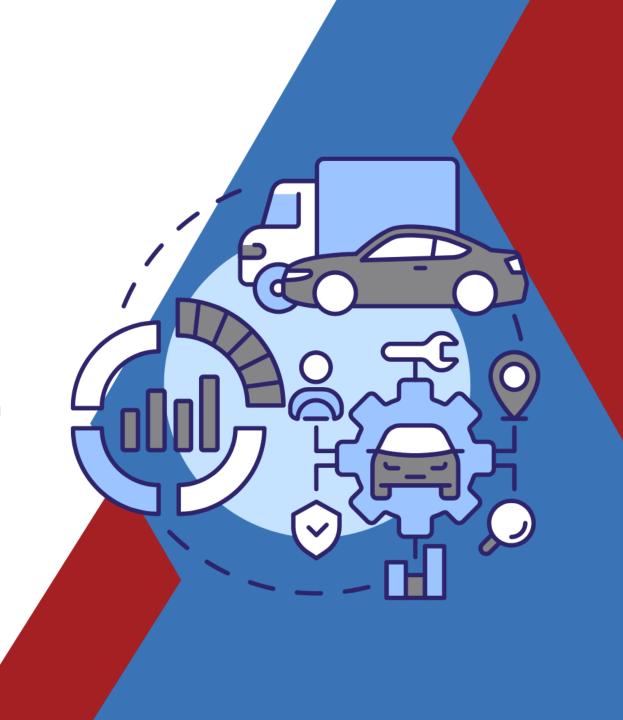


# WELCOME TO COMMAND 24

Learn. Network. Engage.



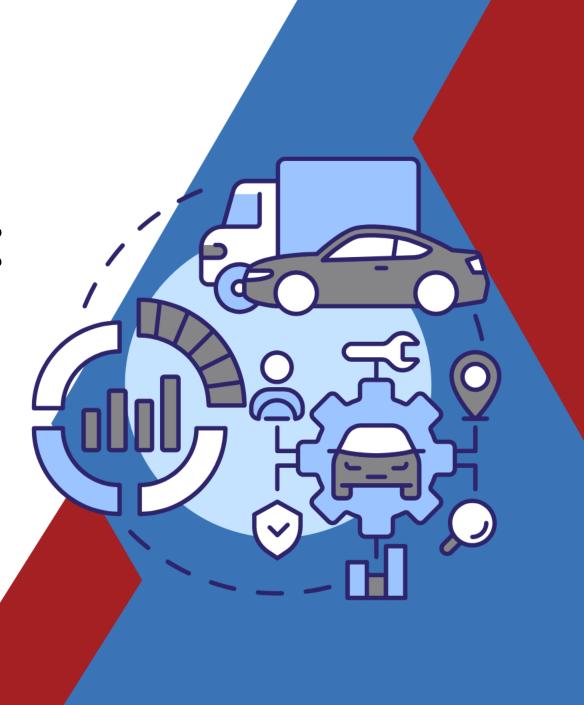




## Impactful Emails: a guide to effective comunication via FleetCommander

October 3, 2024





## **Guess the Frequency**

By 2025, an estimated **4.35 MILLION EMAILS** will be sent world-wide every \_\_\_\_\_.

A. MONTH

- **B.** DAY
- **C.** MINUTE
- D. SECOND

STAND WHEN YOU HAVE AN ANSWER



## **Guess the Frequency**

By 2025, an estimated **4.35 MILLION EMAILS** will be sent world-wide every \_\_\_\_\_.

A. MONTHB. DAYC. MINUTE

D. SECOND

STAND WHEN YOU HAVE AN ANSWER



## **Think About It**

#### Print and pile 4.35 MILLION emails EVERY SECOND, in 24-HOURS you will have...

## 86,400 STACKS

## 1,450 ft tall! each one the height of the Willis Tower

## **HOW CAN YOUR EMAILS STAND OUT AND BE NOTICED?**



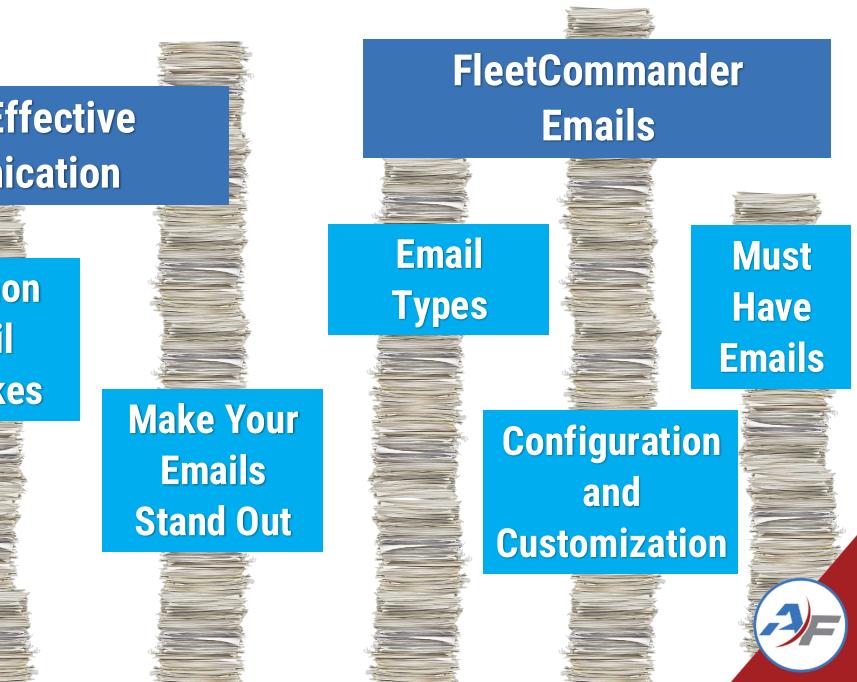
### Importance of Effective Email Communication

Common Email Mistakes

#### **COMMAND 24**

Anatomy of

an Email



### Importance of Effective Email Communication

Common Email Mistakes

#### **COMMAND 24**

Anatomy of

an Email



Make Your Emails Stand Out



# FleetCommander Emails

Configuration

and

Customization

Types



Must Have Emails

## **Anatomy of an Email**

#### Subject Line:

Entice Interest and Set Expectations

#### **Greeting:**

Quick greeting to acknowledge recipient

#### **Body:**

Heart of the communication. Clear, concise, and specific purpose

#### **Closing:**

Friendly sign-off. Use standards or be creative. "All the best" "Respectfully" and "Take care"

#### COMMAND 24

Hello Sarah,

I'm happy to invite you to speak at the <u>Zombie</u> <u>Apocalypse Conference</u> in San Francisco (August 21-22). Our goal is to bring together the brightest survival experts and draw public attention to the zombie apocalypse preparedness problem.

I'm a huge fan of your blog "Surviving with Sarah", especially the posts about creating a perfect survival kit. Last year, lots of people asked for the in-depth talk on this topic, and it would be great if you shared your expertise on the stage!

Feel free to ask me any questions about the conference!

Please let me know by June 24 if you're interested in speaking

Best,

Tom Green Senior Event Manager Zombie Apocalypse Conference (555) 555-5555



#### **COMMAND 24**

**One-to-Many** Communication

One-to-One Communication

### Importance of Effective Email Communication

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Make Your Emails Stand Out



# FleetCommander Emails

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and

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an Email



#### Email Must Types Have Emails Configuration and Customization

FleetCommander

Emails



# 

# 123456789



## **COMMON EMAIL MISTAKES Burying the lead**





## COMMON EMAIL MISTAKES Hedging Language





## COMMON EMAIL MISTAKES Long and Unclear Copy



## COMMON EMAIL MISTAKES Being too Casual or Formal



## **COMMON EMAIL MISTAKES** Clichés -avoid them like the plague



## COMMON EMAIL MISTAKES Unfocused Repetition





## COMMON EMAIL MISTAKES Omitting Oxford Comma

with an OXFORD COMMA

**COMMAND 24** 

Come meet Janet, a clown, and an acrobat!

## COMMON EMAIL MISTAKES Omitting Oxford Comma

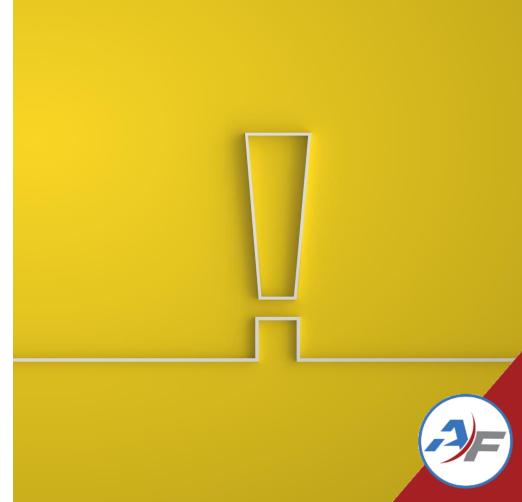
WITHOUT an OXFORD COMMA

**COMMAND 24** 

Come meet Janet, a clown and an acrobat!!!!

