rio Pavilion 11

Hydrogen Production and Infrastructure for Mobility Applications

Learning Session Description

Hydrogen is a sustainable, renewable fuel source to power vehicles. This presentation covers the hydrogen life cycle; production, distribution and the onsite equipment necessary to dispense hydrogen into vehicles. Production methods vary depending on end user requirements. The production is either centralized or onsite. Distribution methods vary depending on end user volume demand and distance from source. In order to dispense H₂ into a vehicle, equipment is needed onsite. The configuration of the equipment set establishes the footprint and utility needs.

Learning Objectives

1. Hydrogen Production Methods
2. Hydrogen Distribution Methods
3. Onsite Equipment needed to Fuel Vehicles with Hydrogen

Bio

John has over 27 years of experience with Air Products in which he has held positions of increasing responsibility in project engineering, operation management, sales, marketing and business management. John graduated from the United States Naval Academy and served 5 years active duty and 16 years reserve duty in the submarine community. He holds a B.S. in mechanical engineering, certified as a Navy nuclear engineer, PE in mechanical engineering and a M.B.A. from Portland State University.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

TRACK THREE



Sam Lamerato

Co-Owner, Public Fleet Advisors
Public Fleet Advisors LLC | Madison Heights, MI



Danny Brashear

CEM / Senior Industry Consultant
AssetWorks LLC

Learning Session 5:3

1:30pm, Wednesday, September 21st

Miranda 7

Top Ten Best Practices for Fleet Managers

Learning Session Description

How do you know if you are doing an excellent job as a fleet manager? Is your fleet operation competitive with outside vendors?

This session will cover the Top Ten Performance Measures for Fleet Managers. Many public fleet managers have a tough time verbally proving to upper management, mayors, councils, and commissioners that their fleet operation is a very important part of the overall municipal operation, that it is professionally managed and that it is extremely competitive. It is beneficial to report detailed fleet information with graphs including ten performance measures that explain how to arrive at this conclusion. This will prove to them you are running a competitive operation and that you are a subject matter expert and justify investment in the fleet division.

Performance measures are an especially valuable tool for fleet managers when identifying the effectiveness, efficiency, quality, timeliness, productivity, and safety of the fleet services department.

Learning Objectives

1. To become a more competitive fleet operation
2. Produce graphs and data to justify your department needs (staffing, vehicle availability, etc.)
3. Running an efficient parts room operation



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:



Bios

Sam Lamerato, CPFP was involved in fleet maintenance for 42 years and is Lamerato is a State of Michigan Certified Auto and Truck Mechanic & former Master ASE Auto & Medium/Heavy Truck Certified. Sam retired as Superintendent of Fleet for the City of Troy, Michigan, a fleet operation with over five hundred pieces of equipment. Sam has spoken at numerous professional fleet seminars and was Chair of Michigan's APWA Educational Committee from 1995-2014, educating thousands of fleet professionals in both the US and Canada. • 2007 was among the inaugural group to receive the Certified Public Fleet Professional Certification (CPFP). • 2008 APWA Top Ten Leader Award (The FIRST and ONLY fleet manager to receive this award). • 2010 City of Troy's awarded #1 Best Fleet in North America • 2011 Public Sector Fleet Manager of the Year. • 2014 Hall of Fame, and Legendary Lifetime Achievement Award. • Co-Owner, Principal Advisor, Consultant and Trainer – Public Fleet Advisors (PFA)

Danny Brashear, CEM is a Senior Industry Consultant with AssetWorks. Prior to joining AssetWorks, he was a Senior Consultant with Mercury Associates and prior to joining Mercury Associates, he was the Mid-West Regional Sales Manager for E.J. Ward, Inc. Prior to this, Mr. Brashear speed 12-years working as a Senior Fleet Consultant for CCG Systems, Inc., providers of the FASTER Fleet Management Information System, where he successfully installs, configure, and improve customer's FMIS use. He has also teamed with other Fleet Professionals to update, revise, and rewrite the American Public Works Association (APWA) - 2016 'Top Ten Performance Measures for Fleet Managers'. Prior to joining CCG, Mr. Brashear spent 18-years working for Lee County Fleet Management down in south Florida, from starting out as a technician to ending up as the Fleet Operations Manager. During this time, Danny also helped the county to become the #1 ranked fleet in the nation in 2004 by the Utility Fleet Management Magazine and Fleet Counselor Services, Inc. Danny currently holds a CEM Certification by AEMP - Certified Equipment Manager and a former ASE-Master Med-Heavy Truck and Automotive Technician.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?



