

# YOUR ROAD TO FM SUCCESS...



WHAT WILL YOUR NFMT VEGAS ROAD MAP LOOK LIKE?



BEGINS AT **NFMTVEGAS!**

BUILDING OPERATING MANAGEMENT'S

**NFMTVEGAS!**

November 6-7, 2018

Rio All-Suites Hotel and Casino

[NFMT.COM/VEGAS](http://NFMT.COM/VEGAS)

BUILDING OPERATING MANAGEMENT'S

# NFMTVEGAS

## SCHEDULE-AT-A-GLANCE

### MONDAY, NOVEMBER 5

Pre-Conference Workshops (fees apply)

1 pm - 5 pm      The Disaster Experience

### TUESDAY, NOVEMBER 6

7 am - 4 pm	Registration
8 am - 9 am	General Session
9 am - 11 am	Conference Sessions
11 am - 3 pm	Expo Hall Open
11:30 am - 1:30 pm	QuickFire Sessions
2 pm - 3 pm	Networking Party
2:45 pm	\$1,000 Daily Cash Prize Drawing
3:10 pm - 5 pm	Conference Sessions
4:10 pm - 6:30 pm	Women in FM Roundtable & Reception

### WEDNESDAY, NOVEMBER 7

7 am - 2 pm	Registration
8 am - 11 am	Conference Sessions
11 am - 2 pm	Expo Hall Open
11:30 am - 1:00 pm	QuickFire Sessions
1:45 pm	\$1,000 Daily Cash Prize Drawing
2:10 pm - 4 pm	Conference Sessions

Detailed schedule information available at [NFMT.com/vegas](http://NFMT.com/vegas)



## GET IN THE DRIVER'S SEAT OF YOUR CAREER WITH TWO DAYS OF NEWFOUND STRATEGIES AND SOLUTIONS

Whether you are just starting out or you have 20+ years under your belt, there is a gap between what you already know and what you need to know to be the best facilities manager. National Facilities Management and Technology Conference & Expo-Vegas (NFMT Vegas) has conference sessions designed to get you on the road to success, providing there is a need for crisis management training, energy efficiency advances, IoT or a maintenance planning strategy.

MONDAY Nov. 5	1 - 5PM	PC1 - The Disaster Experience						
TUESDAY November 6	8 - 8:50AM	T1.GS The First (or Next) 100 Days as a Facilities Manager						
	9 - 9:50AM	T2.M1 Performance-Based Service Contracting: Doing it Right	T2.M3 Tips for Implementing a Successful Asset Management Program	T2.M5 HVAC 101: Chillers and VFDs and BACnet - Oh My!	T2.B2 Top Facility Challenges and How to Address Them Utilizing a Documented EBCx Process	T2.B4 Metrics That Matter: Beyond the KPIs		
	10 - 10:50AM	T3.M3 Building a World Class Asset Management, Maintenance and Equipment Reliability Program: A Blueprint	T3.M5 Inside d.tech: Building a New Kind of High School	T3.M7 The 10 Things Your Staff and Vendors Won't Tell You	T3.B1 New 2018 Updates and Changes to NFPA 70E and How to Effectively Implement a Program	T3.B2 Tax Incentives for Facility Improvements	T3.B4 Big Data and Analytics: the Next Frontier for Energy Management	T3.M1 ISO 41001 Facilities Management — Management Systems: The Game Changer?
	3:10 - 4:00PM	T4.M1 The Business Case for Connected FMs	T4.M3 Risk Wheel: Methods for Assessing and Managing Risk	T4.M5 Operational Design Model - The Unique and Innovative Service in the Fields of Design and Construction	T4.M7 Chilled Water System Control & Optimization	T4.B1 Keeping Current with Fire Protection System Inspection, Testing, and Maintenance Requirements	T4.B2 Switch to LED: A Quick & Affordable Way to Save Your Organization Money NOW!	T4.B4 Understanding the Lifecycle Cost of a Building Automation System
	4:10 - 5:00PM	T5.M1 Case Study: Plantronics' Journey to Smarter Working	T5.M3 What Can Cloud Do for You? The Benefits of Moving Asset Management Systems to the Cloud	T5.M7 Making Lean Leaner	T5.B1 Legionella Risk Management in Cooling Tower Systems	T5.B2 Advanced Retrofit Efficiency Solutions for Every Building System		
	4:10 - 6:30PM	T5.WFM - Women in Facilities Management Roundtable & Reception						
WEDNESDAY November 7	8 - 8:50AM	W1.M3 The Future of FM Professionals in the Information Age	W1.M5 Fire Alarm & Fire Suppression: The Playbook for Success	W1.M1 Creating Value through the Capital & Operating Budget Process				
	9 - 9:50AM	W2.M1 Optimizing Employee Talents and Gifts for Discretionary Effort	W2.M5 RIME & Reason - Effectively Prioritizing Your Maintenance Work	W2.M7 Closing the Gap: How Mobility is Powering Modern Facilities Management	W2.B1 OSHA's Enforcement and Significant Changes to 2018 NFPA 70E	W2.B2 LED Lighting: You are Backing Up If You Wait Any Longer	W2.B4 The Changing Role of Facilities Management in a Connected World	W3.M1 Define, Design and Deliver a High Value RFP
	10 - 10:50AM	W3.M3 Failed Flooring Case Studies	W3.M5 Saving Money (and the World) with Your Roof	W3.M7 Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture	W3.B1 Tips to Reviewing Your ADA Plan	W3.B4 Digital Twinning for a Better Building IoT		
	2:10 - 3:00PM	W4.M5 Future of Engineering and Disruption in Maintenance Industry	W4.M7 The Fatal Flaws in Your Active Shooter Response					
	3:10 - 4:00PM	W4.M1 Are We Ready for the Next Industrial Revolution?						

