

Fostering Success Through Tech Partnerships: Leveraging Synergies for Growth

Today's Panelist:

Mindip Janda - *Vice President, Concord Parking*

David Agosti - *Director of Parking and Sustainable Mobility, Simon Fraser University*

Ryan Tuttroen - *Assistant Manager, University of Saskatchewan Parking and Transportation Services*

Moderated by:

Joni Eros - *Regional Sales Director, PayByPhone*

Sang Hwang - *Regional Sales Director, PayByPhone*

Today's Discussion



The “One-Stop” Shop
Vs.
True Partnership

Congestion, Land-use, Sustainability

SFU

SIMON FRASER
UNIVERSITY



Changing Payment Priority



UNIVERSITY OF
SASKATCHEWAN



Managing Diverse Demands



CONCORD
P A R K I N G

What types of resources and/or consultations did you enlist to formulate a plan for your projects?

What challenges have you faced in integrating and managing multiple technologies, and how did you overcome them?

Can you provide examples of how your multi-technology approach has enhanced your service delivery or customer experience?

What specific technologies have you implemented to improve operational efficiency, and how have these technologies impacted your productivity?

Final Thoughts

Optional Slides

If time allows

Once you conducted your due diligence, what was the process of implementing your multiple partners?

Thinking about your relationship with your vendors,
define what it means to have a true partnership.

Thank you!