Kevin Devery

Fleet Superintendent, Public Works Department
City of Goodyear | Goodyear, AZ

Learning Session 2:3

10:30am, Tuesday, September 20th

Miranda 7

Top 12 Metrics to Run an Efficient Fleet

Learning Session Description

Effective fleet management is metric-driven, with potentially overwhelming amounts of data points to oversee and act on. How can fleet professionals analyze and manage so much data in an effective manner? The answer lies in focusing on key performance indicators to ensure they are taking the right actions and putting resources where they will do the most good. This session will highlight and explain the top 10 metrics and industry-accepted levels of proficiency and provide attendees with takeaway knowledge and tools that they can put into practice right away.

Learning Objectives

1. The most important metrics to be tracking.
2. The industry best practices on what levels a fleet should be achieving for each of the 12 metrics
3. How to apply these 12 metrics immediately.

Bio

Kevin Devery has over 30 years in the Automotive and Diesel industry. He was the Fleet Manger for Tempe, AZ for 9 years and received the Leading Fleets Award from Government Fleet Magazine every year since its inaugural year, as well as, the Top 100 Best Fleets in North America for every year he has been the Fleet Manager for Tempe. Currently, he has been the Fleet Superintendent for the City of Goodyear, AZ for almost two years and received the Leading Fleets award during his second year there. He has spoken and presented at three local summits sponsored by the 100 best Fleets in the Americas organization. He has also presented instructional sessions at the GFX conferences five times. Most recently he was the Keynote Speaker at the GFX conference in May 2022 in Detroit.



Josh Turley

CEO

RTA: The Fleet Success Company | Glendale, AZ

Learning Session 3:3

2:30pm, Tuesday, September 20th

Miranda 7

Need to improve employee retention? Start with your culture



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

Learning Session Description

Are employees exiting faster than you can replace them? Are you struggling to fill openings? The answer as to why could be in front (and around) you -- your company culture. Learn how to create an intentional culture at your organization, and why this matters to you and your employees.

Learning Objectives

1. The difference between an intentional vs an accidental culture..
2. How to create your mission, vision, and values.
3. How to get employee buy-in and make sure everyone is living the culture every day.

Bio

As a third-generation owner and CEO of RTA, Josh strives to help fleets succeed. His passion is leadership and culture and aims to create an intentional culture at his workplace, as well as help other leaders establish one at their companies. He has previously spoken at numerous conferences, including NAFA.



Wayne Corum

Transportation Industry Consultant
T-Mobile | Fort Worth, TX

Learning Session 4:3
8:30am, Wednesday, September 21st
Miranda 7

From Dial Tone to Data Steam: Connected Fleet Strategies

Learning Session Description

A look at current and future levels of connected fleet strategies from basic telematics to advanced IoT (Internet of Things) to big data and beyond. Wherever you are starting on the spectrum, come gain insight how to use technology to meet your current strategic fleet goals. Then, take the next step with technology to form your long-range strategy.

Learning Objectives

1. Identify current state of your fleet
2. Understand available technologies
3. Develop plan to meet strategic goals

Bio

As T-Mobile's Industry Consultant for Transportation, Wayne Corum brings almost 20 years of fleet management experience across multiple sectors. Before joining T-Mobile, Wayne held leadership roles in two prominent fleets, one in the private sector and the other in the municipal government sector. His most recent role was a Senior Manager of the National Fleet Support Center for Verizon fleet operations. Prior to Verizon, Wayne was the Director of Equipment Services for the City of Fort Worth, which is the 12th largest city in the US.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

What's your next stop?