# 2018 CONFERENCE SESSIONS

(AS OF SEPTEMBER 5, 2018)

## MONDAY November 5

**1:00 PM**

**SAFETY AND SECURITY**  
**The Disaster Experience**

*Bob Mellinger*

Business continuity planning has never been more critical to the safety and security of facilities, regardless of their size, location or industry. Unfortunately, creating and maintaining a business continuity plan (BCP) still remains a low priority for many organization's leaders. That is why this session is necessary, and not for the faint-of-heart. Every disaster is not created equally and this experience has been designed to put you in the throes of a real-life disaster situation, as it unfolds. You will make the critical decisions any organization will have to make — and deal with the consequences of — those decisions. At the completion of the four hour session, attendees will understand the importance of planning in advance for different disasters or other business disruptions.

**Audience:** Intermediate

## TUESDAY November 6

**8:00 AM**

**BUSINESS MANAGEMENT**  
**The First (or Next) 100 Days as a Facilities Manager**

*Stormy Friday, MPA, Hon. FMA, IFMA Fellow*

Failure is not an option for a new FM manager, yet many who obtain this position find they don't succeed. The first 100 days in the job define how new managers perform long-term and what type of value they create for their organizations. The key to success is knowing what to do

during those first, critical 100 days. This session explores the sinkholes awaiting new FM managers and an action plan to swerve around them. It also outlines the strategies and tools for new FM managers to ensure their leadership will be great instead of adequate.

**Audience:** Beginner

**9:00 AM**

**BUSINESS MANAGEMENT**  
**Performance-Based Service Contracting: Doing it Right**

*Vince Elliott*

This session will review the barriers to implementing a successful Performance-Based service relationship; and, how to establish a successful PBC program. We will explore the 14 Step Life Cycle for establishing a successful program and highlight practical management strategies.

**Audience:** Intermediate

**9:00 AM**

**OPERATIONS AND MAINTENANCE**  
**Tips for Implementing a Successful Asset Management Program**

*Andrew Gager, CMRP, CPIM*

We constantly strive to find the silver bullet to make our lives and jobs better. We look for a road map that will guide us to where we need to be. Quality systems are prime examples of this phenomenon. Over the years, I have witnessed many different types including quality circles, total quality management (TQM), total productive management (TPM), Lean, and Six Sigma. Now, new guidance is available for maintenance and engineering managers.

This session will discuss key elements of asset management guidance and tips on how to implement. We'll discuss a case study that shows the contrasts between a successful asset management program and a failing one.

**Audience:** Intermediate

**9:00 AM**

**OPERATIONS AND MAINTENANCE**  
**HVAC 101: Chillers and VFDs and BACnet - Oh My!**

*Tim Skell*

A multipurpose (office & factory) facility recently underwent a major HVAC renovation, including the addition of a central chiller plant and thermal (ice) storage. This renovation will be used as a case study, educating the attendee on how a complete HVAC system operates, energy savings opportunities, along with how BACnet communications contributed to an intelligent and sustainable building.

**Audience:** Beginner

**9:00 AM**

**ENERGY AND UTILITIES MANAGEMENT**  
**Top Facility Challenges and How to Address Them Utilizing a Documented EBCx Process**

*Tony DiLeonardo, LEED AP, CxA*

We will review the existing building commissioning (EBCx) process — focusing on the planning and investigation phases — by looking at how to accomplish these tasks and what assistance you may need with minimal costs. The process will support a proactive approach in identifying issues while prioritizing for potential capital investments required for future budgeting. The process will help resolve climate control, equipment failures and building automation issues allowing for more time to



## TUESDAY November 6

address other concerns while having a more educated, operational staff. Examples of facilities using the process and how it has resolved issues will be given, plus we will discuss highlights from my research.

**Audience:** Intermediate

### 9:00 AM

#### **ANALYTICS AND DATA MANAGEMENT** **Metrics That Matter: Beyond the KPIs**

*Christa Dadoo  
José Febres*

Metrics provide a roadmap for a successful operation. These metrics, however, need to be aligned with the business objectives to have a meaningful impact. Converting metrics to practical information and knowledge to support operation and maintenance can be challenging. This session highlights typical challenges that FM managers and vendors face in developing, implementing and operationalizing metrics that are needed to achieve the business objective.

