



## **Meeting of the Operations and Oversight Committee**

Thursday, June 14, 2018 • 10:00 a.m.  
2nd Floor Board Room • 509 E. 18<sup>th</sup> Street, Norfolk, VA

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A meeting of the Operations and Oversight Committee will be held on Thursday, June 14, 2018 at 10:00 a.m. in the 2nd Floor Board Room at 5209 E. 18<sup>th</sup> Street, Norfolk, VA.

The agenda and supporting materials are included in this package for your review.



## Meeting of the Operations and Oversight Committee

Thursday, June 14, 2018 • 10:00 a.m.  
2nd Floor Board Room • 509 E. 18<sup>th</sup> Street, Norfolk, VA

### AGENDA

1. Approval of the May 2018 Operations and Oversight Committee Meeting Minutes
2. Procurement Recommendations to the Committee:
  - a. Request for approval of Contract 17-75527, Armored Car Services
  - b. Request for approval of Contract 18-78350, Bridge Repairs on Tide Light Rail Bridges
  - c. Request for approval of Contract 18-76526, Elizabeth River Ferry Service
  - d. Request for approval of Contract 18-76527, Ferry Repair Services
  - e. Request for approval of Contract 17-75518, PeopleSoft Human Capital Management Managed Services
  - f. Request for approval of Contract 18-76539, Oracle Enterprise Database Annual Support
  - g. Request for approval of Contract 18-76536, Provide Heavy Duty Bus Batteries
  - h. Request for approval of Purchase Order 78356, Tapered Bearings for Light Rail Vehicles
3. Operations Update
4. Old and New Business
5. Adjournment

**The next Operations & Oversight Committee Meeting will be held on Thursday, July 12, 2018 at 10:00 a.m. in the 2<sup>nd</sup> Floor Board room at 3400 Victoria Blvd., Hampton, VA**



## Meeting of the Operations and Oversight Committee

Thursday, May 10, 2018 • 10:00 a.m.  
2nd Floor Board Room • 3400 Victoria Blvd., Hampton, VA

### MEETING MINUTES

#### Call to order

Commissioner Fuller of Chesapeake called the meeting to order at 10:03 a.m.

#### **Commissioners in attendance:**

Commissioner Fuller, Chesapeake  
Commissioner Kanoyton, Hampton  
Alt. Commissioner Raliski, Norfolk  
Commissioner Ross-Hammond, Virginia Beach  
Commissioner Woodbury, Newport News  
Commissioner Rowe, Portsmouth

#### **Hampton Roads Transit Staff in attendance:**

Kimberly Ackerman, Chief Human Resource Officer  
Amy Braziel, Sr. Executive Assistant  
Conner Burns, Chief Financial Officer  
Alesia Cain, Chief Information Technology Officer  
Margaret Denoncourt, Internal Auditor  
William Harrell, President and CEO  
Sonya Luther, Director of Procurement  
Maryann Martin, Operations Analyst II  
Michael Perez, Director of Rolling Stock  
Jim Price, Chief Operating Officer  
Benjamin Simms, Director of Bus and Rail Transportation  
Mark Stemple, Director of Maintenance  
Robert Travers, Corporate Counsel

The May Operations and Oversight meeting package was distributed electronically to committee members and the media in advance of the meeting. The meeting package consisted of:

- Agenda
- Minutes from the April Meeting

- Procurement Items for Approval

### **Approval of the April 2018 Minutes**

A motion to approve the April 2018 Meeting Minutes was made by Commissioner Rowe and properly seconded by Commissioner Woodbury.

The April 2018 Meeting Minutes were approved by a unanimous vote

### **Request for approval of Contract 18-76543, SPEAR 4i Software.**

Ms. Sonya Luther formally presented Contract 18-76543, SPEAR 4i Software.

There was some discussion regarding the last time this contract was brought before the Committee.

A motion to approve Contract 18-76543, SPEAR 4i Software was made by Commissioner Woodbury and properly seconded by Commissioner Rowe.

