

M Street Road Safety Technology Reverse Pitch and Pilot Frequently Asked Questions (FAQs)

1. Can the budget be increased?

The budget cannot be increased at this time above the \$25,000 maximum per pitch. Pitch submissions should clearly articulate what can be done within this budget and any excess costs being donated or loaned to the pilot. Please outline the safest solution as close to the budget as possible as the starting point for your pitch. If over the budget per pitch, note how costs could be reduced if selected to pitch.

2. If multiple entities are teaming for one pitch, can maximum budgets be combined? Do each of us get \$25,000 or can the whole team get \$50,000?

The maximum budget for each pitch submission is \$25,000 and does not double if entities team for one pitch. Budget may possibly be increased for entities selected to pilot for more comprehensive safety solutions that address a greater number of safety challenges outlined as the overall project budget allows.

3. Would DDOT be willing to provide de-identified traffic footage for any of the signalized intersections within the defined M Street corridor?

We suggest providing the pricing and approach for both using your own cameras and DDOT cameras in your pitch, so we know the magnitude cost difference between both if an entity is selected to pilot.

4. Will the DDOT team provide support on the technology installations and provide access to the signal cabinets?

Once vendors are selected, ITS America will work closely with entities selected to pilot on all logistical coordination with DC government agencies and in accordance with local requirements and regulations, including the DDOT team, right-of-way permits, and access to signal cabinets.

5. Do vendors need to deploy across the entire corridor or can they focus on one or two locations?

Entities pitching are not expected to deploy across the entire pilot corridor. Entities should use professional judgment to propose where their technology should be located balancing the greatest impact on improving safety, pilot budget limitations, and where it can easily be connected to existing infrastructure needed. Vendors should note ideal locations versus what can be reasonably delivered within the pilot budget.

6. Are there priorities on these five road safety challenges?

The challenges are generally ordered based on priority. However, entities should respond to the road safety challenges that their technologies best address.

7. If a solution targets more than one road safety challenge, does that increase the chances of being selected?

The evaluation criteria can be found [here](#). More comprehensive road safety technology solutions are encouraged.

8. How will success of the pilot be measured?

ITS America will use a mix of quantitative and qualitative measures for pilot outcomes. Because the pilot is short, the evaluation will not be based only on crash reductions.

9. What data sources are available to help vendors identify the most impactful locations?

Vendors should primarily use the [DC Vision Zero Crash Locator](#) and [Background on M Street Context and Crashes](#) to understand basics about crash locations, modes involved, and crash severity. Please reach out if additional crash data is needed.

10. Since multiple entities will be selected to pilot, will there be opportunities to collaborate or integrate their solutions?

Yes, entities selected to pilot will be able to collaborate and ITS America will host a pilot coordination meeting with vendors prior to piloting for coordination and streamlining technologies, such as redundancy in cameras for single uses. At this stage, pitches should completely address at least one of the road safety challenges listed and may require a teaming approach to fully address at least one challenge.

11. Can vendors propose future looking concepts, even if they are not fully feasible during the pilot?

Entities can mention future applications in their pitch, especially if solutions could scale or be installed permanently later if the pilot is successful, as long as the pitch requirements for the pilot are also fully addressed.

12. Could a possible solution be to provide driver behavior event data along the corridor to help measure existing conditions and measure the impact of the safety interventions?

ITS America will be completing the before-and-after assessment of the pilot, so additional road safety insights are not needed. Additional road safety data entities should consider teaming with technology providers that can address safety challenges from additional insights, such as a near miss video analytics company partnering with a vehicle-to-everything message or automated signal company.

- 13. Is attachment to existing DDOT-accessible poles at approximately 10 ft height permitted? Are there sufficient poles available along the M Street test corridor? What other mounting locations (if any) are approved or preferred by DDOT for this pilot (e.g., traffic signal poles, sidewalks, or other existing infrastructure)?**

Please identify ideal location based on your initial assessment of the pilot corridor based on the best tools you have available for the pitch submission. Proposed locations should follow all local regulations and should not limit right-of-way or accessibility.

- 14. Is coordination or participation required/available with the electric or other utility companies for any mounting, power, or access needs?**

Exact locations and details of install will be further coordinated with vendors selected to pilot and per install approval processes with DC government, including DDOT, telecommunications, and electric.

- 15. Can the markers be mounted directly on manhole covers within the pilot area? Are there sufficient DDOT-accessible poles or manholes in the pilot area?**

Manhole installation should be avoided if possible. If that is the only location for a particular technology, please note that in your pitch. During the pilot, the manhole cannot be compromised, must be approved by the manhole owner prior to install, and must still be accessed by others.

- 16. For the pilot installation, will DDOT coordinate and handle the physical mounting of equipment, or will the selected vendor be responsible for providing installers? Will temporary traffic control and engineering stamps be needed prior to installation?**

Ideally, DDOT would install all technology to streamline the right-of-way permit process and not require a licensed engineer to draft individual permits. Please note in your pitch if your technology can easily be installed by DDOT and any temporary traffic control required.

- 17. May we begin our pilot around mid-June, for the sake of collecting traffic footage at school-related intersections (before schools are out of session for the summer)?**

All entities selected will install and pilot at the same time once approved so multiple layers of technology can be measured at ideal times for the most road safety challenges. Given the school road safety challenge, we are hoping approval and install will allow for the pilot to start before the school year ends.