**Audience:** Intermediate

### 10:00 AM

#### **ASSET AND RISK MANAGEMENT** **Building a World Class Asset Management, Maintenance and Equipment Reliability Program: A Blueprint**

*Ali Mohammed*

Building a world class O&M program is like building a house. You need a solid foundation, strong supports to bear the load of daily use and a protecting roof to keep it all secure. This presentation provides a blueprint of focus areas for Facility Managers to improve operations. We will also review the progression from reactive to world class delivery of O&M to understand the current state of operation and subsequently determine the journey and roadmap to reach the desired destination.

**Audience:** Intermediate

### 10:00 AM

#### **OPERATIONS AND MAINTENANCE** **Inside d.tech: Building a New Kind of High School**

*George Denise  
Eugene Gutkin*

In January 2018, the innovative Design Tech High School (d.tech) opened its doors to 550 students, the first chartered public high school built by a publicly traded corporation on its campus. The school features as many innovative physical environments as the curriculum itself, from "maker spaces" and labs to classrooms, conference rooms and common areas. One of the guiding principles for the facility was integrating the management of the major building systems, including plumbing systems, electrical generator, heating plant, cooling plant, lighting systems and fixtures, etc. Early performance data suggests the facility will easily meet its design goals including energy use 40% below comparable properties and potable water use 60% below industry averages.

**Audience:** Intermediate

### 10:00 AM

#### **OPERATIONS AND MAINTENANCE** **The 10 Things Your Staff and Vendors Won't Tell You**

*Michael B. Cowley, CPMM*

This presentation will address the 10 most common things your staff and vendors won't tell you willingly about your organization and operation. Mr. Cowley will discuss each item, offering his thoughts on why each occurs. Including: • We don't have a clue of how to fix it • You are wasting a lot of money • This repair won't last till I get to the front door • I hate my job • ... and many more. At the conclusion of the presentation, Mr. Cowley will present ideas on how to bring the truth to light and methods to prevent them from happening in the future.

**Audience:** Beginner

### 10:00 AM

#### **SAFETY AND SECURITY** **New 2018 Updates and Changes to NFPA 70E and How to Effectively Implement a Program**

*Jay Smith*

By now, most organizations have heard of NFPA 70E and the need to protect employees from hazards of electrical shock and arc, however, many times we see the focus is only on arc flash and labeling. One of the most important yet often overlooked areas of electrical safety is the actual development of the safety program itself. In this presentation, Jay will discuss how to implement NFPA 70E and how it relates to OSHA requirements, but he will also discuss how an organization needs to connect all of the pieces of the puzzle: Arc Flash Assessments, Qualified Worker Programs, PPE, LOTO Procedures, and Preventative Maintenance.

**Audience:** Beginner



### 10:00 AM

#### **ENERGY AND UTILITIES MANAGEMENT** **Tax Incentives for Facility Improvements**

*Jacob Goldman, LEED AP*

This presentation is designed to explain building tax incentives from the Energy Policy Act (EPAct 179D), new HVAC repair regulations, and cost segregation. We will discuss how building owners and managers can strategically use the above-mentioned incentives to significantly decrease the amount of time it takes to recoup their investment on building equipment, particularly those items related to the energy systems in the building.

**Audience:** Beginner

**TUESDAY** November 6

**10:00 AM**

**ANALYTICS AND DATA MANAGEMENT**

**Big Data and Analytics: the Next Frontier for Energy Management**

*Jeff Nichols PE, LEED® AP, CEM, CPMP*

This presentation will explore how the data that exists in Building Automation Systems (BAS) can be analyzed and prioritized to provide operations staff with applicable solutions through the use of monitoring-based commissioning (MBCx). We will look at a variety of data analytics platforms and compare the technologies to identify the different needs they can address. Additionally, we will review the cities that are beginning to require facility benchmarking or launching new "Building Tune-Up" programs and discuss how to get a head start on meeting new requirements.

**Audience:** Intermediate

**10:00 AM**

**BUSINESS MANAGEMENT**

**ISO 41001 Facilities Management — Management Systems: The Game Changer?**

*Peter Stroup, P.E.*

As a professional discipline, facility management (FM) has suffered from an identity crisis. The FM function has been marginalized as support services, while the potential impact and value proposition that a strategic FM approach can contribute to an organization's productivity and wellbeing continues to be overlooked. It is not helped by the fact that FM does not mean the same thing globally, nationally or even within different organizations. The ISO Facility Management Technical Committee, ISO/TC 267, is doing its part to gain recognition of FM as a distinct profession. In 2017, two ISO standards were published, establishing FM on the global stage. These standards have created an international definition of FM as well as defined many of the terms that we can use and therefore understand across borders. They have also provided

guidance on sourcing and a framework for FM agreements. In the Spring of 2018, an ISO Management System Standard for FM will make its debut. This standard will in effect define what the "Management" in FM really means! The opportunity is ripe for facility managers worldwide to bring this standard to their organizations and promote a professional approach to determining and delivering real added value to the organizations that they serve via FM. Join our panel discussion to learn how these newly published FM standards will make a difference to you and your organizations as well as our sector worldwide.