Contract 18-76543, SPEAR 4i Software was approved by a unanimous vote.

### **Operations Update**

Mr. Jim Price provided updates on Virginia Beach Wave service.

There was some discussion regarding new route 35 service and reversing the current ridership trend.

Mr. William Harrell mentioned a study that was recently completed and an effort to increase transit ridership.

Mr. Harrell stated that the Ridership Committee and results from the recent ridership study will be on the next Commission Meeting Agenda.

Mr. Price stated that light rail and ferry ridership are doing well.

### **New and Old Business**

Ms. Margaret Denoncourt mentioned that a sub-committee was formed and is working out logistics regarding a recent finance audit.

Ms. Denoncourt stated that an action plan was being developed that the Operations and Oversight Committee would be kept abreast of the outcome.

The next Audit and Budget Committee meeting will be on May 21<sup>st</sup> at 10:00 a.m.

Mr. Conner Burns provided an update on the status of some of the findings in the finance audit.

Commissioner Kanoyton joined the meeting at 10:11 a.m.

**Adjournment**

The meeting was adjourned at 10:11 a.m.

Commissioner Ross-Hammond arrived at 10:13 a.m.

Respectfully submitted by:  
Amy Braziel, Sr. Executive Assistant

<b>Contract No:</b>	17-75527	<b>Title:</b>	Armored Car Services	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$39,091.80 \$80,665.80 w/2-1 Yr. options
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**Acquisition Description:** Enter into a contract with a qualified contractor to provide armored car services.

**Background:** Hampton Roads Transit (HRT) is seeking consolidated armored transportation services for the pickup and delivery of money and other financial instruments between all HRT facilities on the Southside and Peninsula (Northside). Under the terms of this agreement, the Contractor is required to pick up and transport bagged coins, bills, and checks from various HRT facilities for delivery to HRT's Moneyroom at 509 East 18<sup>th</sup> Street, Norfolk. HRT personnel at the Moneyroom will count, re-bag, and prepare each delivery for deposit. The Contractor shall then pick up the bags and deposit its contents into HRT's bank account at TowneBank in Chesapeake or other authorized TowneBank Cash Processing Center.

**Contract Approach:** A Request for Proposals was issued October 26, 2017. One proposal was received on December 6, 2017 from Dunbar Armored (Dunbar) in the amount of \$121,249.44. A post-solicitation survey of vendors was conducted; however, no replies were received. There was no indication that a re-solicitation to pursue more competition would have resulted in greater participation.

In order to obtain more favorable pricing, a decision was made to conduct negotiations with Dunbar. Negotiations focused on clarifying exceptions to the contractual terms and conditions and reducing unit and total prices. At the conclusion of negotiations, Dunbar submitted a Best and Final Offer (BAFO) in the amount of \$119,757.60. This amount represents a decrease of \$1,491.84, or 1.23% below Dunbar's original Price Proposal. Based on the results of the negotiations and a price analysis performed utilizing historical data, Dunbar's BAFO is deemed fair and reasonable. A contractor responsibility review confirmed that Dunbar is technically and financially capable to perform the work.

Dunbar, located in Hunt Valley, MD, has provided armored car transportation services to HRT for over ten (10) years satisfactorily. Dunbar provides similar services to Richmond Metropolitan Authority and Powhite Parkway in Richmond, VA; as well as, Alexandria Dash in Alexandria, VA.

The period of performance for this Contract is one (1) base year, with two (2) additional one-year options.

**Cost/Funding:** This Contract will be funded with Operating Funds.

**Project Manager:** Sheri Dixon, Manager of Revenue Services

**Contracting Officer:** Jason Petruska, Contract Specialist

<b>Contract No:</b>	17-75527	<b>Title:</b>	Armored Car Services	<b>Base Year Price:</b>	\$39,091.80
				<b>Total Option Price:</b>	\$80,665.80 w/2-1 Yr. options

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to Dunbar Armored for armored car services in the not-to-exceed amount of \$119,757.60 over a three-year period.

