



STATE OF WASHINGTON
Washington Traffic Safety
Commission
SOLE SOURCE POSTING

November 5, 2025

The Washington Traffic Safety Commission (WTSC) contemplates awarding a sole source contract to Cambridge Mobile Telematics (CMT) to provide user licenses to their web-enabled telematics data platform, StreetVision.

The WTSC requires on-demand, user-based access to anonymized telematics information from a qualified vendor to support traffic safety problem identification, planning, and evaluation. While there is more than one vendor who offers telematics for transportation purposes, the number of vendors who offer data related to all four driver behavior areas of interest (hard braking, harsh acceleration, excessive speed, and phone use) is much more limited, with CMT being the only one we are aware of specifically offering the cell phone use telematics and having substantial driver coverage in Washington resulting in reliable driver behavior metrics for all 39 Washington counties and on all road classifications.

In addition, the value and effectiveness of such data are only as good as the tool by which the user can access and analyze the data. For WTSC partners to access the benefits from telematics insights, the data needs to be easily accessible, easily understood, easily visualized, and easily shared without having to work through the vendor for specific analytics. In other words, a web-based tool with a direct user interface to the data is an essential need. To our knowledge, CMT is the only vendor who offers such a tool, known as StreetVision, that also offers telematics for the full list of desired behaviors outlined above, and is deployment ready for all roadways in Washington state.

The WTSC will enter into a THREE (3) year contract with Cambridge Mobile Telematics, Inc. for purchasing 30 annual StreetVision base licenses, with the option to increase the number of licenses up to 100 annually. The contract will be issued on or after January 1, 2026, and will continue for a three-year initial term. The maximum cost of this three-year contract is \$1,398,000. The WTSC has not opted to extend the contract for any additional terms under the proposed contract.

Offerors contemplating the above requirements are required to submit capability statements detailing their ability to meet the state's requirements within ten (10) working days of this announcement.

Vendor capability statements should address how they are qualified and capable of performing the following requirements:

- Aggregated and anonymized telematics data collected from Washington drivers must already exist with substantial coverage in all 39 counties, on all roadway type classifications, and for a minimum look-back period of up to 24 months (the complete previous calendar year and the current calendar year).
- Provide driver behavior metrics for hard braking, harsh acceleration, speeding, and cell phone use while driving. The WTSC requires measures of cell phone use while driving

since the agency is no longer conducting distracted driving observation surveys; vendors that provide other measures of driver behavior derived from telematics data, but not cell phone use while driving, will not be considered.

- Provide aggregate and anonymized telematics insights through a user-driven, on-demand platform ready to deploy statewide on January 1, 2026, that includes up to 24 months of telematics data insights for all 39 Washington counties, on all roadway type classifications, and is near real-time.

In the absence of other capable sources, it is the state's intent to make a sole source award of the contract. To submit capability statements or for questions, contact:

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