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### **Sole Source Justification for Connected Truck Project with DriveWyze – Smart Roadways**

The primary objective of ODOT is to disseminate critical safety information directly to the cabs of commercial vehicles. This objective will leverage all existing ODOT efforts to disseminate safety-critical information, via other traveler information systems, to increase roadway safety. ODOT aims to achieve this while minimizing program risks and saving significant resources. This is planned to be accomplished by leveraging the existing capabilities and investments within the commercial trucking industry, rather than paying for the ground-up development of new solutions. Procuring fully developed, field-tested service platforms that already have extensive reach into a large network of trucks will not only ensure program success but also provide performance-based results. In this context, DriveWyze is a unique solution provider. Their exclusive "one-to-many" approach in disseminating CMV safety alerts through their software solution, which operates on electronic logging devices (ELDs), is unique in the market.

A number of requirements are critical for an agency to achieve these goals and ensure program success, including:

1. A fully deployed national GPS/Cellular-based C-V2X software network,
2. A hardware-independent information dissemination system with the capacity to reach millions of trucks,
3. A field-tested, cross-platform, in-cab driver safety notification solution delivery, and
4. A comprehensive program reporting module including usage volume and driver behavior impact analysis.

***DriveWyze is the sole vendor that offers a comprehensive in-cab safety alerts program for CMVs, effectively meeting all of these requirements.***

DriveWyze Inc., is the only vendor that offers a Connected Truck Program that meets all the above solution requirements which are critical to delivering a successful program that meets the desired goals. Specifically, the following offerings by DriveWyze are unique in the market.

- A. DriveWyze is the only company in North America to have successfully deployed a GPS & Digital cellular-based connected truck network. DriveWyze operates its network in all 48 states with public-private partnerships for commercial motor vehicle (CMV) compliance and is the only firm that has contracted with multiple states in the delivery of CMV safety notifications that do not require the installation of roadside hardware.
- B. DriveWyze is the only company to have integrated its software-only technology with over 100 Electronic Logging Device (ELD) and other telematics device suppliers and resellers. Traditional in-cab reach has been limited by the install base of individual ELD or telematics hardware suppliers. DriveWyze is the only software application that is embedded across the majority of ELD hardware platforms utilized by the trucking industry.

- C. Drivewyze is the only company contracting with state departments of transportation to deliver in-cab safety notifications at no cost to truck drivers. While there are connected car networks that deliver both paid and free services into passenger vehicles, and there are paid navigation and subscription services that convey limited safety messaging into trucks, no other entity is providing agency-sponsored driver-safety content into the trucking community, without charging the truck drivers. Notable examples of transportation agencies that have partnered with Drivewyze to deliver such public service safety messaging targeting at trucks include Georgia DOT, North Carolina DOT, New Jersey DOT, and Arizona DOT.
- D. Commercial truck operators can access Drivewyze for notifications for free either through one of the already integrated ELD partners, or through the Drivewyze iOS or Android app.
- E. Drivewyze is the only company to have a developed program performance reporting module built out to support connected truck safety messaging programs. Program reporting includes driver impact analysis and alert volumes among other value-added metrics.

Drivewyze Inc. is uniquely positioned as the sole company that can currently fulfill all ODOT's program goals using its existing, off-the-shelf solutions. The only alternative for the agency would be to build its own technologies or commissioning a vendor to design and build a system from scratch, both of which would entail significant costs, time, and risks to the project.

The distinct advantage of contracting with Drivewyze is that the program requirements seamlessly align with their unique capabilities. The Drivewyze solution is not only fully developed, but also demonstrable and deployable within months of contracting, thereby circumventing the risks typically associated with traditional design and development projects.

The Drivewyze connected truck platform is proprietary to Drivewyze Inc, meaning these solutions are not accessible through any other vendors.