### SOLICITATION RESULTS

<b>Time Period</b>	<b>Dunbar Initial Pricing</b>	<b>Dunbar BAFO Pricing</b>
Base Year	\$39,526.80	\$39,091.80
Option Year 1	\$40,277.40	\$39,756.48
Option year 2	\$41,445.24	\$40,909.32
<b>Total Price</b>	\$121,249.44	<b>\$119,757.60</b>

<b>Contract No:</b>	18-78350	<b>Title:</b>	Bridge Repairs on Tide Light Rail Bridges	<b>Price:</b> <b>Term:</b>	\$151,683 3 mos.
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**Acquisition Description:** Enter into a contract to perform repairs to the Hampton Roads Transit (HRT) Light Rail bridges.

**Background:** HRT had an immediate need for a contractor to perform repairs on the Light Rail bridges, specifically addressing loose and missing bolt issues. The five (5) existing bridge structures incorporate several thousand bolt assemblies. Over the past four (4) years, ongoing bridge inspections have identified a significant number of bolts, nuts and washer deficiencies that require urgent attention on four (4) of the five (5) bridges. Under the terms of this agreement, the Contractor shall provide the labor, equipment and materials for mobilization related to accessing each of the bridges, tightening and/or reseating existing structure bolts, replacement of missing or corroded bolts, nuts and washers and repair of failed bolt insert assemblies.

**Contract Approach:** An Invitation for Bids was issued on May 16, 2018 and six (6) bids were received on June 6, 2018 from the following firms:

- McClain and Company, Inc. (McClain)
- The Kennedy Company of Virginia, Inc. (Kennedy)
- Carolina Marine Structures, Inc.
- TA Sheets General Contractors, Inc.
- Ryan Marine, Inc.
- T J Crooks, Inc.

After an evaluation of the bids received, HRT staff determined that the apparent lowest bidder Kennedy, was deemed non-responsive (not in compliance with submittal requirements). Kennedy did not submit the required detailed qualification information. The second lowest bidder, McClain was deemed responsive (in compliance with submittal requirements) and responsible (capable to perform), and therefore eligible for award.

McClain's bid price, in the amount of \$151,683 is also deemed fair and reasonable based on a price analysis performed, and the fact that the pricing was obtained in a competitive environment. A contractor responsibility review confirmed that McClain is technically and financially capable to perform the work.

McClain is located in Culpeper, VA and has provided similar services for Virginia Department of Transportation (VDOT) Fredericksburg in King George, VA; VDOT Culpeper in The Plains, VA; and, Ordinance Systems, Inc. in Radford, VA.

The period of performance for this contract is three (3) months.

No DBE goal was established for this solicitation.



<b>Contract No:</b>	18-78350	<b>Title:</b>	Bridge Repairs on Tide Light Rail Bridges	<b>Price:</b>	\$151,683
				<b>Term:</b>	3 mos.

**Cost/Funding:** This contract will be funded with Operating Funds.

**Project Manager:** Lee Roy Padgett, Director of Engineering

**Contracting Officer:** Sonya Luther, Director of Procurement

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to McClain and Company, Inc. to perform repairs to the Hampton Roads Transit (HRT) Light Rail bridges in the not-to-exceed amount of \$151,683.

### SOLICITATION RESULTS

<b>Firm</b>	<b>Total Bid Price</b>
The Kennedy Company of Virginia, Inc.	\$98,800.00
<b>McClain and Company, Inc.</b>	<b>\$151,683.00</b>
T J Crooks, Inc.	\$159,960.00
Ryan Marine, Inc.	\$293,220.41
Carolina Marine Structures, Inc.	\$399,724.00
TA Sheets General Contractors, Inc.	\$545,250.00

<b>Contract No:</b>	18-76526	<b>Title:</b>	Elizabeth River Ferry Service	<b>Three Base Years Price:</b>	\$3,474,317
				<b>Total Option Price:</b>	\$2,596,314 w/2 1-yr. options

**Acquisition Description:** Enter into a contract with a qualified Contractor to provide complete management of Hampton Roads Transit’s (HRT) Elizabeth River Ferry services.