**Audience:** Beginner

**3:10 PM**

**BUSINESS MANAGEMENT**

**The Business Case for Connected FMs**

*Jim Turner*

With the advent of IoT and Smart Buildings, organizations expect facility management professionals to do more with less — except it's not just a budget question anymore, it's time management pressure as well. These new technologies offer incredible opportunities to finally boost performance, but FMs will still need to justify the investment to leadership. In this session we will discuss the impact of "FM-connecting" technologies on the field, consider implementation case studies, and review a suggested outline for developing a business case that can be used to quantify productivity improvements and deliver bottom-line impacts that justify the investment in FM technology for any organization.

**Audience:** Intermediate

**3:10 PM**

**SAFETY AND SECURITY**

**Risk Wheel: Methods for Assessing and Managing Risk**

*Jason Porter, CPP, CRM, CFE*

This presentation is intended to demonstrate different methods of assessing and mitigating an organization's risk. We will explore various methods of determining

risk, methods for determining mitigation, and how to communicate the needs to the C-suite.

**Audience:** Intermediate

**3:10 PM**

**OPERATIONS AND MAINTENANCE**

**Operational Design Model - The Unique and Innovative Service in the Fields of Design and Construction**

*Yoav Forer*

This model helps planners/architects to formulate an operational program already in the early design stages. Using the model supplies continuous flow of information, instructions and procedures regarding operation and maintenance, from the design stage through the building and installation stage, until the operation and maintenance stage. The result is an optimal operation, which takes into consideration the needs of the users, maintenance, supply and logistics personnel, and leads to substantial financial savings in construction costs (because of fewer changes and an improved design) and in operation and maintenance costs (operational efficiency).

**Audience:** Advanced

**3:10 PM**

**OPERATIONS AND MAINTENANCE**

**Chilled Water System Control & Optimization**

*Larry Scholl, CEM, LEED Green Associate*

Central plants are one of the largest energy consumers within a building's HVAC system. Optimizing the operation of the plant is a critical component in managing a building's energy consumption. This presentation focuses on the current methods of control of various components within a chiller plant including the chillers, pumps and cooling towers as well as the best methods of control to maximum energy efficiency. A strategy for total chilled water system optimization will also be discussed.

**Audience:** Intermediate

**2018 CONFERENCE SESSIONS**  
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**TUESDAY** November 6

**3:10 PM**

**SAFETY AND SECURITY**

**Keeping Current with Fire Protection System Inspection, Testing, and Maintenance Requirements**

*Jason Webb*

Inspection, Testing, and Maintenance (ITM) of fire protection systems is one of the most important things a facility manager can do to ensure operational readiness of these critical systems. Sometimes the tasks and even the frequency of the tasks can change from edition to edition of fire codes, making compliance difficult. In this interactive presentation, participants will learn about recent and significant changes to ITM standards and what these changes mean for the facility manager. In addition, attendees will be introduced to a new standard that establishes rules for the testing of integrated fire and life safety systems.

**Audience:** Beginner

**3:10 PM**

**ENERGY AND UTILITIES MANAGEMENT**

**Switch to LED: A Quick & Affordable Way to Save Your Organization Money NOW!**

*Gary Hargens*

Join Gary Hargens, Facility Maintenance Superintendent with the City of Spearfish, South Dakota as he discusses how 5-figure savings were EASILY obtained by switching over to LED lighting in city buildings.

**Audience:** Intermediate

**3:10 PM**

**ANALYTICS AND DATA MANAGEMENT**

**Understanding the Lifecycle Cost of a Building Automation System**

*TBA*

Life cycle cost is something we innately consider when making large-scale and long-term purchasing decisions in our daily lives. Investing in a building automation system

should be no different. While many facility managers focus on the initial price tag, the cost and savings over the next 5 to 10+ years should be what really drives this decision. Factors such as maintenance contracts, warranties, controller failure, adding new components, and service calls must be considered. This presentation will help educate facilities managers on the questions they should be asking when evaluating BAS service partners.

**Audience:** Advanced

**4:10 PM**

**BUSINESS MANAGEMENT**

**Case Study: Plantronics' Journey to Smarter Working**

*TBA*

With new technologies enabling greater mobility, the way people live and work has changed dramatically. Creating work environments is analogous to designing technology devices for people to use in genuine, everyday scenarios: start with understanding the physical and emotional relationship between the space and user. By making facility changes to physical work space, companies can create environments that encourage collaboration, boost efficiency and agility, and foster emotional wellbeing, benefitting their workforce, customers, and the business overall - something Plantronics calls 'Smarter Working'. This session outlines Plantronics' own journey building a Smarter Working environment, with challenges, insights, and best practices created.

