

# City of Markham

Ontario Vehicle Innovation Network (OVIN)

Demonstration Zone Program

## FINAL REPORT



CIMA+ project number: B001770  
07-October-2025

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## Executive Summary

Overall Markham initiated work on 12 demonstration projects over a 16-month period. Nine projects were initiated from the first intake and three were initiated from the second intake for a total of 12 demonstration projects that were approved to proceed by the Review Committee. As a result, a total of 8 projects were successfully completed.

From Intake 1 a total of seven projects were implemented and evaluated. The seven that were completed demonstrated benefits and the potential for the technology to be further developed and commercialized. Two projects (AssetFlow and RPWR) were not completed due to difficulties experienced by the company in meeting the requirements of the agreed to project.

In the second intake, three projects were approved to proceed but only one was completed. One of the companies approved, ACCEO, proceeded through the detailed planning phase but in the end could not provide the technology for the demonstration within the limited timeframe that the project had to be completed by.

The OVIN Demonstration Program was successful in that it successfully showcased new technology companies with a local presence in Ontario and provided both a promotional and marketing opportunity to the companies for their respective technologies. The program helped the municipalities (Markham and Vaughan) to understand the level of complexity in implementing new technologies on a demonstration basis and the importance of these demonstration projects in helping them to understand the implementation and operational details that need to be considered when launching innovative technologies. In the end Markham was able to identify several companies/technologies that can help provide solutions to improve mobility for the public. The program also helped the participating companies to understand where their innovative technologies can assist municipalities in solving the mobility concerns, they face. It helped them understand the harsh operating environment and need for public protection when implementing their technologies and helped them understand that although they had a technology that had potential benefits, a municipality looks for turnkey solutions that can be implemented dealing with a single company instead of multiple suppliers and installers. Several companies identified the need to align themselves with contractors and suppliers that have experience in working on public roadway and facilities. The demonstration program also helped the innovative companies to see other potential market opportunities outside of just a municipality.

There were however areas identified where the OVIN DZ program could be improved if it was to be re-initiated in the future including:

1. The timeframe for projects needs to be extended and remain flexible depending on the technology being implemented. To draw conclusions, it is sometimes necessary to evaluate a product for 2-3 years in order to collect enough data to be statistically significant (ie collision reduction).
2. It should be recognized that given the staff resources and workload in municipalities they can only manage 3-4 demonstration projects at a time. Trying to shoehorn in 10 in a 16-month period is overwhelming and not conducive to a wholesome evaluation of demonstration projects.
3. Staff resources to manage the OVIN DZ program should come primarily from within and be of sufficient numbers and with a sufficient level that they can champion the demonstration projects and coordinate internal resources. Additional resources can be contracted out, but it should be recognized that as a contract nears its completion the contract staff find permanent opportunities and leave so sufficient internal resources are critical to ensure the tail end of the program can be properly completed.
4. Any future OVIN DZ program should be led internally from the engineering department with the benefits considered first from a mobility solution perspective as opposed to an economic benefit which is really a secondary consideration given the mandate of a municipality.
5. When evaluating new technologies for implementation the focus should be on constructability and an evaluation of the innovation and the company's understanding of the problem statement and their potential solution.
6. The process to vet proposals from each intake and decide on which ones to proceed with was onerous and could be significantly streamlines to save time. An initial screening based on constructability and relation to a specific mobility issue can be used to shortlist technologies and then an interview by a technical team to ascertain the companies' understanding of how their technology would be applied and how it solves a mobility use case is all that is required. Using a Review committee for final decisions was a non beneficial final step and that Markham eliminated for Intake 2.