## COMMON EMAIL MISTAKES Overuse of exclamation points!





### Importance of Effective Email Communication

Common Email Mistakes

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an Email



#### Importance of Effective Email Communication

Common Email Mistakes

#### COMMAND 24

Anatomy of

an Email



Email Types Configuration

FleetCommander

Emails



Must Have Emails

Configuration and Customization

## Make Your Emails Stand Out

# **Make Your Emails Stand Out** COMMAND 24

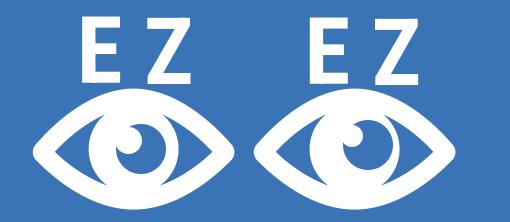
# THINK POSITIVE



## 

RIGHT TONE





# EASY ON THE EYES



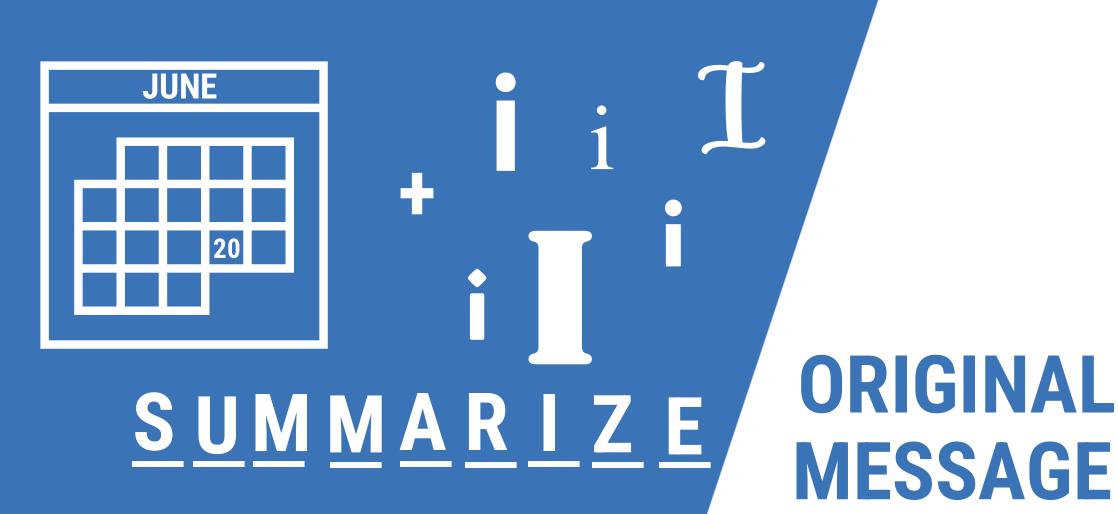




# <u>ONE EMAIL THREAD</u>

 $1 \quad E+()$ 







#### **COMMAND 24**

# 

## MANAGE RECIPIENTS

#### Importance of Effective Email Communication

Common Email Mistakes

#### COMMAND 24

Anatomy of

an Email



Importance of Effective Email Communication

> Common Email Mistakes

**COMMAND 24** 

Anatomy of

an Email



# **Through Automated and Manual Emails**

## MANAGEABLE

## FOUNDATIONAL

## ACTIONABLE

## **Enterprise and Site Level Emails**

FleetCommander can be used to manage assets, users, and reservations at a single facility or at multiple facilities.

#### "Enterprise"

- is used to describe FleetCommander settings, and capabilities COMMON across the ENTIRE FLEETCOMMANDER INSTANCE, regardless of how many DIFFERENT FACILITIES the operation is dispersed across.

#### "Site"

- settings, and capabilities **UNIQUE** to each **FLEET SUBSET** managed as a **GROUP** within FleetCommander.



#### **COMMAND 24**

TIP: think of ENTERPRISE as the "umbrella" covering all the SITE "raincoats" under it

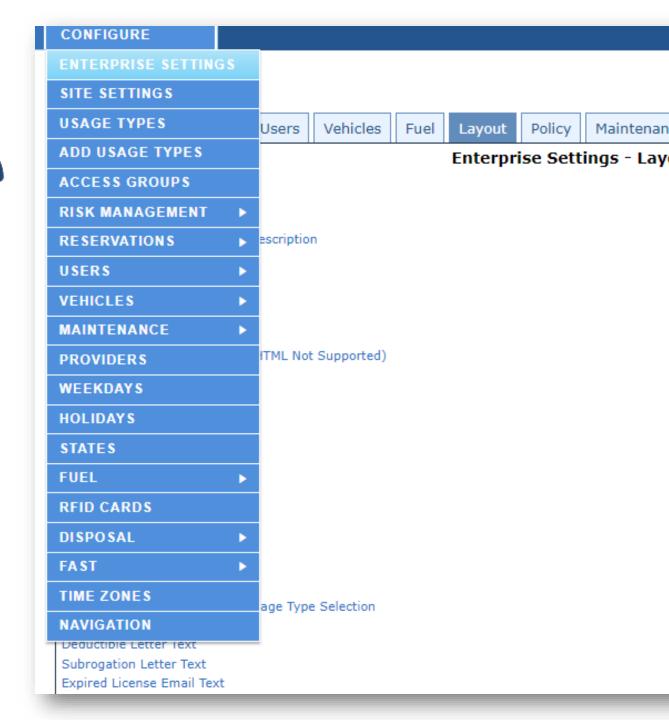
## **Enterprise Level**

ENTERPRISE

## settings and capabilities applied across the whole of FC

Welcome Email Text Get Feedback Email Text Update User Profile - Email

Claim Notification Email Deductible Letter Text Dependent Email - Dependent Edited Dependent Email - New Dependent Added Expenses - Supervisor Email Expired License Email Text Incident Submittal Policy Text Repair Shop E-mail Text Subrogation Letter Text Tag Mail-To Letter Tag Pick-Up Letter TPA Notification Email



## **Site Level**

#### settings and capabilities applied to specific locale

Maintenance Notification Email Mileage Request Email **Registration Confirmation Text** SITE **Registration Email Text** one **Reservation Email - Change request completed** Reservation Email - Change request completed (Admin) Reservation Email - Driver change request **Reservation Email - Late Pickup Email Text** Reservation Email - Late Return Email Text Reservation Email - Modification by requestor **Reservation Email - New request** Reservation Email - New request (Admin) Reservation Email - No Vehicles Available for Auto-Assign (Admin) Reservation Email - Reservation approved Reservation Email - Reservation approved (Admin) Reservation Email - Reservation cancelled **Reservation Email - Vehicle change** Reservation Email - Vehicle removed Scheduler - Late Pickup Reminder Text Scheduler - Late Return Reminder Text

### COMMAND 24

Check In - Confirmation Email Check Out - Confirmation Email Kiosk Comments Email

enterprise

SITE

two

	CONFIGURE													
	ENTERPRISE SETTINGS													
	SITE SETTINGS													
	USAGE TYPES		vations	Users	Vehicles	Layout	Locations	Ki						
	ADD USAGE TYPES			1 1										
	ACCESS GROUPS			Chantilly Site Settings										
	RISK MANAGEMENT	Þ												
	RESERVATIONS		ion - Com	ments Des	cription									
4	USERS		nail Text onfirmation Text otification Email											
	VEHICLES	Þ	st Email		anyation Form									
	MAINTENANCE		ions Help Text - Reservation Form ions Help Text - Confirm Page nail - Late Pickup Email Text nail - Late Return Email Text nail - New request nail - Modification by requestor nail - Driver change request											
	PROVIDERS													
	WEEKDAYS													
	HOLIDAY S			nge reques	t completed									
	STATES		nail - Rese nail - New	rvation ap	proved									
	FUEL	5	nail - Char	nge reques	t completed ( proved (Admi									
	RFID CARDS		nail - Vehio nail - Vehio	cle change		,								
	DISPOSAL			ehicles Av	ailable for Aut	o-Assign (A	dmin)							
	FAST		- Text Me te Pickup I	ssage Help										
	TIME ZONES		te Return											
	NAVIGATION													

### EMAIL TYPES – AUTO GENERATED

#### **User Registration**

Registration Email

### Reservations

- New Request
- New Request (Admin)
- Reservations Approved
- Reservation Approved (Admin)
- No Vehicles Available for Auto-Assign
- Driver Change Request
- Modification by Requestor



#### **Reservations (continued)**

- Late Pickup Email (scheduler-generated)
- Later Return Email (scheduler-generated)
- Reservation Cancelled
- Upcoming Reservation (Not Configurable)

### Kiosk

- Check-Out Confirmation
- Check-In Confirmation
- Kiosk Comment



### **Assigned Vehicle**

• Request Mileage

#### Maintenance

Maintenance Notification Email

#### Reservations

- Vehicle Removed
- Vehicle Change
- Change Request Completed
- Change Request Completed (Admin)
- Late Pickup Email (dispatcher-generated)
- Late Return Email (dispatcher-generated)

### **COMMAND 24**

### **User Profile**

- Expired License
- Update User Profile
- Welcome Email



### **Session Inbox**

Importance of Effective Email Communication

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### **Session Inbox**

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### FleetCommander Emails



### **COMMAND 24**

Reply

Reply All

-> Forwa

Th

#### **Managing Your Emails**

• By default, FleetCommander emails are sent in **PLAIN TEXT** 

#### Welcome to Command



notifications@agilefleetcommander.com To O Jon Roodschild

(i) We removed extra line breaks from this message.

#### Name: Jon Roodschild Username: iroodschild

Password: xxxxxxxxx

URL: https://nam11.safelinks.protection.outlook.com/?url=https%3A%2F%2Ffcuc13.agilefleet.com%2F&data=05%7C02%7Cjroodschild%40 7C1f3893811d734348c69208dc75ac87e2%7C6569c3e447dd4417aa7ac67b4dabbf05%7C0%7C0%7C638514631071292887%7CUnkr 7CTWFpbGZsb3d8eyJWljoiMC4wLjAwMDAiLCJQljoiV2luMzliLCJBTil6lk1haWwiLCJXVCI6Mn0%3D%7C0%7C%7C%7C&sdata=eFz%2f 2FQbDp8A6XYvbom9qkNcltiObpqkXKnUbc%3D&reserved=0

You will have to use your Username (jroodschild) to login.

Hello and welcome to the motor pool reservation system! No more phone calls, fax machines or walking down to the motor pool office forms. FleetCommander is an Internet-based system that provides easy-to-use forms and buttons to allow you to make motor pool reservation.

Other benefits:

\* FleetCommander is working 24 hours a day, 7 days a week - make reservations, update your profile and check your reservation schedule to.

- \* No More Paperwork! Make reservations in just a couple of minutes.
- \* Your reservation won't get lost it's all kept safe and secure within the system.
- \* Mistakes will be reduced because it performs automatic error checking.
- \* You will receive automatic email confirmations for requests, modifications, approvals and cancellations.
- \* You don't have to make any calls (unless you want to). Converse with the fleet managers through the email system.
- \* Your user profile is kept safely online.
- \* And best of all it's easy to use!