**Audience:** Beginner

**4:10 PM**

**ASSET AND RISK MANAGEMENT**

**What Can Cloud Do for You? The Benefits of Moving Asset Management Systems to the Cloud**

*Mike Stone*

Whether a facility manager, building owner, or service provider, there is a vested interest in having a facility that operates with visibility and transparency of information; compliance with regulatory requirements and SLAs; effective cost management; and an optimized workforce that creates quality service for customers. Finding a way to balance all

these objectives hasn't been easy with legacy solutions. To address these pain points, Infor delivers Infor CloudSuite™ Facilities Management as a solution that includes a core enterprise asset management system combined with high-value extension applications—all delivered in the cloud to help modernize, innovate and drive competitive differentiation.

**Audience:** Intermediate

**4:10 PM**

**OPERATIONS AND MAINTENANCE**

**Making Lean Leaner**

*William Goebel*

We will discuss taking the complexity of Lean Principles and reducing the waste to a much Leaner Lean. This can be done by using the 2-second Lean method. This method will change the culture of your company to one that has lower turnover and increased efficiency.

**Audience:** Intermediate

**4:10 PM**

**OPERATIONS AND MAINTENANCE**

**Legionella Risk Management in Cooling Tower Systems**

*Michael Ditton*

Legionella (the cause of Legionnaires disease) is a type of bacteria found in fresh water environments. Once Legionella finds its way into an enclosed environment, such as a building's cooling tower system, it can quickly multiply and spread throughout the building's water system. Contaminated water droplets that are dispersed into the air and inhaled can lead to the development of Legionnaires disease. The most likely sources of infection include water used for showering, hot tubs, decorative fountains, and cooling towers. The Centers for Disease Control and Prevention (CDC) estimates that each year there are between 8,000 to 18,000 cases of Legionnaires disease, where 10% of these cases are fatal. With Legionella outbreaks in the US as recent as July of 2018, it is important that facility managers and water treatment operators have

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an understanding of the risks Legionella poses, along with tactics for a successful water management program.

**Audience:** Beginner

### 4:10 PM

#### ENERGY AND UTILITIES MANAGEMENT

##### **Advanced Retrofit Efficiency Solutions for Every Building System**

*Scott Milne*

Discover which equipment or process saves anywhere from 5 to 25% on electricity, cooling, water, refrigeration, lighting, power, liability and many other resource depleting activities. Advanced retrofit techniques provide a rapid return on investment, most in less than 24 months. These techniques solve facility issues and reduce liability in a natural way.

Attendees will learn how these products are soundly based on proven science, how they are tested and how their effectiveness can be validated in a facility. We will conclude with a review of a comprehensive facility case study.

**Audience:** Advanced

## WEDNESDAY November 7

### 8:00 AM

#### BUSINESS MANAGEMENT

##### **The Future of FM Professionals in the Information Age**

*Dean Kashiwagi, PhD, P.E., IFMA Fellow*

The FM professional in this new age of "information" will be transformed from the traditional FM today. The "FM of the Future" must have the following characteristics: Speak the language of the C-Suite [cost/time/capability], be leadership based [utilize high performing expert vendors who use metrics to create transparency and lower costs and improve performance], utilize automation/information systems and manage/integrate all services that an organization requires under their leadership. This presentation will cover key principles that will assist FMs to transform into FMs of the

future, to increase the breadth of their expertise and ability to deliver dominant service performance.

**Audience:** Intermediate

### 8:00 AM

#### SAFETY AND SECURITY

##### **Fire Alarm & Fire Suppression the Playbook for Success**

*Rick Reynolds*

This presentation provides a playbook to help you understand the essential elements of your Life Safety Fire Systems, the current NFPA code changes, and the requirements for Inspection, Testing & Maintenance per NFPA 72 to keep your facilities in compliance. Our experts will demonstrate several common operating sequences of fire suppression systems and explain the reasoning for each step.

**Audience:** Intermediate

### 8:00 AM

#### BUSINESS MANAGEMENT

##### **Creating Value through the Capital & Operating Budget Process**

*B. Alan Whitson*

For many, the capital and operating budgeting process is nothing more than a wish list. However, if done thoughtfully and with rigor it can create enduring value and save time and money over the short-term and long-term. This session will reveal the means and methods of how to get the money you need.

**Audience:** Beginner

### 9:00 AM

#### BUSINESS MANAGEMENT

##### **Optimizing Employee Talents and Gifts for Discretionary Effort**

*Karla Brandau, CSP, CF, RCC, CPBA, CPMA*

When you react in predictable ways, do you wonder why? Do you wonder why you can easily relate to some co-workers, team members and employees yet it seems

impossible to have a civil conversation with others? This presentation answers these questions and helps you evaluate human behaviors from a variety of viewing points. You learn to value the diversity of personalities while building skills to make subtle changes in your behaviors and touch points with others, enabling you to expand your personal influence and leadership abilities while helping the team collaborate. Attend and take a sample personality profile.

**Audience:** Intermediate

### 9:00 AM

#### OPERATIONS AND MAINTENANCE

##### **RIME & Reason - Effectively Prioritizing Your Maintenance Work**

*C. Paul Oberg*

RIME, Ranking Index for Maintenance Expenditures, is one of the most widely used work order priority systems by maintenance organizations. Developed by Albert Ramond and Associates, the methodology employs factors associated with type of work and type of asset. An easy to use, easy to implement and effective priority system such as RIME will enable maintenance organizations to more effectively plan, schedule, analyze and evaluate efforts.

**Audience:** Beginner

### 9:00 AM

#### OPERATIONS AND MAINTENANCE

##### **Closing the Gap: How Mobility is Powering Modern Facilities Management**

*David Trask*

Recent research conducted by AIIM and ARC revealed that facilities teams spend, on average, nearly one hour per day searching for information. This translates to greater overtime costs, reduced productivity, unnecessary repairs, and a lack of emergency preparedness. This same survey revealed that close to 40% of facilities workers will reach retirement age in the next 8 years. Many of these individuals have accumulated 30-40 years worth of building information knowledge that may or may not be documented.

**Audience:** Intermediate



WEDNESDAY November 7

9:00 AM

**SAFETY AND SECURITY**

**OSHA's Enforcement and Significant Changes to 2018 NFPA 70E**

*Doug Tellin*

This session provides an overall understanding of the changes made in the 2018 edition of the NFPA 70E and details how the changes may affect your company's overall electrical safety program. Attendees will gain a better understanding of the relationship with OSHA and NFPA 70E, as well as key items that need to be addressed for the next three year cycle of your electrical safety program. Learn how to protect your employees from Arc Flash/Blast and other electrical hazards with proper assessments and hazard mitigation.

**Audience:** Intermediate



9:00 AM

**ENERGY AND UTILITIES MANAGEMENT**

**LED Lighting: You are Backing Up If You Wait Any Longer**

*E. W. Dovel*

In the last 3 years, lighting manufacturer's brand shares have flipped from 10-15% LED to 90%+ versus Legacy technology. Where is YOUR Building? LED is the most exciting thing in lighting since electricity was harnessed and this session will review where it currently is, where it is going and help you determine what a "good" LED product is by dispelling the rumors and falsehoods with facts.

**Audience:** Beginner

9:00 AM

**ANALYTICS AND DATA MANAGEMENT**

**The Changing Role of Facilities Management in a Connected World**

*Tom Kay*

In an ever-changing work environment, facility professionals are tasked to do more with less - juggling countless disparate systems and complex work flows efficiently. In a "connected" world, facility professionals will need to migrate away from manual processes and legacy systems and embrace new technologies in order to effectively support a distributed portfolio. In this session, we will discuss traditional work flow processes and how new technologies that leverage smart building solutions can improve productivity, boost performance and provide tangible benefits to an organization.

**Audience:** Intermediate

9:00 AM

**BUSINESS MANAGEMENT**

**Define, Design and Deliver a High Value RFP**

*Larry Morgan, CFM, SFP*

As the facilities management world globally moves from primarily cost driven to high value driven outcomes, it is mission critical that Request for Proposals (RFP's) strategically align with the needs of the entire organization. Your session host, Larry Allen Morgan, CFM, SFP, FMP, SAP Global Facility Management, IFMA Master Instructor, past IFMA Board Member and 2017 Distinguished Member recipient, will provide key points on how to Define, Design, Develop and Deliver a high value driven RFP.

**Audience:** Intermediate

10:00 AM

**ASSET AND RISK MANAGEMENT**

**Failed Flooring Case Studies**

*Lewis G. Migliore*

Join this session as we examine flooring installation and product failures on soft and hard surface flooring materials to understand their causes. The objective of this presentation is to sift through the myriad of information flooding the market to help you understand what to use where and why, what can go wrong and the truth about the types of products being sold and how they will affect your project. We will discuss the true performance attributes of soft and hard surface products being offered in the market today, with emphasis on luxury vinyl plank and tile.

**Audience:** Intermediate

10:00 AM

**ASSET AND RISK MANAGEMENT**

**Saving Money (and the World) with Your Roof**

*Ryan Shinn*

The largest part of a building's structure is one pointed straight at the sun, and the one responsible for keeping the building dry and comfortable. But it is a common idea that a building can either invest their money wisely on proven roofing choices, or waste resources to be "green" and environmentally-friendly. This session focuses on the fact that a facility can use money wisely and, at the same time, make the building a better place to work in and around. We focus on new trends in the industry and how roofing technology is changing.

**Audience:** Intermediate

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WEDNESDAY November 7

10:00 AM

**OPERATIONS AND MAINTENANCE**

**Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture**

*Doug Pilgrim, LEED AP ID+C*

This is an overview of the trends in the office furniture industry and the environmental impacts that are being created by this legacy furniture. We review the environmental and economic benefits of remanufactured furniture as an alternative to scraping, downcycling or throwing old furniture to the landfill.

**Audience:** Advanced

10:00 AM

**SAFETY AND SECURITY**

**Tips to Reviewing Your ADA Plan**

*Joan W. Stein*

Whether you've never created an Americans with Disabilities (ADA) plan or your plan is sitting on a shelf somewhere, now is the time to review ADA evaluations and either create or make changes for your building. Over the past several years, ADA litigation has increased exponentially and the risk has increased. This hands-on workshop will help you identify key areas and strategies for your ADA evaluation. Join Joan Stein who has more than 25 years experience as an ADA consultant for a practical, informative and interactive session.