His other leadership roles included President and Chairman of the Board for the FleetPros Association and active member in the National Association of Fleet Administrators (NAFA). Wayne graduated from Southwest Baptist University with a bachelor's degree in Mathematics. He further pursued his studies at the University of Texas at Arlington and earned a master's degree in Business Administration.



Michael Wagner

Fleet and Safety Manager
Designscapes Colorado, Inc. | Centennial, CO

Learning Session 5:3
:30 pm, Wednesday, September 21st
Miranda 7

Organizational Change: Embrace it and Create a Successful Foundation

Learning Session Description

Change can be an uncomfortable process due to the uncertainty of outcomes, as well as becoming more vulnerable because you're moving out of your comfort zone. On the other hand, we live in an environment where we must adapt to change quickly to stay competitive and create a successful future for our organizations no matter the industry. As a leader today it's important to understand how you develop the foundations within your organization for successful change management as well as embracing it as part of the culture. This takes into account the intergenerational workforce and how you build a collaborative environment where people can thrive and be "continuous improvers" every step of the way.

Learning Objectives

1. Understand the phases of organizational change
2. Learn application practices in the leadership role to be successful
3. Gain knowledge on the intergenerational workforce and creating an environment of continuous improvement

Bio

Michael Wagner has 11-years of combined experience in fleet management roles both in the public and private sectors. He began his career working for the City and County of Denver and transitioned to the private sector where he's worked in landscaping and construction for over seven years. While currently in the Fleet and Safety Manager role, he's responsible for all fleet management duties as well as organization-wide safety which includes OSHA construction safety as well as risk management. Michael is actively involved in multiple associations such as the Fleet Pros Colorado Chapter where he serves as the Vice Chair, and he's also highly involved with associations such as SIMA (Snow and Ice Management Association) and NAFA Fleet Management Association. He's presented conference sessions before on topics such as Develop a Culture of Safety and Evaluating Asset Utilization. Michael enjoys his time trying to help grow the participation and intrigue from newer generations into the fleet and equipment industry.



FLEETCON 2022 • LAS VEGAS, NV

THE ROAD TO FLEET TECHNOLOGY:

--- What's your next stop? ---



Ed Smith

President & CEO

Agile Fleet, Inc. | Chantilly, VA

Learning Session 6.3

2:30pm, Wednesday, September 21st

Miranda 7

Making a Business Case for Motor Pool

Learning Session Description

Your organization can save tens of thousands—even hundreds of thousands of dollars—by sharing vehicles, reducing unneeded vehicles, and automating fleet management processes. By automating things vehicle reservations, dispatching, and billing and reporting, your organization can experience incredible time savings (for fleet managers) and convenience (for users of the fleet.) But if you are just starting to plan your vehicle sharing program, how do you effectively communicate your plan to others? If you are faced with the task of “selling” the idea to upper management and other stakeholders, what evidence do you need to back up your plan and ensure successful buy-in? Nothing breaks the cadence in a major process change more than a list of unanswered questions. Get the answers you need by attending this session. Learn step by step how to make a business case for a shared vehicle initiative, and all the reasons why it makes the MOST sense under pandemic or other unforeseen circumstances. Hear real-world examples from fleet managers who have “been there and done that” successfully making a business case and launching motor pools while keeping stakeholders happy and reducing costs. Discover the pitfalls to avoid before launching your motor pool, and they might not be what you think!

Learning Objectives

1. Quantify, articulate, and share your goals with upper management.
2. Anticipate questions that signal hesitance and know how to respond with data-backed confidence.
3. Clearly communicate the return on investment (ROI) to answer, “what’s in it for me?”

Bio

Ed Smith is a subject matter expert in fleet management and fleet right-sizing, with extensive program management and systems engineering experience in the fleet industry, specializing in the analysis of vehicle utilization data for accurate planning and execution of car sharing and right-sizing initiatives. Mr. Smith has been a featured speaker at numerous fleet industry events and is coauthor of *The Ultimate Guide to Fleet Utilization & Achieving a Right-Sized Fleet*.