

2022 CIPMM **FLEET MANAGEMENT** **WORKSHOP**



NOVEMBER 15-16, 2022

TORONTO AIRPORT MARRIOTT HOTEL,
TORONTO, ONTARIO

SPEAKERS' BIOS AND SESSIONS' DESCRIPTIONS

VIDEO MESSAGE:

Carolyn Montague, Partner, Performance Management Network Inc and President, Canadian Institute for Procurement and Materiel Management (Volunteer)

Carolyn is the President of CIPMM as well as a Partner at Performance Management Network Inc, a management consulting firm located in Ottawa. Carolyn started in procurement in 1982 as an Intern Officer at what was called Supply and Services way back then. It is now PSPC. Over her 39 years in procurement, she has procured almost every type of service as well as software, hardware and many types of goods. She has delivered at one point or another all of the courses required for the Procurement and Materiel Management certification program on behalf of CSPS as well as developing and delivering over 35 different courses for various federal departments and agencies.

PREMIER PARTNER KEYNOTE # 1: INDUSTRY UPDATE

We will provide an update on Holman, the name change, who we are and then do a fleet industry update, reviewing the current state of the industry and what can be expected in the upcoming years.

Standing Offer Update: Changes/Update to the current standing offer awarded in 2021.

Sandra Valenti, Account Executive, ARI Fleets / Holman

Sandra Valenti is the Account Executive for the Federal Government at ARI, with 28 years of experience in the fleet industry. Her responsibilities include managing the Fleet Management Standing offer, support and consulting for federal government departments, fleet analysis, reporting and program implementation.

Romy Bria, Vice President, Client Relations, ARI Fleets / Holman

Romy has been with Holman for over 25 years. He has responsibility for the Strategic Account Management Team and overall responsibility for ARI Client Relations department in Canada. His experience includes working with both government and corporate fleets.

Craig Pope, Manager, Client Relations, ARI Fleets / Holman

Craig Pope has been in the fleet industry for 5 years, starting in Sales with Holman before moving over to Manage the Client Relations team in Canada. Prior to joining Holman, Craig worked in the pharmaceutical industry. Craig lives in Toronto with his wife and three children aged 11, 9 and 6.

SESSION #2: ARI- ELECTRIC CHARGING UPDATE

Romy Bria, Vice President, Client Relations, ARI Fleets / Holman

Romy has been with Holman for over 25 years. He has responsibility for the Strategic Account Management Team and overall responsibility for ARI Client Relations department in Canada. His experience includes working with both government and corporate fleets.

SESSION # 3: NEW OUTLANDER PHEV

The All New 2023 Outlander PHEV. What is New For 2023 And Different From 2022.

Luc Grenier, Fleet / VIP Manager, Mitsubishi Motor Sales of Canada, Inc.

Luc's career in the Auto Industry started in 1984 selling Hyundai. if you are doing the math, that's 38 years, continued my retail fleet career until 2001 when I was hired by Toyota Canada Inc, as District Sales Manager in the Quebec Zone and then Toyota Fleet from 2006 on. In 2013, moved to Mitsubishi Motor Sales of Canada, Inc as Fleet Manager.

SESSION # 4: GC SURPLUS UPDATES AND DISPOSAL OF POLICE VEHICLES

GCSurplus will be sharing details on the service it offers and will be providing tips and tricks to users when declaring vehicles in their CGSci platform.

Cedric Grenon, Supply Specialist, Systems Division, GCSurplus, PSPC

Cedric joined the Public Service in the fall of 2019 after spending more than 20 years in the retail industry as both a manager and president of a company. Since joining GCSurplus, Cedric has held different roles such as a Supply Specialist, Finance and HR Team Lead as well as IT Team Lead and Systems Division Manager. As the current Manager for the Project Planning and Development of GCSurplus' IT suite of applications Cedric and his team of developers see to the day to day operations of our systems, as well as the continuing betterment and modernization of our IT and operational infrastructure.

Claude Prevost, Team Lead, Operations Division, GCSurplus, PSPC

Claude joined the Public Service in 2003 as a Procurement Officer at the Canadian Food Inspection Agency and then moved to Agriculture Agri-Food Canada as a Contracting Officer for several years. He then became the AAFC's National Fleet Manager for over five years. In 2013, he joined the GCSurplus team as a Procurement Specialist working with the CGMil team, which was responsible for the sale of controlled goods. Claude evolved within the GCSurplus Group as an Operations Coordinator several years later, and in April 2021, became the National Operations Team Lead.

Courtney Munro, Supply Team Leader, GCSurplus Ontario Region, PSPC

Courtney is the Warehouse Operations Team Lead, running the Ontario Region GCSurplus Sales Centre located in Toronto. She has been with GCSurplus since 2010 and assists over 100 Federal Departments and Agencies as well as many other provincial and municipal entities with their divestment planning and execution. Courtney is passionate about the fair, open and transparent disposal options that make surplus government assets available to both the general public and industry while still achieving the best value for the Crown.

SESSION #5: ELECTRIC VEHICLE TRENDS

Adrian Cernea, Director, Operations at Corporate Fleet Services

Adrian Cernea is the Director of Operations at Corporate Fleet Services (CFS). Adrian specializes in helping clients with all aspects of vehicle fleet management, from efficient policy development and strategic planning, to optimizing fleet operations. Vehicle fleet emissions reduction planning has been the focus in his the most recent work. Adrian has developed a comprehensive strategic planning tool to analyze vehicle emissions data and to project future fleet emissions.

Over the past 10 years, Adrian has lead consulting mandates for prominent public and private sector organizations. Clients served included the Royal Bank of Canada, Telus, the Region of Peel, Société des établissements de plein air du Québec (Sépaq), as well as a number of federal government departments including Public Services and Procurement Canada, Fisheries and Oceans Canada, Canada Border Services Agency, Health Canada, National Research Council, Parks Canada and Treasury Board of Canada Secretariat.

SESSION # 6: GLOBAL AFFAIRS FLEET RENEWAL

With a presence in over 178 locations around the world and close to 900 vehicles of all types including armoured vehicles, managing the fleet at GAC is a complex exercise. Especially when there are many parties involved with different accountabilities. How did GAC manage our fleet and what are we doing to migrate to a more effective and efficient management model?

Daniel Cadieux, A/Manager, Domestic Procurement, Contracting and Asset Management, Global Affairs Canada

Daniel Cadieux has been with the federal government since 1993, first with the then-named Canadian Museum of Civilization Corporation, then RCMP, and now with Global Affairs Canada since 2007. All these years he has worked in warehousing /materiel management and/or fleet management roles.

SESSION # 7: MEETING THE 2030 REQUIREMENTS FOR A GREENER FLEET

Yves Madore, Analyst, Treasury Board of Canada Secretariat

SESSION # 8: HOW TO BUILD AN IDLE REDUCTION FLEET CULTURE

The objective is to share the proven methodology of getting unionized, public employees to care about how they idle manage any fossil-fueled fleet asset as well as their own personal cars and trucks, resulting in dramatic reductions in fuel, emissions and downstream costs at work and at home.

In Ron's presentation, he'll explore the three universal values we share as drivers relative to the impact of our unconscious idling behaviour. He'll share how to engage with these values to transform driver-idling beliefs and behaviours. He'll share how to build a broader idle reduction culture long term by promoting these three values.

Ron Zima, ADpPR, Founder, Chief Executive Officer, GoGreen Communications Inc.

Automotive Fleet magazine has called Ron Zima the idle reduction behaviour modification expert. Zima is also known as IDLE FREE Guy™, creator of industry's idle reduction behaviour modification program, IDLE FREE for our kids® for Fleets.

Ron's program is being embraced by the U.S. transportation sector, where he is working with utilities, government, and private fleet operations.

He is based in Halifax, Nova Scotia with a program affiliate network across Canada and the U.S.

SESSION # 9: DISCUSSION WITH TBS, AND GUEST SPEAKERS

Yves Madore, Analyst, Treasury Board of Canada Secretariat

SESSION # 10: WINTER TIRES AND GREEN INITIATIVE

What you need to know about winter tires - the options, sustainability of our products and how Kal Tire can assist in making the right decisions for your fleet. Who is Nokian Tyres? Company Sustainability Strategy - what we do to reduce our ecological footprint.

Lisa Davis, Regional Account Manager, Kal Tire

Lisa Davis is an expert in account management, her passion for this can be traced back to pre-professional days. Whether as a member of student council or curating team events, she has been on a path to finding and communicating solutions from the start. She brings 23 years of professional experience in the industry, her past role as a GM for a multinational company where she engineered a financial turnaround in 2016 that more than doubled profits for 2 years in a row.

Outside the office Lisa mentors women in the industry, studies personal wellness techniques and is passionate about helping animals most in need. She currently has 5 rescue dogs that she will attest rescued her.

Lisa's famous line is "I like getting people excited about the things that excite me" and right now she is very excited about the difference Kal Tire is making in this industry with their green initiatives.

Chris Terrelonge, Regional Manager, Nokian Tyres

Chris Terrelonge has been in the Automotive industry since 2007. By 2011, the Sales team allowed him to achieve his passion, by providing consultation to Retail operations. Connecting with Chris allowed multiple Automotive retail business to grow a minimum 20%, just after one meeting. He makes sure to emphasize the importance of brand focused techniques. In 2020 he joined the Nokian Tyres team. This role allowed him to work with KAL Tire and continue the growth of the brand. He now provides Training Seminars to the group on product knowledge and industry trends; both current and future. Chris values relationships and his integrity and will protect both at all costs. He always does the right things as it's the right thing to do!

In his downtime outside of work, Chris Coaches Boys and Girls Flag Football for ages 9-16. This allows him the opportunity to grow the athletes from different skill levels to accomplish the final goal of them working as a unit, in the ultimate team sport.

INTERACTIVE TABLE EXERCISE – PART 1

(Participants will break into small groups to discuss)

INTERACTIVE TABLE EXERCISE – PART 2

(Groups will present their findings from Part 1)

SESSION # 11: CELLUTRAK ASSET MANAGEMENT SOLUTIONS

Introduction to Cellutrak, a world class GPS telematics provider specializing in Fleet Management and Asset protection. Discover some of the top features such as Idle and Driver Behavior reports and see how they foster a greener sustainable fleet.

Lea Rezko, Key Account Manager, Cellutrak

As key account manager at Cellutrak, Léa is passionate about building long-term and strategic partnerships with key stakeholders. Her role requires a range of skills from product presentation, customer needs assessment, and cross-functional team leadership. Her goal is to provide customers with solutions that will help them optimize their fleet and assets while promoting a greener sustainable fleet. She holds a bachelor's degree from DePaul University in business administration and has over 8 years of experience within the telematics industry.