#### Information That You Will Need

https://nam11.safelinks.protection.outlook.com/?url=https%3A%2F%2Ffcuc13.agilefleet.com%2F&data=05%7C02%7Cjroodschild%40a 7C1f3893811d734348c69208dc75ac87e2%7C6569c3e447dd4417aa7ac67b4dabbf05%7C0%7C0%7C638514631071306709%7CUnkr 7CTWEpbGZsb3d8ey.WlioiMC4wl iAwMDAil C.IQlioiV2luMzlil C.IBTil6lk1baWwil C.IXVCl6Mp0%3D%7C0%7C%7C%7C%sdata=5BD8iV

### **COMMAND 24**

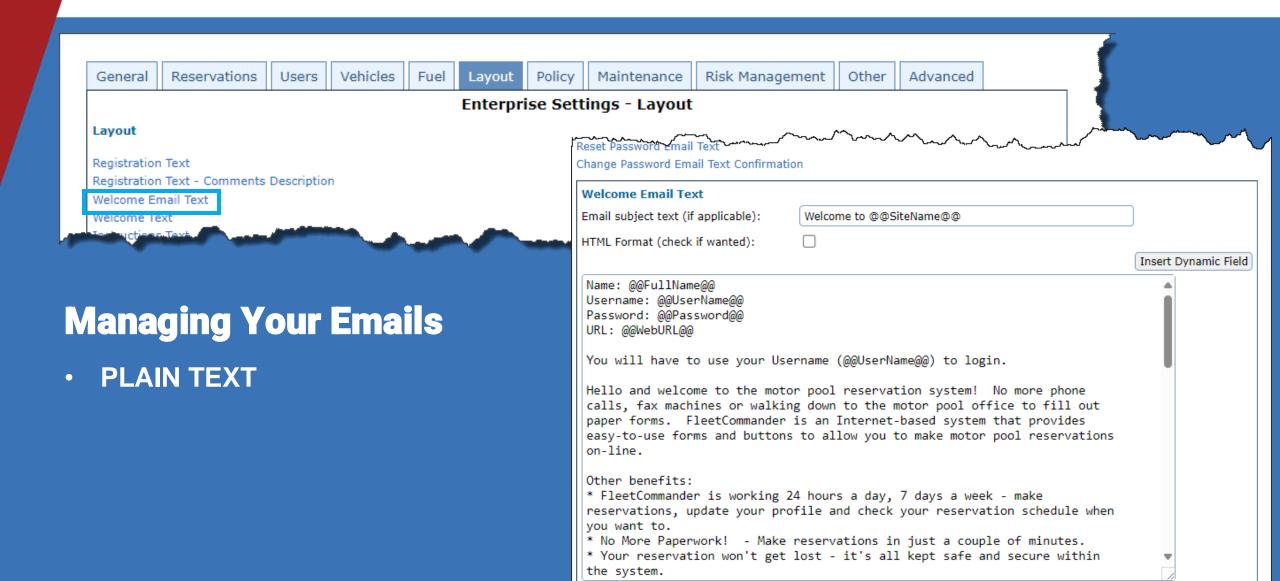
#### **Managing Your Emails**

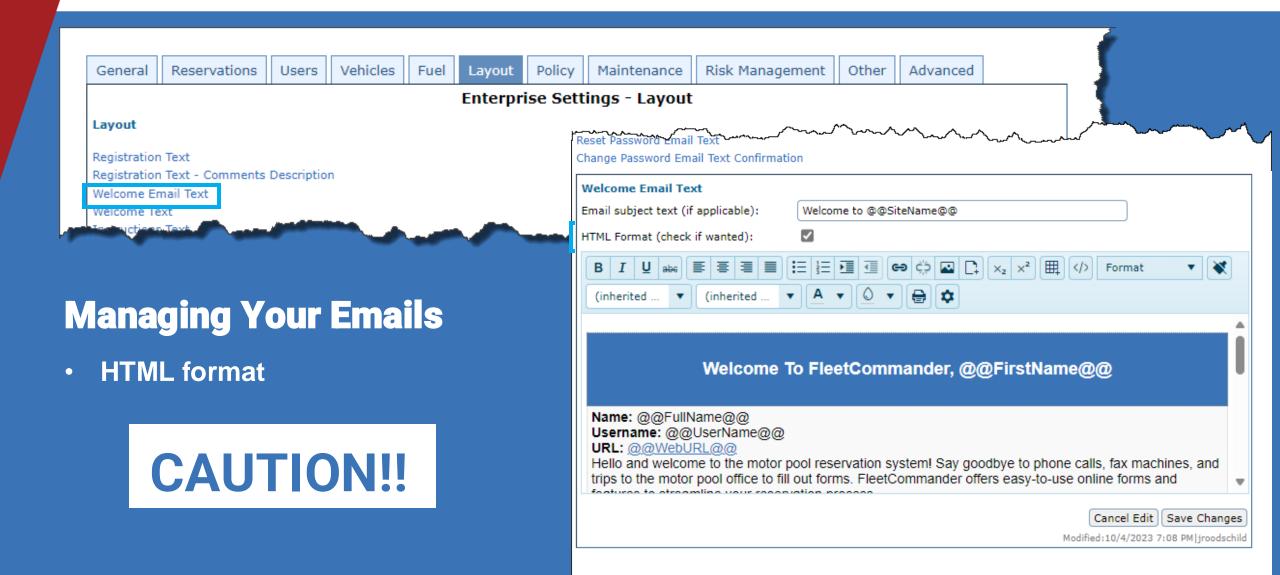
• However, there is the option to present them in **HTML format** 

Welcome to	Command
	ions@agilefleetcommander.com $\bigcirc$ $\bigcirc$ Reply $\bigotimes$ Reply All $\rightarrow$ Forward $\bigcirc$ $\bigcirc$
To Son	Roodschild Tue 9/3/2024 8:41 AM
	Welcome To FleetCommander, Jon
	Name: Jon A Roodschild
	Username: jroodschild
	URL: https://training.agilefleet.com
	Hello and welcome to the motor pool reservation system! Say goodbye to phone calls, fax ma- chines, and trips to the motor pool office to fill out forms. FleetCommander offers easy-to-use
	online forms and features to streamline your reservation process.
	Highlights of the system:
	<ul> <li>Accessible 24/7 for reservations, profile updates, and schedule checks.</li> </ul>
	<ul> <li>Quick and paperless reservation process.</li> </ul>
	Secure system ensures your reservation details are safe.
	<ul> <li>Automatic error checking reduces mistakes.</li> <li>Integrated with the Motor Vehicle Record (MVR) system for driver verification.</li> </ul>

- Receive automatic email confirmations for various actions.
- Communicate with fleet managers via the integrated email system.
- User-friendly and easy to navigate.

To make a reservation, select "Make Reservation" on the left side of the homepage. To view your schedule, choose "My Schedule" also found on the left. For assistance, reach out to the Motor Pool staff.





### **Before You Make Changes**

	lt's great	to make changes, but alw 🏾 🖷	+	—	×
File	Edit	View			ঞ

It's great to make changes, but always have a backup file of your default/current layout html code

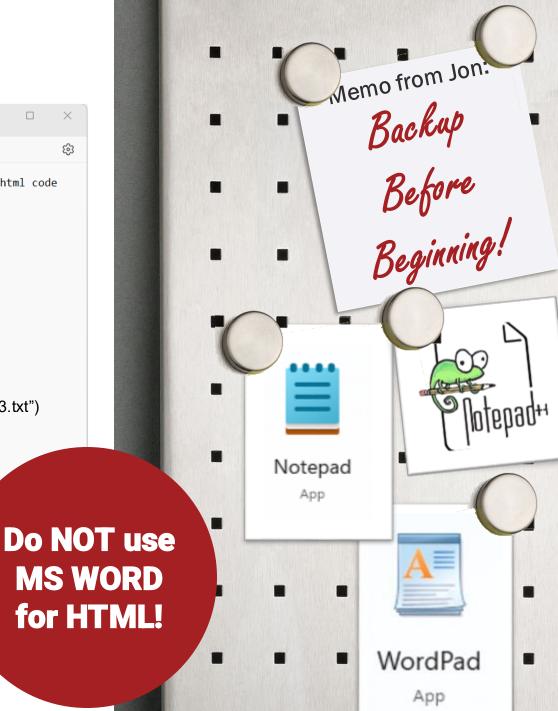
#### Seven Steps to save existing content BEFORE beginning

- 1. Open Notepad, Notepad++, or WordPad
- 2. Create a new document
- 3. Select <ctrl A> the PLAIN TEXT message
- 4. Copy *<ctrl C>* message
- 5. Paste <ctrl V> into Notepad, Notepad++ or WordPad
- 6. Create a filename (example "Original Welcome Email text 20241003.txt")
- 7. Save the file in a "FC Layout Backups" Folder



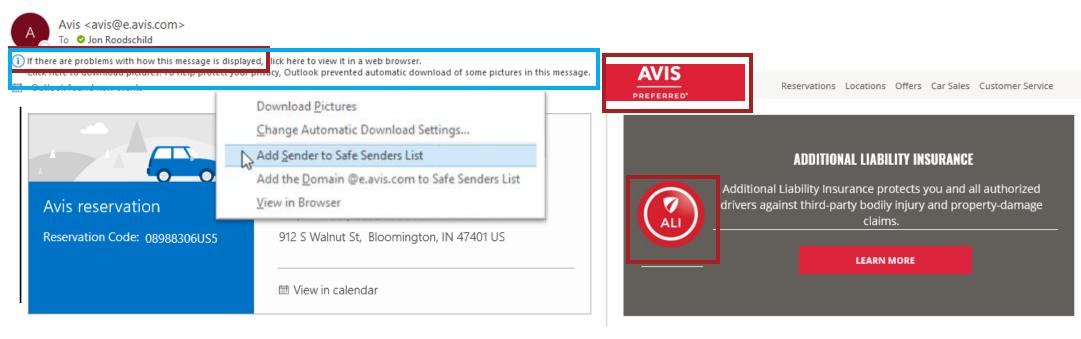
**COMMAND 24** 

100% Windows (CRLF)



### **COMMAND 24**

Reservation Modify: JON, your Avis reservation #08988306US5 at Bloomington, IN, B2O has been modified



View In Browser Add avis@e.avis.com to your Address Book.