**Background:** HRT currently offers daily passenger ferry transportation service from four (4) pedestrian-only docks in Norfolk (Waterside and Harbor Park) and Portsmouth (High Street Landing and North Landing). Under the terms of this agreement, the Contractor is required to provide complete daily employee staffing (captains, deckhands, maintenance, etc.), dispatching, supervision, fare collection, service operation, and transportation services using the vessels and schedules provided by HRT. The services are to be provided in such a manner that passengers may effectively, safely, and efficiently have access to daily ferry services. The Contractor shall take all actions necessary to minimize the cost of such service to HRT and maximize efficient utilization of the vessels. Services provided shall comply with all local, state, and federal regulatory requirements. Additionally, the Contractor is responsible for maintaining insurance and completing minor maintenance services on each of the ferries.

**Contract Approach:** A Request for Proposals (RFP) was issued on March 6, 2018. One (1) proposal was received on April 18, 2018 from Norfolk By Boat, Inc. (NBB) in the amount of \$8,525,811. A post-response survey of firms solicited concluded that most firms did not have adequate staffing to provide all of the services required in the Scope of Work. There was no indication however, that a re-solicitation to pursue more competition would have resulted in greater participation.

In order to obtain more favorable pricing, a decision was made to conduct negotiations with NBB. Negotiations focused on technical clarifications and reducing the proposed rates. At the conclusion of negotiations, NBB submitted a Best and Final Offer (BAFO) in the amount of \$6,070,631. This amount represents a decrease of \$2,455,180 below NBB’s original Price Proposal after clarification regarding the number of ferries to be operated by HRT each year was clarified.

Based on the results of the negotiations and a price analysis performed utilizing historical data, NBB’s BAFO is deemed fair and reasonable. A contractor responsibility review performed confirmed that NBB is both technically and financially capable to perform the work.

NBB is located in Portsmouth, VA and has performed Elizabeth River Ferry services to HRT for over 30 years satisfactorily.

No DBE goal was established for this solicitation.

The period of performance for this contract is three (3) base year with two (2) additional one-year options.

**Cost/Funding:** This contract will be funded by operating funds and Elizabeth River Crossings Opco, LLC.

**Project Manager:** Mark Stemple, Director of Maintenance

**Contracting Officer:** Sonya Luther, Director of Procurement

<b>Contract No:</b>	18-76526	<b>Title:</b>	Elizabeth River Ferry Service	<b>Three Base Years Price:</b>	\$3,474,317
				<b>Total Option Price:</b>	\$2,596,314 w/2 1-yr. options

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to Norfolk By Boat to provide Elizabeth River Ferry services in the amount of \$6,070,631 for five (5) years.

<b>Base Year 1</b>	<b>Base Year 2</b>	<b>Base Year 3</b>	<b>Option Year 1</b>	<b>Option Year 2</b>	<b>Total Contract Price</b>
\$1,135,505	\$1,151,676	\$1,187,136	\$1,261,170	\$1,335,144	\$6,070,631

<b>Contract No:</b>	18-76527	<b>Title:</b>	Ferry Repair Services	<b>Price: Term:</b>	\$225,000 1 Yr. w/4 1-yr Options
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**Acquisition Description:** Enter into a contract with three (3) Contractors to perform scheduled and emergency repairs for the ferry boat fleet on a Task Order (TO) basis.

**Background:** Hampton Roads Transit (HRT) has a requirement for maintaining its ferry boat fleet by conducting scheduled and emergency repairs on an as needed basis. Under the terms of this agreement, the successful Contractors shall perform repairs utilizing parts and processes that comply with United States Coast Guard regulations; and, meet or exceed industry workmanship and quality standards.