**Audience:** Intermediate

10:00 AM

**ANALYTICS AND DATA MANAGEMENT**

**Digital Twinning for a Better Building IoT**

*Steve Nguyen*

The creation of a digital version of an existing building's physical infrastructure using big data and the IoT is key to creating a responsive building design. Combining thermal

models, occupancy models, comfort models, and weather, digital twins create a learning system whose output provides insight into the predicted behavior of a building and shows building reaction to real-time variable changes. This strategy is not just for new infrastructure, as technological advancements have also allowed analog buildings to utilize this technique. This session will discuss how digital twinning can be used for efficiency gains, operational oversights and outcome-based fault detection.

**Audience:** Intermediate

2:10 PM

**OPERATIONS AND MAINTENANCE**

**Future of Engineering and Disruption in Maintenance Industry**

*Christopher Kluis*

The maintenance industry is ever changing in how engineers operate and fulfill tasks on a daily basis. The evolution of technology is playing a prominent role in how engineers get jobs done faster and more efficiently. Technology can also be the driving force in the disruption to the maintenance industry, now and in the next ten years. Attendees will learn the timeline of technology, where we are today in terms of AR, VR, IoT, and Automation and how to use these tools in your day to day, but also how future technologies could affect jobs in the next ten years.

**Audience:** Intermediate

2:10 PM

**SAFETY AND SECURITY**

**The Fatal Flaws in Your Active Shooter Response**

*Bo Mitchell*

The deadly phase of an active shooter in your workplace is over in the first four to eight minutes, statistically before the police can arrive and deploy. This means your employees are the first responders. An active shooter incident will unfold at lightning speed in terrifying conditions. The fatal flaw: your current response does not address the lethal first four to eight minutes for your employees to respond

and your emergency team to take command. Another flaw: How you're required to work with law enforcement once they deploy at your facility. FBI and NYPD report that Active Shooter incidents have quadrupled in 2013-16 versus the previous five-year average. 70% of Active Shooters are in workplaces versus campuses. 3 people die and 3+ are injured in the average Active Shooter incident. Active shooters strike companies, high rises, healthcare, factories and malls as well as campuses. Your response is dramatically different at each site. This presentation will turn very tactical. If you're easily offended or nauseous, don't register. You will learn how to create plans and procedures and how to train your emergency team and rank-and-file employees.

**Audience:** Intermediate

3:10 PM

**BUSINESS MANAGEMENT**

**Are We Ready for the Next Industrial Revolution?**

*Eric Zoetmulder*

The future is here. The facilities we manage tell us what to do, our devices allow extreme mobility and our data drives investments. Learning from millions of transactions from thousands of clients and devices, Dude Intelligence uncovers the pitfalls and benefits. We found that most organizations do not reap the benefits and don't know where to start. Working with our clients, we created a maturity model that allows organizations to assess their current state and chart a pathway to readiness that combines practical steps with ambitious improvement goals.

**Audience:** Beginner

2018 CONFERENCE SESSIONS  
(AS OF SEPTEMBER 5, 2018)

# 2018 EXHIBITORS

(AS OF SEPTEMBER 5, 2018)

## EXPO HALL – Eye-catching and problem-solving products and technologies.

### 2-D As-Built Floor Plans

ABB Inc.  
ABCO Fire, LLC  
Aceto Corp.  
AGF Manufacturing Inc.  
Ahern Rentals  
Airius LLC  
alpscontrols.com  
Altyno/KI USA  
American Technologies, Inc.  
ARC Document Solutions  
Arisfor, LLC  
Automated Logic Corp.  
Avian Flyaway Inc./Bird Relocation  
Benjamin Moore  
BESTORQ  
BioZone Scientific International, Inc.  
BirdBuffer LLC  
The Blue Book Building & Construction Network  
Busch Systems International Inc.  
Carrier Corporation  
CentiMark Corporation  
Cleaning Services Group  
COIT Cleaning & Restoration Services Inc.  
Connectrac  
Construction Specialties Inc.  
Corzan  
CREW Las Vegas  
Cummins  
CyberLock Inc.  
D.C.I.  
Dead Sea Works Company/  
K&S North America

Dematic Sprocket  
Directional Systems  
Easi File  
EasyIO  
Emerson/Sensi Multiple  
Thermostat Manager  
EPAC Software Technologies Inc.  
ePIPE Restoration  
FabricAir, Inc.  
FiberTite Roofing Systems  
Fresh-Aire UV/Triatomic Env.  
GPRS  
Griswold Controls Inc.  
Guardian Industries  
HD Supply  
Herc Rentals Inc.  
Herzig Engineering  
HID Global  
Hudson Technologies  
hybridH2o  
HydroPoint  
IDN Global, Inc.  
IR-TEC America, Inc.  
JLG Industries, Inc.  
Kee Safety Inc.  
KEYper Systems  
Labor Finders  
Lewellyn Technology LLC  
Lift-Rite  
Light Efficient Design  
Lighting Resources, LLC  
LiquiTech, Inc.  
Marks USA  
Monnit  
Multitherm Coils LLC