### CAUTION!!

Images in HTML email might need to be "unblocked"



#### **COMMAND 24**

WYSIWYG

### What should you use?

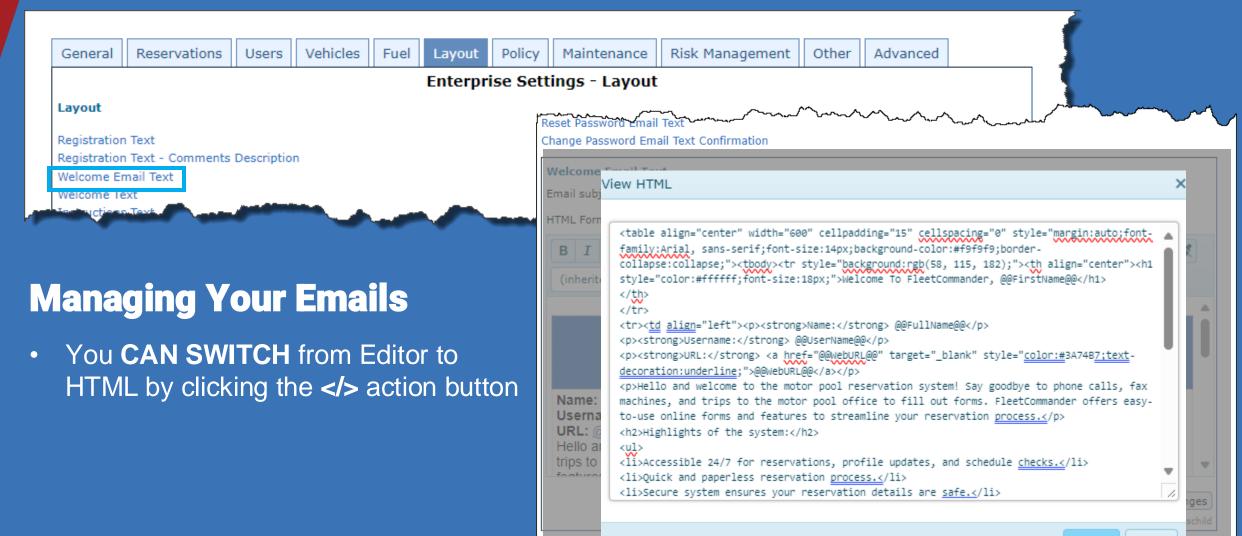
Select the tool you are MOST comfortable using

# HTML CODE

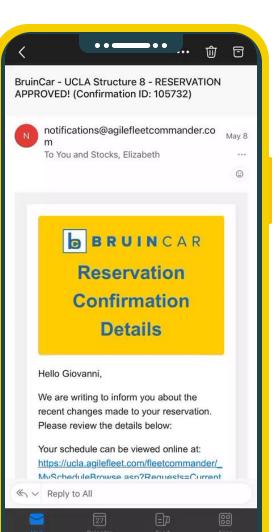
# Html Wizards Welcomed!



### **COMMAND 24**



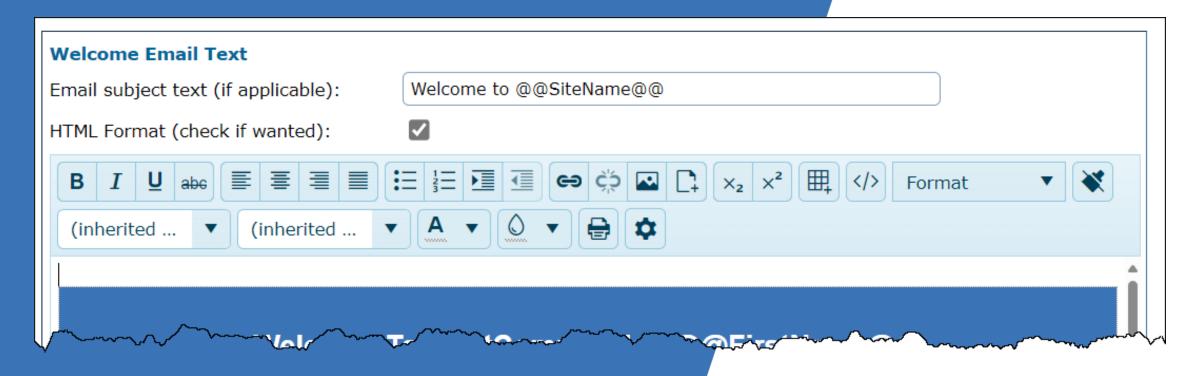
Update Cancel



## HTML for All the Rest of Us



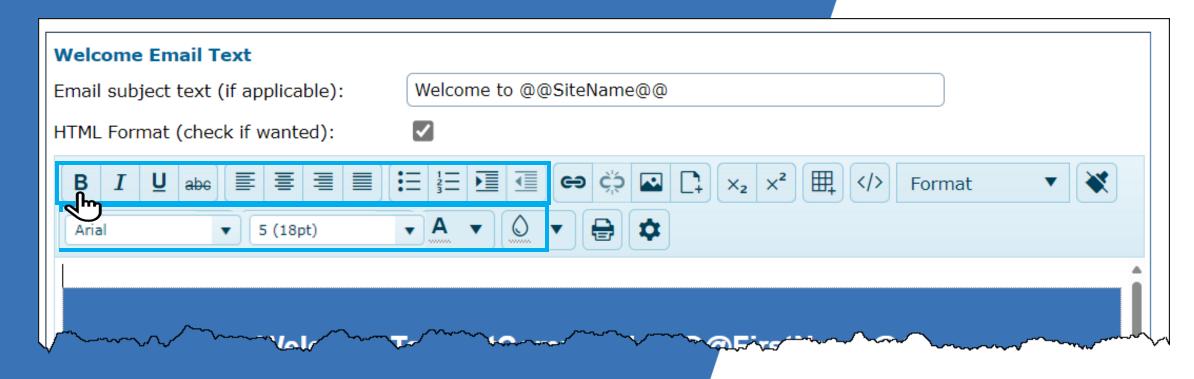
### **COMMAND 24**



### **WYSIWYG Editor**

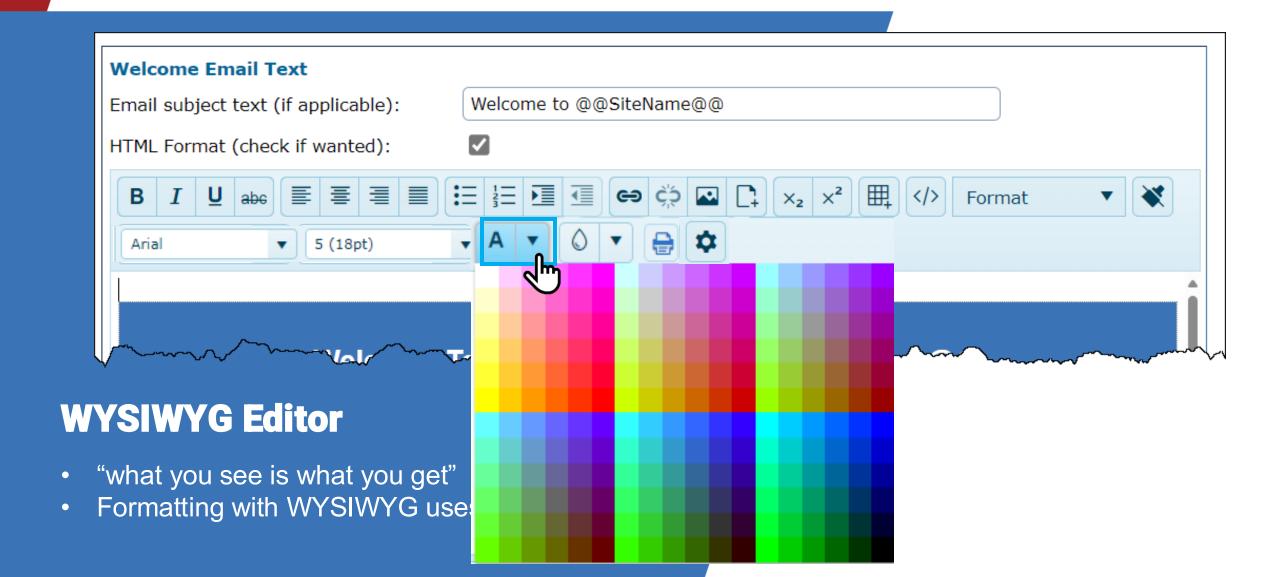
- "what you see is what you get"
- Formatting with WYSIWYG uses 'Word' like tools.