**Contract Approach:** A Request for Proposals (RFP) was issued on March 2, 2018. Three (3) proposals were received on April 6, 2018 from the following firms:

- Fairlead Boatworks, Inc. (Fairlead, formally Davis Boat Works)
- Lyon Shipyard, Inc. (Lyon)
- Ocean Marine Yacht Center (Ocean).

In response to the RFP, proposers were required to provide billing rates for various job titles and services specified in the Price Schedule, to be utilized when establishing pricing for required TOs.

Upon review and evaluation of the technical proposals, HRT staff determined that all three (3) firms were qualified to meet the requirements of the Scope of Work (SOW). The Contractors were invited for discussions and negotiations. At the conclusion of negotiations, Best and Final Offers were requested in an attempt to achieve the most competitive pricing.

In order for HRT to have the ability to obtain the most skilled resources at the most favorable price when scheduled or emergency repairs are required, a decision was made to award to all three (3) firms. Their proposed rates were deemed fair and reasonable based on a price analysis performed utilizing historical data, and the fact that pricing was obtained in a competitive environment. A contractor responsibility review performed confirmed that the firms are all technically and financially capable to perform the work.

Fairlead, located in Newport News, has performed similar work for Mid-Atlantic Regional Maintenance Center (MARMC) Center in Norfolk, VA and the United States Coast Guard in Norfolk, VA. Fairlead has also provided similar services for HRT satisfactorily.

Lyon is located in Norfolk and has provided similar services to the Virginia Department of Transportation in Suffolk, VA and the University of Delaware in Lewes, DE. Lyon has also provided similar services to HRT satisfactorily.

Ocean is located in Portsmouth, VA, and has provided similar services to Jamestown/Yorktown Foundation in Williamsburg, VA; the Motor Yacht Alessandra; and, Auxiliary Systems, Inc. in Norfolk, VA. Ocean has also provided similar services to HRT satisfactorily.

The period of performance for this contract is one (1) base year with four (4) additional one-year options.

No DBE Goal is assigned for the overall solicitation. HRT's DBE Manager will review the scope of each proposed Task Order to identify opportunities for DBE participation and establish a task-based goal accordingly.

<b>Contract No:</b>	18-76527	<b>Title:</b>	Ferry Repair Services	<b>Price:</b>	\$225,000
				<b>Term:</b>	1 Yr. w/4 1-yr Options

**Cost/Funding:** This contract will be funded by operating funds.

**Project Manager:** Mark Stemple, Director of Maintenance

**Contracting Officer:** Fevrier Valmond, Senior Contract Specialist

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to Fairlead Boatworks, Inc., Lyon Shipyard, Inc. and Ocean Marine Yacht Center to perform scheduled and emergency repairs for the ferry boat fleet. The cumulative amount of all TOs issued under this Contract will not exceed \$225,000.

<b>Contract No:</b>	17-75518	<b>Title:</b>	PeopleSoft Human Capital Management Managed Services	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$220,000 1- Yr. \$440,000 w/2-1 yr. options
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**Acquisition Description:** Enter into a contract with a qualified Contractor to provide managed services for Hampton Roads Transit's (HRT's) PeopleSoft Human Capital Management (HCM) 9.1 application on an as needed basis.

**Background:** HRT's Human Capital Management (HCM) system is utilized to manage the agency's recruitment, hiring, workforce management and paying of its employees all of which support HRT's ability to ensure employees are available to support overall daily operations as a Transit Agency.

Due to challenges in filling open staff positions to support HRT's Human Capital Management (HCM) system and the need to be able to effectively and efficiently support HRT's HCM system, HRT must utilize Managed Services to assist HRT to manage ongoing operations, ensure consistent high levels of availability, proactively and efficiently respond to regulatory and security updates as well as provide for continued extension of the system and its use as well as to demonstrate cost savings related to overall agency operational and management costs.

Under the terms of this agreement, the Contractor will provide Managed Services for 2<sup>nd</sup> and 3<sup>rd</sup> Tier Support and Patch Maintenance to support HRT in its on-going efforts to manage HCM application.

**Contract Approach:** A Request for Proposal (RFP) was issued on August 1, 2017. Seven (7) proposals were received on September 12, 2017 from the following firms:

- HyperGen, Inc. (HyperGen)
- CherryRoad Technologies, Inc. (CherryRoad)
- Highstreet IT Solutions, LLC
- Dimension Systems, Inc.
- UVS Infotech
- ERP Analysts, Inc. (ERPA)
- Comprobase, Inc.

In response to the RFP, Proposers were required to provide a technical proposal and a Price Proposal that includes rates for scheduled and unscheduled support for both on-site and off-site maintenance, to be utilized when establishing pricing for as needed support.

Upon review and evaluation of the technical proposals, HyperGen, CherryRoad and ERPA were deemed capable of performing the requirements of the Scope of Work (SOW). The three (3) firms were invited to discuss their proposals and provide technical clarifications on their approach to the SOW.

After discussions, all three (3) firms were rated best to meet the requirements of the SOW based on additional information provided during the presentation regarding their overall project approach and experience. Further discussions and negotiations were conducted with the firms, which focused on clarifying assumptions made in establishing pricing, reducing proposed pricing and reviewing exceptions to the Terms and Conditions of the Contract. At the conclusion of negotiations, Best and Final Offers (BAFOs) were requested.

<b>Contract No:</b>	17-75518	<b>Title:</b>	PeopleSoft Human Capital Management Managed Services	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$220,000 1- Yr. \$440,000 w/2-1 yr. options
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As a result of the negotiations, HRT staff concluded that CherryRoad provided the best value to HRT based on a combination of technical capability and price. CherryRoad’s proposed rates are deemed fair and reasonable based on a price analysis performed and the fact that the pricing was obtained in a competitive environment. A contractor responsibility review confirmed that CherryRoad is technically and financially capable to perform the work.

CherryRoad is located in Morris Plains, NJ and has provided similar services to Newark Public Schools in Newark, NJ; Indiana Pension and Retirement in Indianapolis, IN; and, the New Jersey Turnpike Authority in Woodbridge, NJ.

The Contract period of performance is one (1) base year, with two (2) additional one-year options.

No DBE goal was assigned for this solicitation.

**Cost/Funding:** This contract will be funded with operating funds.

**Project Manager:** Glenda Dixon, Director of ERP Services

**Contracting Officer:** Sonya Luther, Director of Procurement

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to CherryRoad to provide PeopleSoft Human Capital Management managed services. The cumulative amount of all services performed under this contract will not exceed \$660,000 over the three-year period.

### BAFO SOLICITATION RESULTS

<b>Offeror</b>	<b>Annual 2<sup>nd</sup> and 3<sup>rd</sup> Tier Support</b>	<b>Hourly Patch Maintenance On-Site</b>	<b>Hourly Patch Maintenance Off-Site</b>
HyperGen, Inc.	\$34,500	\$145/\$155	\$115/\$145
<b>CherryRoad Technologies, Inc.</b>	<b>\$37,500</b>	<b>\$165</b>	<b>\$125</b>
ERP Analysts, Inc.	\$37,500	\$170	\$110

<b>Contract No:</b>	17-75518	<b>Title:</b>	PeopleSoft Human Capital Management Managed Services	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$220,000 1- Yr. \$440,000 w/2-1 yr. options
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**ORIGINAL SOLICITATION RESULTS**

<b>Offeror</b>	<b>Annual 2<sup>nd</sup> and 3<sup>rd</sup> Tier Support</b>	<b>Hourly Patch Maintenance On-Site</b>	<b>Hourly Patch Maintenance Off-Site</b>
Comprobase, Inc..	\$32,000	\$95	\$85
HyperGen, Inc.	\$34,500	\$145/\$155	\$115
Highstreet IT Solutions, LLC	\$36,000	\$120	\$120
ERP Analysts, Inc.	\$37,500	N/A	\$125/\$110
CherryRoad Technologies, Inc.	\$37,500	\$165	\$125
Dimension Systems, