

Canadian Institute for Procurement and Materiel Management Institut canadien d'approvisionnement et de gestion du matériel

2018 CIPMM FLEET MANAGEMENT WORKSHOP

NOVEMBER 6-7, 2018
PILLAR AND POST HOTEL
NIAGARA-ON-THE-LAKE, ONTARIO



PROGRAM

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MESSAGE FROM THE CIPMM PRESIDENT



Dear Fleet Management community,

On behalf of the Canadian Institute for Procurement and Materiel Management, I am pleased to welcome you to our first fleet management workshop. It demonstrates our commitment to invest and strengthen a community that has not been well served during years of financial restraint. We hope that this will serve as a catalyst to energize the fleet management community that serve such an important role for Canadians.

We have an outstanding program for the day, touching the diverse yet fascinating subjects that are shaping our profession. You will have the opportunity to meet manufacturers and service providers as well as test drive some of the vehicles. This is not a classroom... Our objective is to give you an opportunity to engage with colleagues and many of the leaders of our community.

In addition to a program of workshops, CIPMM is also committed to recognizing the outstanding contribution of our professions to Canadians. We invite you to nominate colleagues for the CIPMM award program in categories such as the David Swift Award for Exceptional Contribution, Innovation and Community Builder. We will launch the call for nomination in Winter 2019. Stay tuned!

We hope that this event will help improve your professional networks, generate new insights and inspire you in your career. Looking forward to meeting everyone!

PMP CFA MBA C.Dir CIPMM President

Vincent Robitaille

MESSAGE FROM THE WORKSHOP CHAIR



Welcome to the Canadian Institute for Procurement and Materiel Management's Fleet Management Workshop in Niagara on the Lake. I want to thank you for choosing to join us today as we learn about some of the new advancements in the Fleet Management world. Some of the highlights are having the community together for our first workshop, having updates from Treasury Board, PSPC, NR Can, and various private sector partners. It is great to learn about new practices from others and to gain new

perspectives we can incorporate into our practices.

It has been a lot of fun putting together a program for your day and I hope it will provide you with an opportunity to hear from some subject matter experts on a number of topics, network with your colleagues and learn some new skills. It was quite a challenge to squeeze everything into two days!

I hope you enjoy this Workshop as much as I enjoyed planning it!

Blair Hurd

CIPMM Fleet Management Workshop Chair

MESSAGE FROM THE PREMIER PARTNER



ARI is proud to be the premier partner of the 2018 Canadian Institute for Procurement and Material Management Fleet Management Workshop. We recognize the importance of collaboration, learning and professional development,

especially being part of an evolving industry that is shifting towards modernization and automation.

ARI recognizes the importance of employee engagement and development, especially in order to take advantage of the changes and disruptions brought forward by new technologies. As such, we are so pleased to support events such as the CIPMM Fleet Management Workshop to promote growth and development within our industry. This workshop, with its commendable agenda of sessions and speakers, provides an excellent venue to achieve these important objectives.

ARI's focus is, and has always been, on providing world-class service to our customers. We aren't satisfied with simply having happy customers; we want our clients to be raving fans. As the landscape of our industry continues to change, our customers continue to expect more from us, and we always expect more of ourselves. This customer-first philosophy has led to big investments in our client-facing technology. This digital transformation will focus on streamlining non-value added transactional needs, proactively pushing information to the right people at the right time, and transforming data into action. Our goal is to leverage technology and the talented people we have internally to evolve the way we help our customers optimize their fleet operations.



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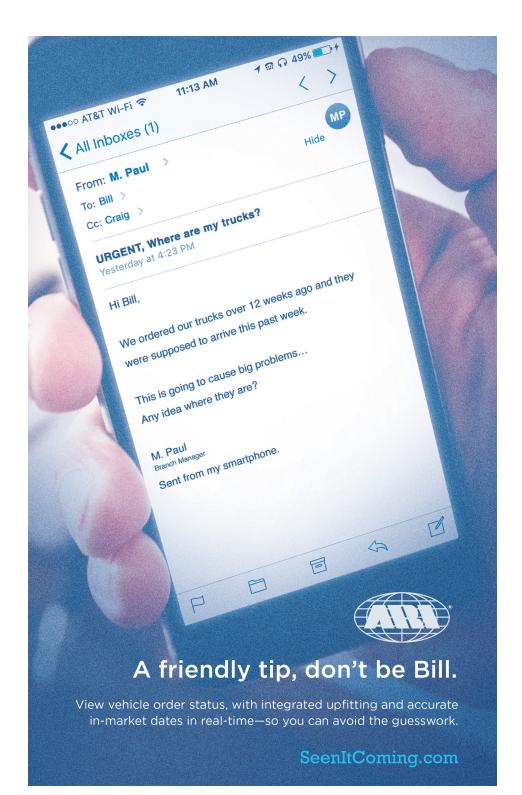
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Schedule at a Glance

TUESDAY, NOVEMBER 6, 2018

7:00 am – 8:00 am Cannery Restaurant	Breakfast	
8:00 am – 8:30 am Upper Canada Hall Foyer	Registration	
8:30 am – 8:45 am Upper Canada Hall	Opening Remarks Blair Hurd, Workshop Chair	
8:45 am – 9:45 am Upper Canada Hall	Opening Keynote Sandra Valenti, ARI	
9:45 am – 10:30 am Olde Library	Exhibits & Refreshments	
10:30 am – 11:30 am Upper Canada Hall	Session # 1 Awing the Auditor - How to Conduct a Fleet Audit Kate Vigneau, NAFA	
11:30 am – 12:30 pm Upper Canada Hall	Session # 2 Navigating Policy Suite Reset: Fleet Management Rosa Paliotti and Maurice Vodon, TBS	
12:30 pm – 1:30 pm Cannery Restaurant	Lunch	
1:30 pm – 2:30 pm Upper Canada Hall	Session # 3 Fleet Management within the Department of Defence (DND) Major Jason Czarnecki, DND	
2:30 pm – 3:00 pm Olde Library	Exhibits & Refreshments	





Schedule at a Glance

TUESDAY, NOVEMBER 6, 2018

3:00 pm – 4:00 pm Upper Canada Hall Session # 4
Update on Government of Canada Light Duty Vehicles
Procurement

Mike Tanguay, PSPC

4:00 pm - 5:00 pm

Upper Canada Hall

Session # 5

Economics of Fleet and the 11 Essentials of Fleet Management

Kate Vigneau, NAFA

5:00 pm - 5:30 pm

Pillar & Post Hotel Lobby



5:30 pm – 8:30 pm

Tour & DinnerKonzelmann Estate Winery

Shuttle to Dinner



WEDNESDAY, NOVEMBER 7, 2018

7:00 am – 8:00 am Cannery Restaurant	Breakfast
8:00 am – 8:15 am Upper Canada Hall Foyer	Registration
8:15 am – 8:30 am Upper Canada Hall	Opening Remarks Blair Hurd, Workshop Chair
8:30 am – 10:00 am Upper Canada Hall	Session # 6 Greening of the Federal Fleet – Current and Future Opportunities and an Open Panel Discussion with Vehicle Manufacturers Dan Stechysin, Adrian Cerena and Laura Zommere, CFS



Schedule at a Glance

WEDNESDAY, NOVEMBER 7, 2018

10:00 am – 10:30 am Upper Canada Hall Foyer	Networking Break
10:30 am – 11:30 am Upper Canada Hall	Session # 7 Telematics and NR CAN Update Yves Madore, NR CAN
11:30 am – 12:30 pm Upper Canada Hall	Session # 8 Deploying Idle Reduction Technology: Using Telematics to Reduce Emissions and Operational Costs Duncan A. Curd, Canadian Extreme Climate Systems Ltd.
12:30 pm – 1:15 pm Cannery Restaurant	Lunch
1:15 pm – 2:15 pm Upper Canada Hall	Session # 9 ARI Telematics Sandra Valenti, ARI
2:15 pm – 2:30 pm Upper Canada Hall	Ride and Drive Logistics
2:30 pm – 5:00 pm	Ride and Drive
5:30 pm – 6:00 pm Pillar & Post Hotel Lobby	Meet & Walk
6:00 pm – 8:30 pm Noble Restaurant Prince of Wales Hotel	Dinner & Closing Remarks Blair Hurd, Workshop Chair NORTH TORONTO A U C T I O N





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30TH ANNUAL CIPMM NATIONAL WORKSHOP JUNE 4-6, 2019

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