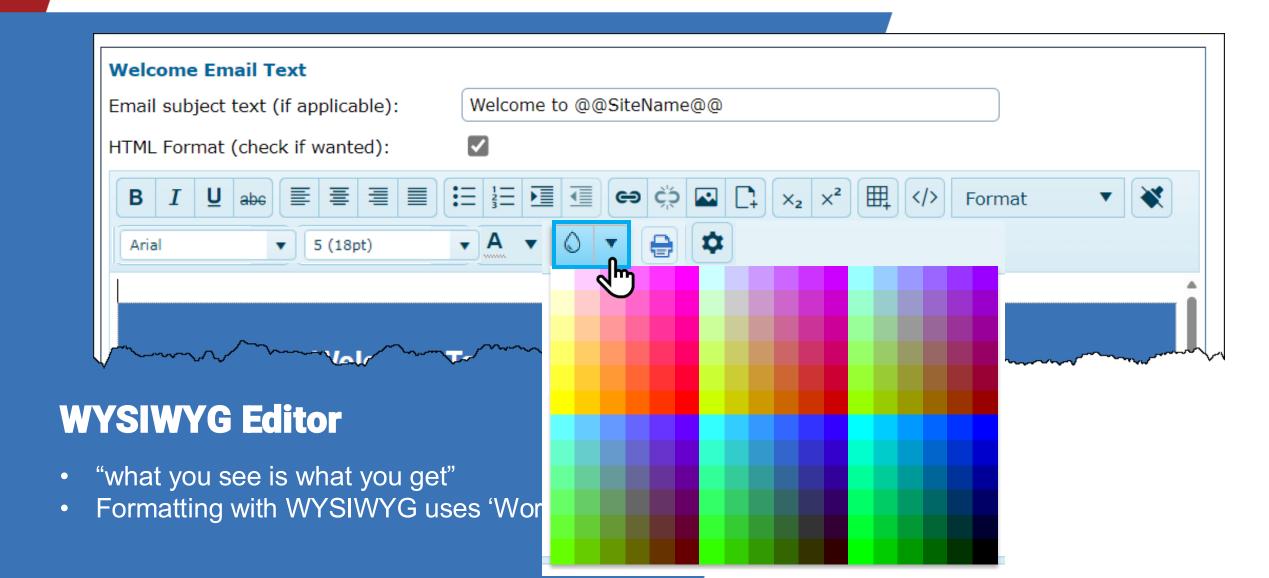
### **COMMAND 24**

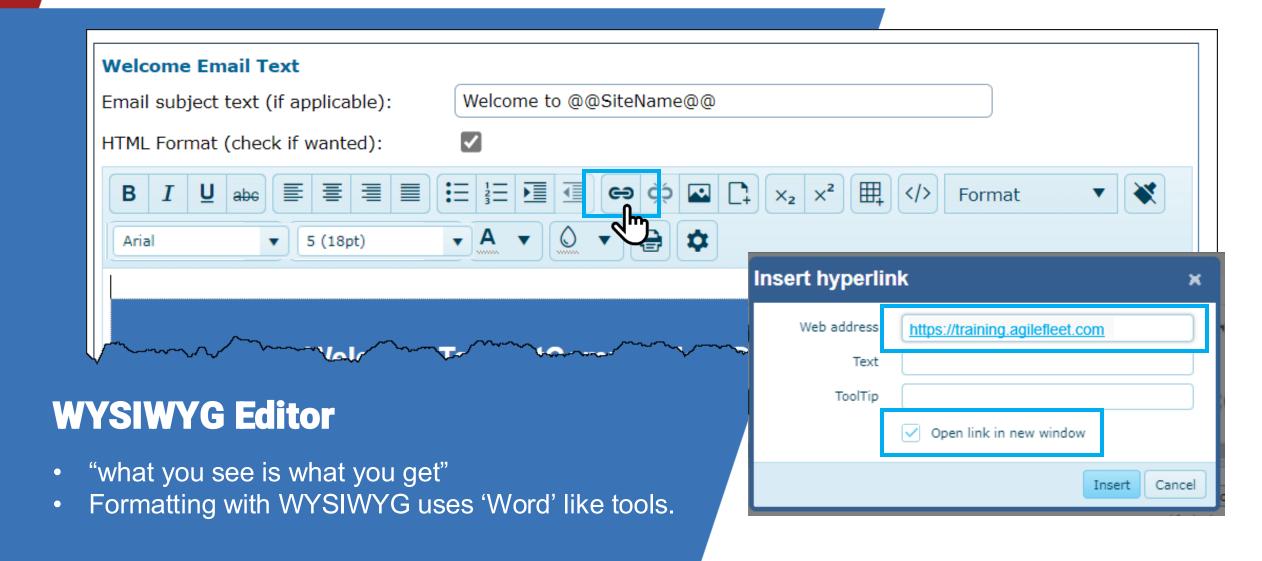


### **WYSIWYG Editor**

- "what you see is what you get"
- Formatting with WYSIWYG uses 'Word' like tools.







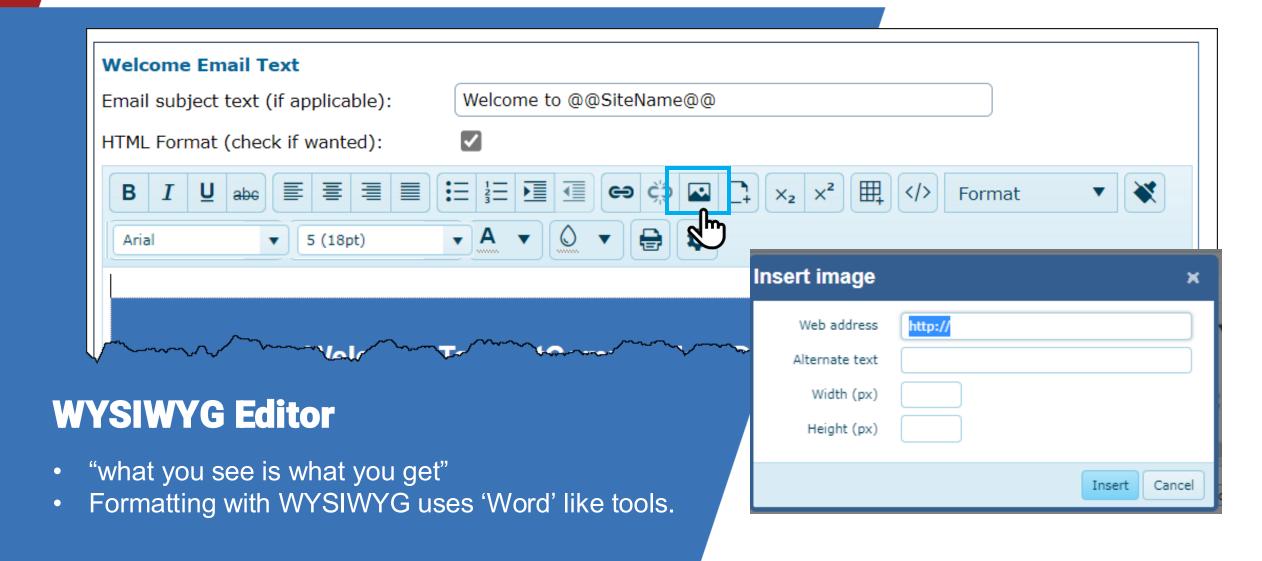
### **COMMAND 24**

#### **Managing Your Emails**

• However, there is the option to present them in **HTML format** 

Velcome to Command	
notifications@agilefleetcommander.com To O Jon Roodschild	(□)     ←     Reply     Keply All     →     Forward     1       Tue 9/3/2024 8:41 AM
Welcome To Fleet	Commander, Jon
Name: Jon A Roodschild	
Username: jroodschild	
URL: <u>https://training.agilefleet.com</u> Hells and welcome to the motor pool recorvation	
chines, and trips to the motor pool office to fill or online forms and features to streamline your res	
Highlights of the system:	
<ul> <li>Accessible 24/7 for reservations, profile</li> <li>Quick and paperless reservation proces</li> <li>Secure system ensures your reservatio</li> <li>Automatic error checking reduces mista</li> <li>Integrated with the Motor Vehicle Recor</li> <li>Receive automatic email confirmations</li> <li>Communicate with fleet managers via the User-friendly and easy to navigate.</li> </ul>	ss. n details are safe. akes. rd (MVR) system for driver verification. for various actions.

To make a reservation, select "Make Reservation" on the left side of the homepage. To view your schedule, choose "My Schedule" also found on the left. For assistance, reach out to the Motor Pool staff.



### COMMAND 24

 TOOLS
 CONFIGURE

 Content Manager

 File:
 IMG\_7074(1).JPG Change Document File

 Document URL:
 https://matt.agilefleet.com/files/custom/content/IMG\_7074(1).JPG

 Document URL:
 https://matt.agilefleet.com/files/custom/content/IMG\_7074(1).JPG

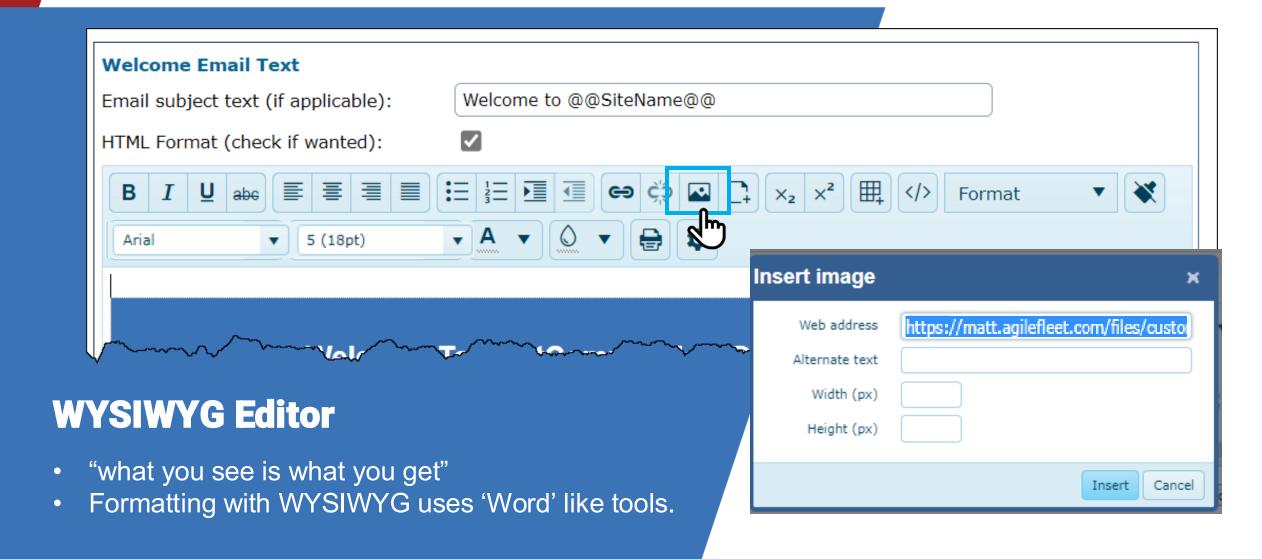
 Return to Documents Reset Form Save Changes
 Image: Copy

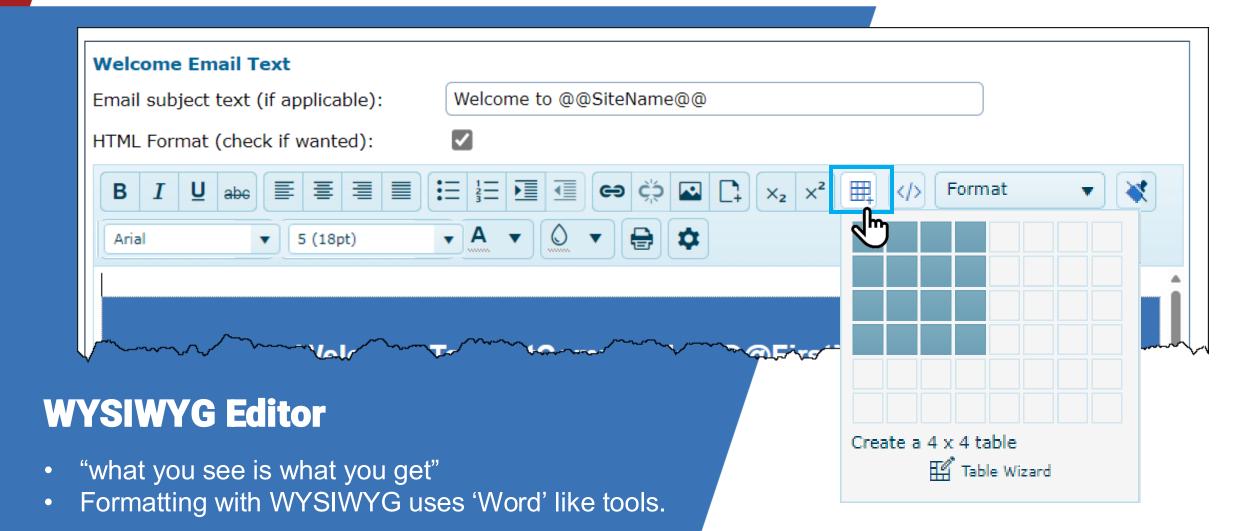
 Image: Copy
 Image: Copy

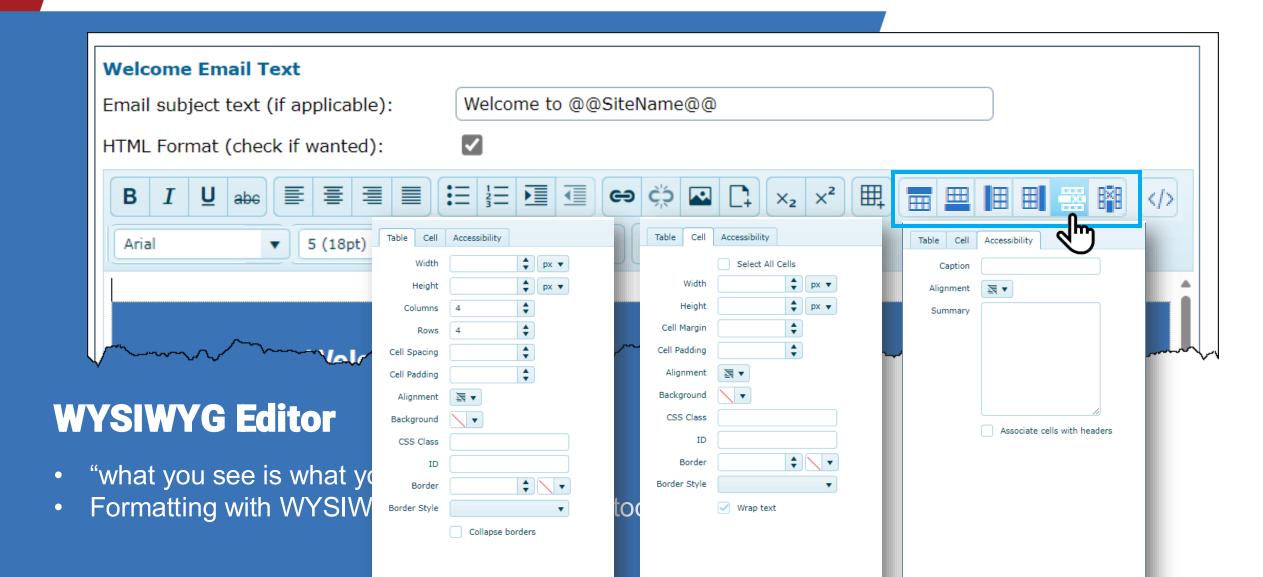
 <t

### **WYSIWYG Editor**

- "what you see is what you get"
- Formatting with WYSIWYG uses 'Word' like tools.







## Let's Talk Tokens!





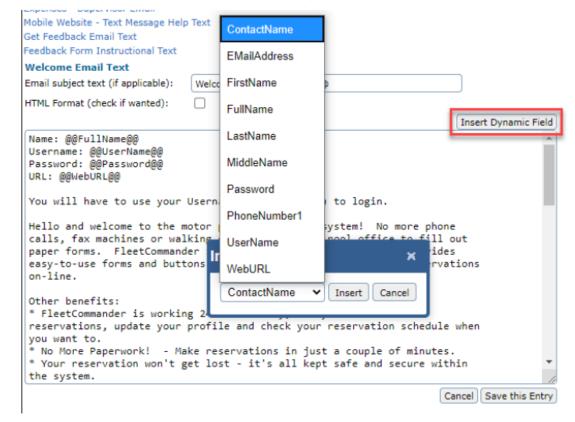
#### **Download the Impactful Emails Supplement PDF for more details!**

**COMMAND 24** 

#### 14.1.5.1.3 Using Dynamic Fields

Throughout layouts, Dynamic Fields may be available to use. This pulls information from a specific field within FleetCommander such a User Profile or Reservation Form. The list of fields available varies by Layout.

 In the <u>Plain Text Format</u>, with the cursor in place of where the field should appear, click on the "Insert Dynamic Field" button to view the list of dynamic field options.



Select the desired field and press "Insert on the "Insert a Token" window. The field will now appear in the text. Press "Save this Entry" after all changes are made.



#### **Download the Impactful Emails Supplement PDF for more details!**

**COMMAND 24** 

2. In <u>HTML Format</u>, use the gear shift icon, if available, to view the list of dynamic field options.

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Hi @@UserName@@,		
Reference: Confirmation r	nsert a Token	×
Our records reflect that yo	ISEIL à TOKEIT	@). Please
contact the fleet administr	AccountNumber	✓ Insert Cancel
Please help us keep the co up vehicles on time increa	AccountNumber	s. Not picking
have used this vehicle if it we	AssetLocation	
Your schedule can be viewed	AssetName	Q
Thank you.	Color	1
If vou feel that vou received	Comments	eed to speak with motor pool staff, please
- ,	ConfirmationId	Cancel Save this E
	DepartmentName	
	DriverFirstName	•
	DriverLastName	
	DriverUserName	
	Duration	
Select the desired field a	LicenseNumber	Token" window. The field will now

appear in the text. Press "Save this Entry" after all changes are made.

# COMMAND 2024 Bright Ideas





### Use <ctrl F> to conduct KEYWORDS SEARCHES...

in Configuration> Layout Tab

				in	•	9						3	
	AF FLEETCOM	MANDER										$\geq$	
	MANAGE	REPORTS		TOOLS			CONFIGU	RE	DAS	HBOAR	DS		
	Configure Er	nterprise Se	ettings										
	General	Reservations	Users	Vehicles	тсо	Fuel	Layout	Policy	Mainten	ance	Risk	MZ	
	Layout						Enter	prise Se	ettings	- Layo	ut	>	
Registration Text Registration Text - Comments Descripti		Description		Wel	come			1/2	^	$\sim$	$\mathbb{Y}$	×	
	Welcome E Welcome T	mail Text					-	-	-			~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	
	Instruction Login Help Vehicle Rat	s Text Text										~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	
	Update Use	er Profile - Warning er Profile - Email	(HTML Not S	Supported)								۶Ę	
	Privacy Pol											$\nearrow$	

## COMMAND 2024 Bright Idea

### Use <ctrl F> to conduct KEYWORDS SEARCHES...

in FC Admin Manual (PDF)

Agile FleetCommander<sup>™</sup> System Admin Manual Welcome Text: The "Welcome Text" is displayed on the Home Page of FleetCommander after a successful login. Instructions Text: The "Instructions Text" is displayed on the Home Page of FleetCommander after clicking on the Instructions link found in the bottom-left Welcome 14/17  $\sim$ Login Help Text: The "Login Help Text" is displayed on login prompt. Vehicle Rates Text: The "Vehicle Rates Text" is displayed on the Home Page of FleetCommander after clicking on the Vehicles and Rates link found in the bottom-left navigation bar. Update User Profile - Warning (HTML Not Supported): The "Update User Profile - Warning" is displayed in a warning pop-up when a User Profile Update is needed after login. This layout is not HTML supported. Update User Profile - Email: The "Update User Profile - Email" is sent when using the User Profile Notification tool. Locations Text: The "Locations Text" is displayed on the Home Page of FleetCommander after clicking on the Locations Text link found in the bottom-left navigation bar. Privacy Policy Text: The "Privacy Policy Text" is displayed on the Home Page of FleetCommander after clicking on the Privacy Policy link found in the bottom-left navigation bar. Contact Us Text: The "Contact Us Text" is displayed on the Home Page of FleetCommander after clicking on the Contact Us link found in the bottom-left navigation bar. FAQ Text: The "FAQ (Frequently Asked Questions) Text" is displayed on the Home Page of FleetCommander after clicking on the FAQ link found in the bottom-left navigation bar.

Terms of Use Text: The "Terms of Use Text" is displayed on the Home Page of FleetCommander after

# COMMAND 2024 Bright Idea

### Use <ctrl F> to conduct KEYWORDS SEARCHES...

within Report Outputs in HTML

User Detail Extra Report Agile Success Fleet Site 14101 Willard Road Chantilly, VA 20151										Primary Seconda Fax:		(571) 49 : (571) 49 (571) 49	98-
			Red		$^{\sim}$ $\vee$ $\vee$ $\times$								
UserId	Last Name	First Name	Middle Name	Salutation	Username	Password Change	Last Login	Access Groups	Usage Ty	pes	Status	Time Zone	E
93	.Saunders	s Harlan			hsaunder		08/04/2020 07:16 PM		Short Term Rental Rental,Yearly Rent		Enabled	Central Standard Time	:: 2
226	Roodman	Red			bbonestr			Standard, Live- Training	Short Term Rental Rental	,Seasonal	Enabled	Central Standard Time	Ę
461	Aggarwal	Raj			rka		04/04/2016 02:55 PM		Short Term Rental Rental	,Seasonal	Disabled	Central Standard Time	



### Use <ctrl F> to conduct KEYWORDS SEARCHES...

in Reservation> Assign Vehicle

amber of Compants	~~~~~		~~~~~~		ᠧᡔᡃᢇ᠊᠊ᢦ	$\sim \sim \sim$		-~~	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		****	~~~	~~~	many
				Cancel (B	ack) Ad	d Alert	DK (Assig	n Vehicle)	OK (As	sign, App	rove) 0	K (Assign	, Approve	, Dispatch
	١	/ehio	cle Opt	imizati	on Chai	t Criter	ia							<
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Displaying 1 - 100 of 567 vehicles Vehicles displayed per page: 100		_												Legend
First   Previous   Next   Last	Page 1 of 6	5			🔶 Wee	k 10/3 -	10/9					Week 1	0/10 - 1	0/16
Vehic	le		Thu 10/3	Fri 10/4	Sat 10/5	Sun 10/6	Mon 10/7	Tue 10/8	Wed 10/9	Thu 10/10	Fri 10/11	Sat 10/12	Sun 10/13	Mon 10/14
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# COMMAND 2024 Bright Idea

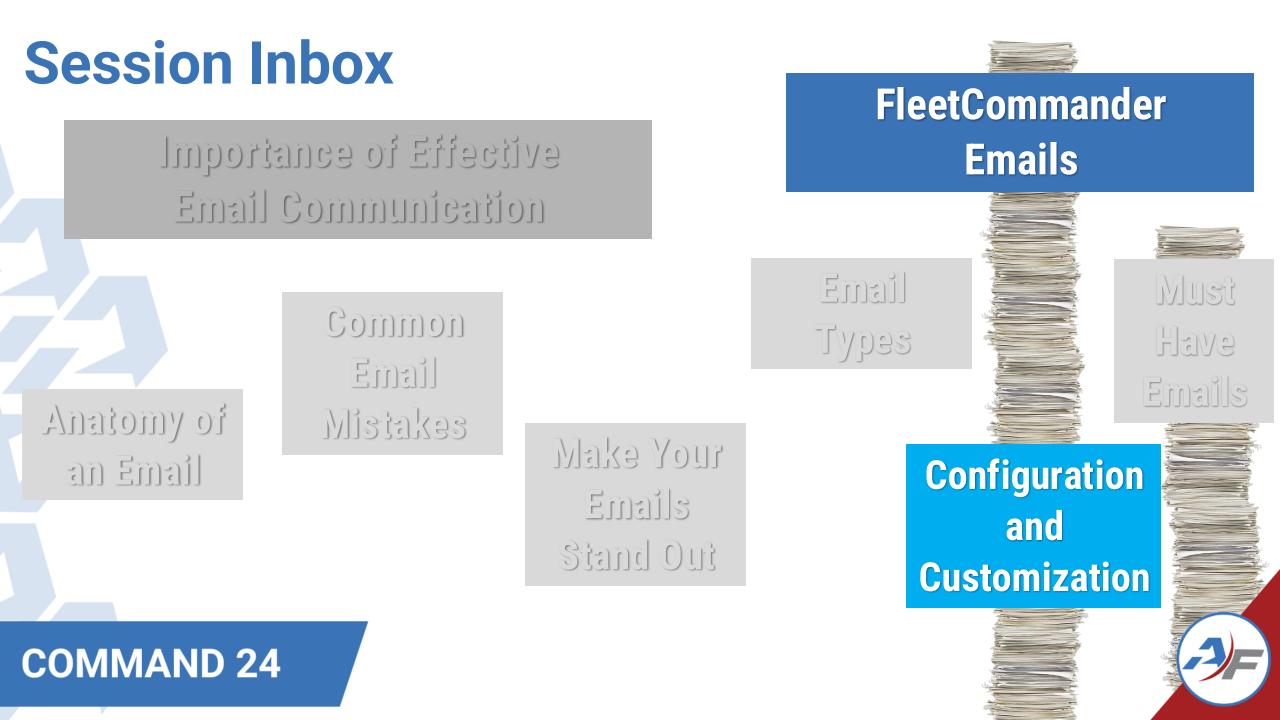
# Enlarge your view of WYSIWYG via "Open link in new window"

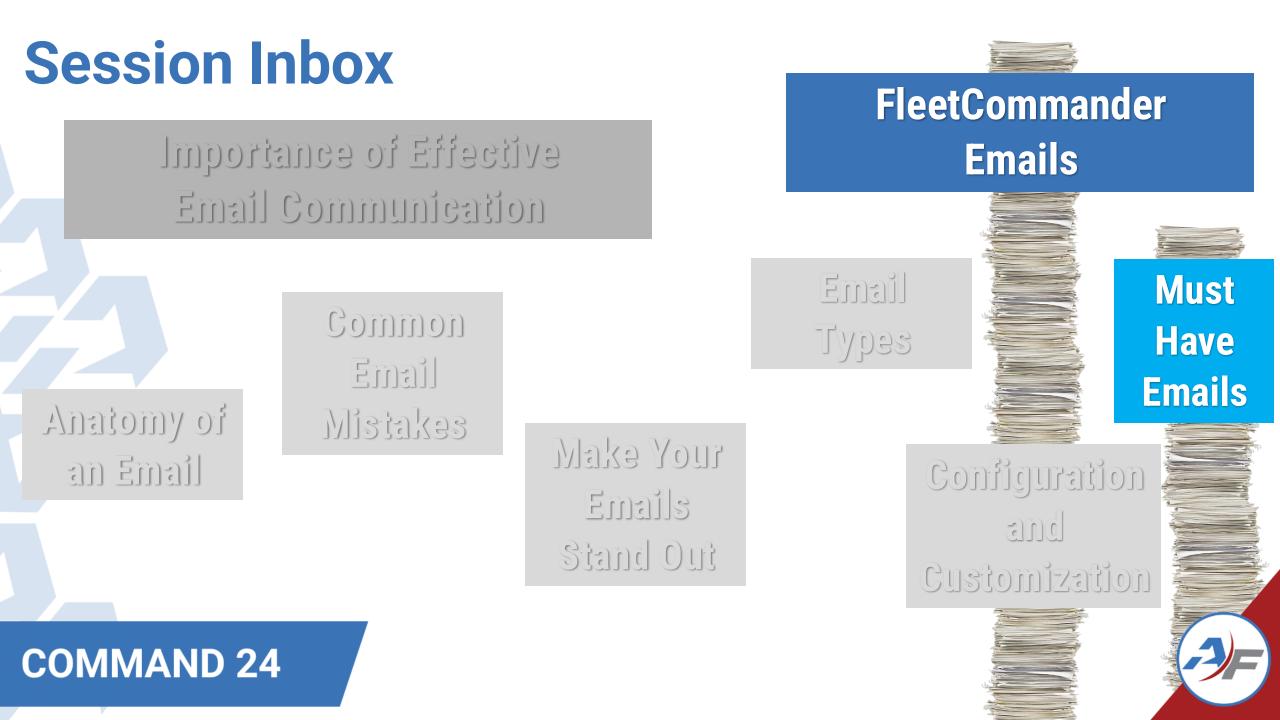
#### - FLEETCOMMANDER

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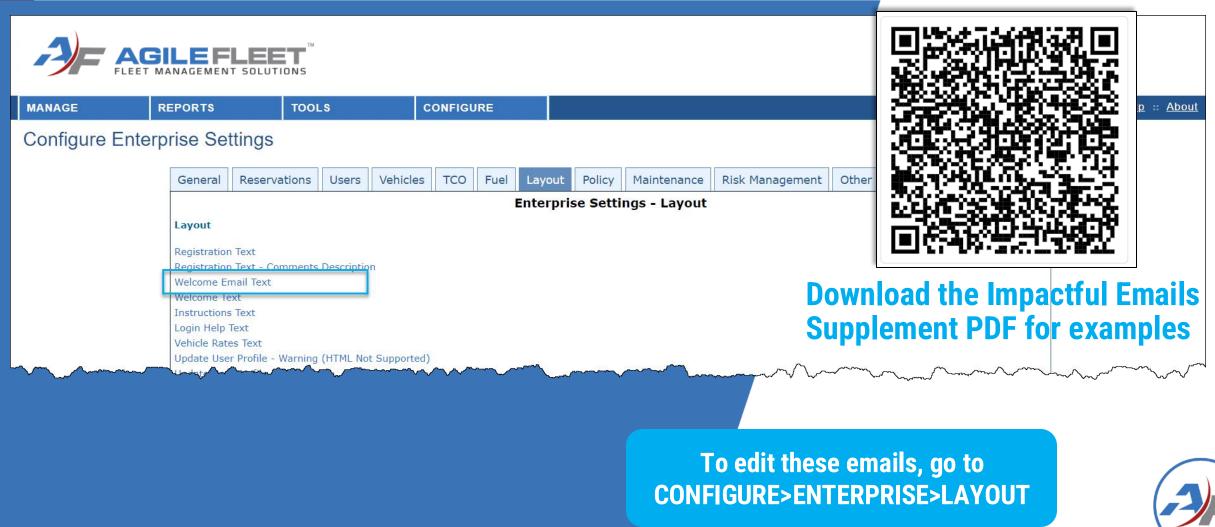




## Must Have Emails









<u>About</u>



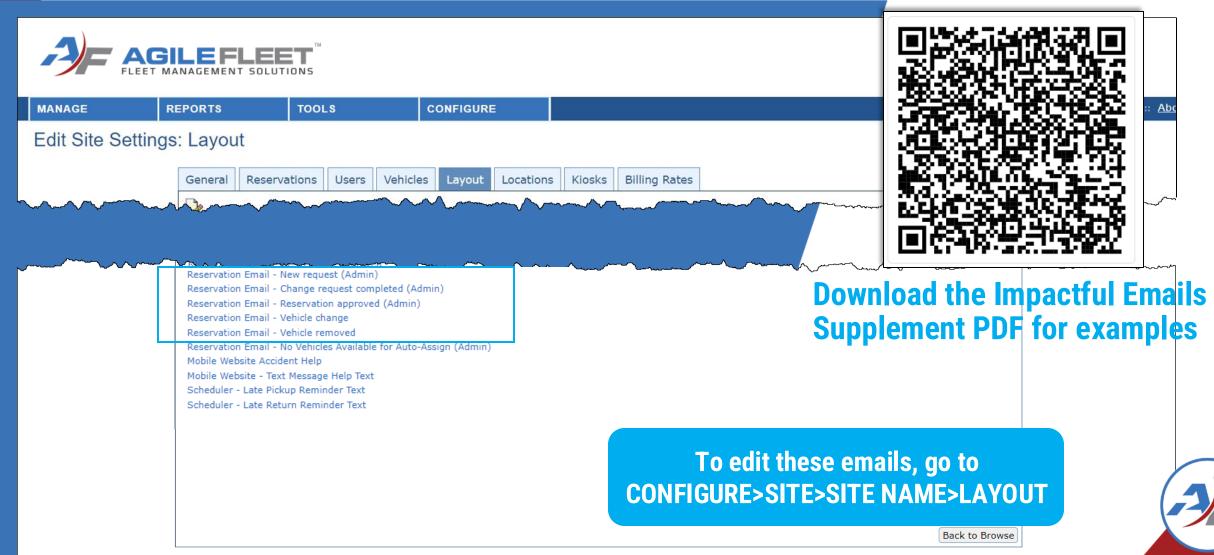
#### REPORTS TOOLS CONFIGURE

#### Edit Site Settings: Layout

MANAGE

General Reservations Users Vehic	les Layout Locations Kiosks Billing Rates County Motor Pool Site Settings - Layout	
Layout         Registration Email Text         Registration Confirmation Text         Maintenance Notification Email         Mileage Request Email         Make Reservation Help Text - Reservation Form         Make Reservation - Comments Description         Make Reservation Welp Text - Confirmed Description		Inload the Impactful Emails plement PDF for examples
Make Reservation Help Text - Confirm Page Reservation Email - Late Pickup Email Text Reservation Email - Late Return Email Text Reservation Email - New request Reservation Email - Modification by requestor Reservation Email - Driver change request Reservation Email - Change request completed Reservation Email - Reservation cancelled Reservation Email - Reservation approved	To edit these er CONFIGURE>SITE>SIT	









Edit

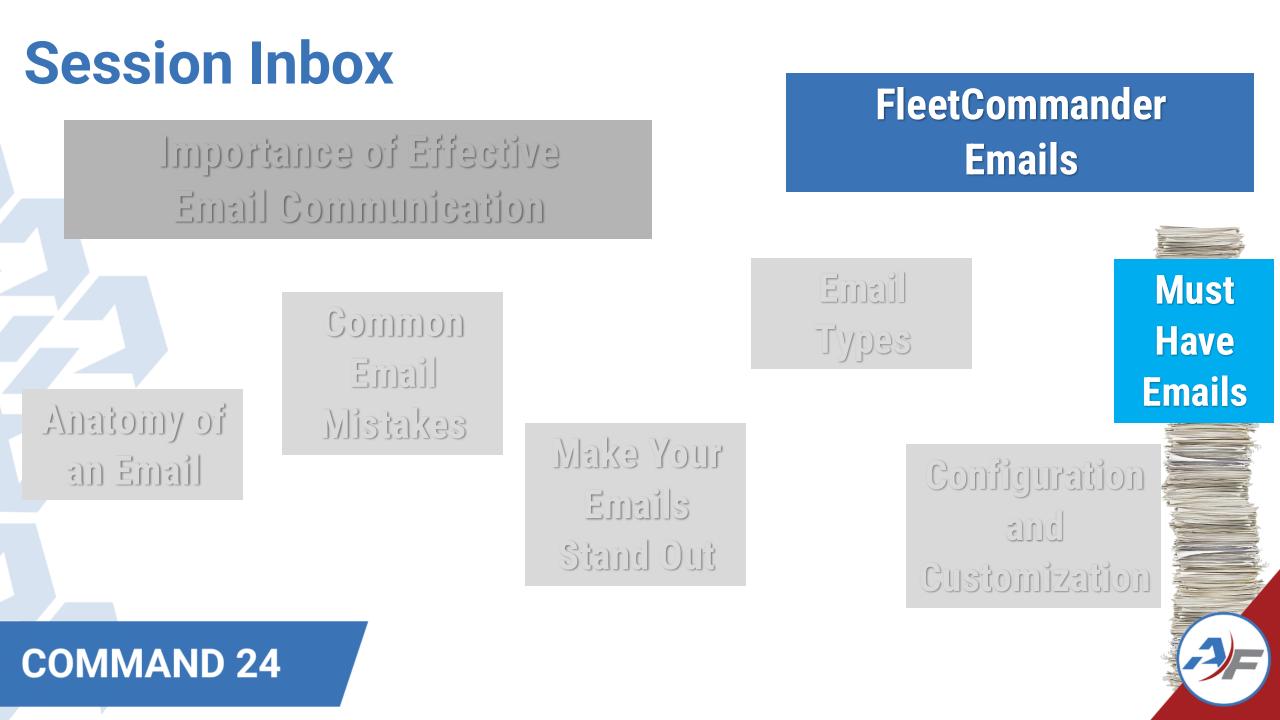
MANAGE	1	REPORTS		TOOLS		CONFIGURE			1969 1970
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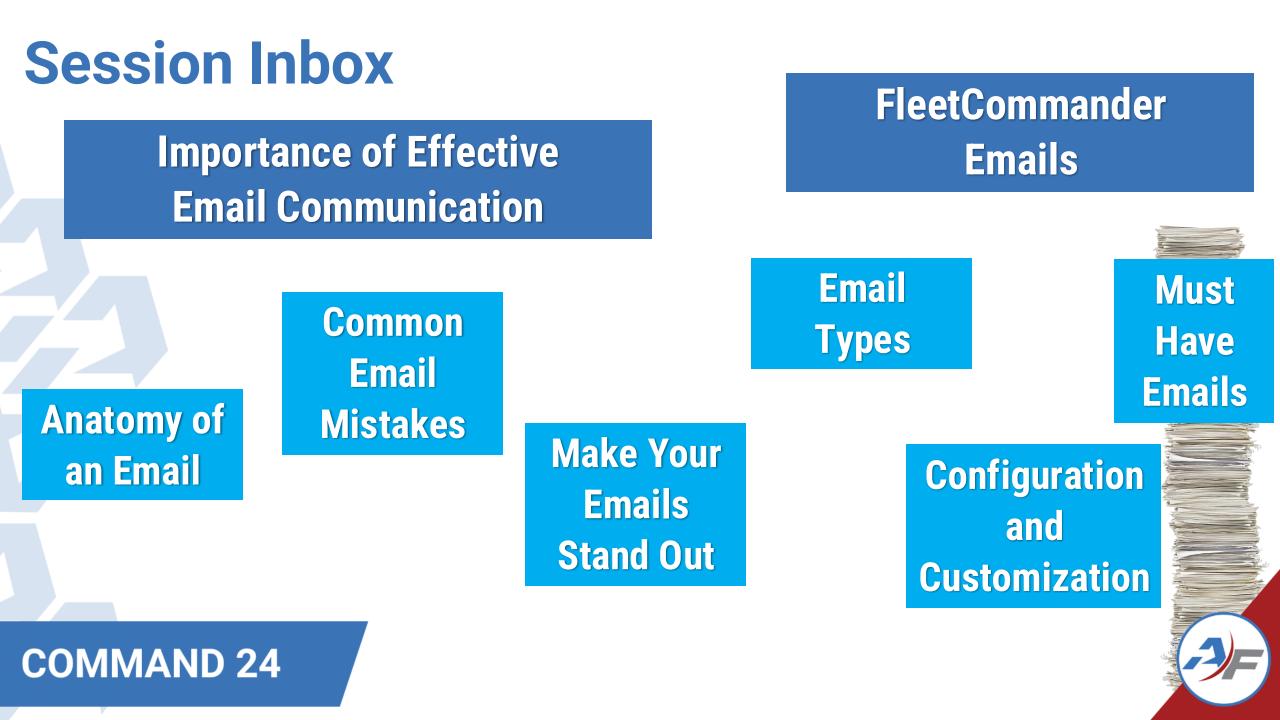


#### the Impactful Emails it PDF for examples

To east these emails, go to **CONFIGURE>SITE>SITE NAME KIOSK>LAYOUT** 







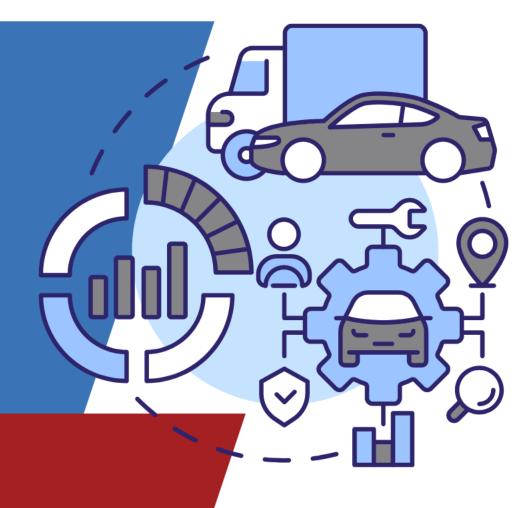
## Note To Self

Email yourself at least one idea from this session you want to APPLY, ADAPT, or ADOPT





### Questions? Next Up: Billing & Rate-Setting



### **THANK YOU**