

# NAFA's Inaugural I&E 2023 Media Day Shines a Spotlight on Fleet Industry Innovations



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**NAFA Fleet Management Association** (NAFA), the vehicle fleet industry's largest membership association, today held its first-ever Media Day event at its annual Institute & Expo (I&E) at the Baltimore Convention Center. At Media Day, nearly a dozen leading companies shared breaking news, innovations, and other important announcements with industry reporters and publications in back-to-back press conferences.

Media Day provided a unique opportunity for companies to showcase the latest developments in the fleet industry. Participants showcased a range of industry advancements in data analytics, safety technologies, electrification, and more.

"It's been fascinating learning about the groundbreaking technologies and solutions that companies are developing to tackle the challenges of the future and pave the way for a more connected, efficient, and sustainable world," said Bill Schankel, CAE, CEO of NAFA. "We are thrilled to have Media Day become a part of the I&E lineup, and look forward to seeing how the industry continues to innovate and push the boundaries in 2023 and beyond."

Below is a look at the breaking news presented during NAFA's I&E Media Day 2023:

## **Roadz (Booth 1134)**

***Presented by Amit Jain, Co-Founder & COO***

Roadz presented a product that democratizes the ability for fleets to discover and buy curated fleet management solutions at discounted prices. Their product also includes pre-integrated data and unified dashboards for fleet professionals.

## **Southgate Lease Services (Booth 1366)**

***Presented by Nick Miota, President & Holly Miota, Account Executive***

Southgate Lease Services presented its plans to assist larger fleet management companies with their small fleet customers who have 30 or fewer vehicle fleets.

### **Derive Systems (Booth 1465)**

***Presented by Heather Lamm, Chief Marketing & Sustainability Officer & Craig Montgomery, Chief Revenue Officer***

As a result of the Derive VQ technology, Derive Systems has introduced VQ Insight. This powerful new tool allows clients to see their vehicles' fuel savings and emission reductions in real-time.

### **Teletrac Navman (Booth 1350)**

***Presented by Doug Haebig, Sr. Product Manager, Transportation***

Teletrac Navman presented the launch of two new suites: The TN360 Compliance Suite with enhanced US-ELD, Canadian ELD, and iDVIR, and the TN360 Safety Suite with a new AI-powered IQ Camera. Both take a proactive approach to fleet management.

### **Cruise Car by ICON (Booth 1700)**

***Presented by Adam Sulimirski, Managing Partner***

Cruise Car by ICON announced its new line of lithium-powered heavy duty commercial carts, adding over 500,000 sq ft of additional assembly space in six plants nationwide. Its support network has expanded with hundreds of techs and a multimillion-dollar investment in parts for fleet support. Cruise Car by ICON will now deliver over 4,000 light utility carts monthly to thousands of municipalities, federal agencies, universities and nonprofits in over 30 countries.

### **Shell Fleet Solutions (Booth 1067)**

***Presented by Jim Perkins, Director of Fleet Solutions U.S.A., Shell***

Shell Fleet Solution announced the U.S. launch of Accelerate to Zero, a fleet sustainability management program. This program aims to help fleet and mobility managers better understand and reduce their carbon footprint and on-road emissions to net-zero by evaluating their options and developing a plan for decarbonization.

### **Reviver (Booth 1461)**

***Presented by CJ Meurell, EVP of Sales & Alex Dimitrijevic, National Fleet Director***

Reviver, creators of the groundbreaking, first-ever digital license plate and connected vehicle platform, announced the addition of RToll, an online tolling service, offering coverage on 98% of U.S. tollways with electronic toll collection services for commercial fleets.

### **Cipia (Booth 1457)**

***Presented by Israel Ronn, VP Aftermarket Business***

Cipia announced its new Cipia-FS10 Video Telematics Device that offers a forward facing dash cam and hybrid communication mode for improved fleet safety and efficiency. The new camera is an addition to Cipia-FS10's video telematics and driver monitoring system.

### **Mullen Automotive (Booth 1083)**

***Presented by John Schwegman, Chief Commercial Officer***

Mullen Automotive announced the launch of its Class 3 electric vehicles (EVs) this summer. These EVs will be more efficient and profitable for businesses with connected and customized solutions.

### **ServiceUp (Booth 1378)**

***Presented by Brett Dashe, Head of Revenue & Co-Founder***

ServiceUp announced ServiceUp for Fleets, an innovative product that adapts their award-winning consumer-based maintenance and repair platform to meet fleet managers, FMCs, drivers and repair centers' unique needs.

### **Utilimarc (Booth 1257)**

***Presented by Engin Ayaz, Account Executive***

Utilimarc is enhancing its business intelligence platform to include annual and real-time greenhouse gas reporting capabilities.

## **About NAFA**

NAFA Fleet Management Association is the membership organization for professionals who manage the mobility requirements of vehicle fleets that include commercial, public safety, trucks, and buses of all types and sizes; and a wide range of military and off-road equipment for corporations, governments, universities, utility fleets, and law enforcement in North America and across the globe. NAFA's members are responsible for the specification, acquisition, maintenance, repair, fueling, risk management, and remarketing of more than 4.8 million vehicles that drive an estimated 84 billion miles each year.

NAFA's members control assets and services well above \$122 billion each year. For more information, please visit [www.nafa.org](http://www.nafa.org), and communicate with NAFA on LinkedIn, Facebook, and Twitter.

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