National Fenestration Rating  
Council  
National Fire Protection  
Association  
Nationwide Power  
Network Thermostat  
Nevada Tap Master, Inc.  
New Pig Corp.  
North American Safety Products  
NTT Training  
NUUO Inc.  
Oasis International  
ONICON Inc.  
Orion Energy Systems  
ORR Protection Systems  
Parkland Plastics  
Permatron Corporation  
Power Plus  
Precision Concrete Cutting  
ProFM™ Credential Program  
PropertyTRAK  
PS Flood Barriers  
Q Ware  
Rack-A-Tiers Mfg.  
Radiant Electric Heat  
RectorSeal  
Reechcraft Inc.  
Rentokil Steritech  
RIDGID  
Safe-T-Nose  
Safety Rail Company  
Scotch Corporation  
SELECT Hinges/  
SELECT Products Ltd.  
Select Systems Technology Inc.

Sodexo  
Spartan Bioscience Inc.  
Spartan Paving, Inc.  
Stanley Access Technologies  
Starline  
Steril-Aire  
Sunbelt Rentals Inc.  
Sunline Office, LLC  
Superior Mfg.  
SureCrete / TK Products  
Swiftspace Inc.  
Swiss-Link, Inc.  
Test Products International  
Timelockdocs.com  
TMA Systems LLC  
Topaz  
TownSteel Inc.  
Transcendent  
Tri-Chem Corp.  
Tropos Motors  
U.S. Department of State (OBO)  
USGBC Nevada  
Vectair Systems Inc.  
Versico Roofing Systems  
VFS Fire & Security Services  
Vitality Energy  
Vortex Doors  
Wagner Meters  
RE Whittaker Co.  
Wireless Telematics, LLC  
Wooster Products Inc.  
Zen Ecosystems  
ZOLL Medical Corp.



## EXPO HALL HOURS

Tuesday, November 6

11 AM – 3 PM

Wednesday, November 7

11 AM – 2 PM

# YOUR NFMT VEGAS ROAD MAP INCLUDES FUN, SMART STOPS ALONG THE WAY



## TUESDAY GENERAL SESSION

**Tuesday, November 6 | 8:00 – 8:50 AM**

### **The First (or Next) 100 Days as a Facilities Manager**

*Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group*

Failure is not an option for a new FM manager, yet many who obtain this position find they don't succeed. The first 100 days in the job define how new managers perform long-term and what type of value they create for their organizations. The key to success is knowing what to do during those first, critical 100 days. This session explores the sinkholes awaiting new FM managers and an action plan to swerve around them. It also outlines the strategies and tools for new FM managers to ensure their leadership will be great instead of adequate.

## WOMEN IN FM ROUNDTABLE & RECEPTION

**Tuesday, November 6 | 4:10 – 6:30 PM**



Work/life balance, career advancement, mentorships and difficult employees are just some of the constant themes for women in facilities management. All attendees become active participants in this panel, so make sure to join us so your voice is heard. Following the panel discussion all participants are invited to the reception. Everyone is welcome. Sponsored by Sodexo.

## QUICKFIRE THEATRE

**Tuesday and Wednesday in the Expo Hall  
11:30 AM – 1:30 PM**

Get a boost of extra education in the NFMT Vegas Expo Hall. Join leading equipment and service providers to discover What's New and What's Changing with rapid-fire presentations designed to get you up to speed with the latest innovations in just 20 minutes!

## **\$1,000 Daily Cash Prize Drawing and VIP Pin Patrol**

Don't miss the chance to go home with an extra \$1,000 in your pocket. Find the ballot in your tote bag and drop it off at Lewellyn Technology booth #512 for your chance to win. You must be present at the drawings to win. Drawings take place Tuesday at 2:45 PM and Wednesday at 1:45 PM.

We are on the lookout for NFMT Vegas VIPs – YOU! At registration make sure to pick up your VIP pin and wear it proudly. The VIP Pin Patrol will be spying for attendees wearing their pin and engaging with the exhibitors in the expo hall. If that is you, you might win \$50 cash on the spot. Winners will be selected every hour!



## **#1 Trade Show Destination 24 Years and Counting**

Trade Show News Network recently recognized Las Vegas as the No. 1 trade show destination in the country for the 24th consecutive year after hosting 47 of the largest trade shows in North America. One reason Las Vegas is a top choice year after year, is that there is always something new to see and experience. After enriching yourself with the latest FM education and supplier solutions, you can decompress at your pick of restaurants, bars, entertainment, attractions and shopping experiences.

## **Hotel**



Rio All-Suites Hotel and Casino is the official lodging partner of NFMT Vegas. Special rates start at \$125. For booking information go to the travel page of [nfmt.com/Vegas](http://nfmt.com/Vegas) or call 1-888-746-6955.



CREATE YOUR ROAD MAP & REGISTER FOR FREE AT [NFMT.COM/VEGAS](http://NFMT.COM/VEGAS)

BUILDING OPERATING MANAGEMENT'S  
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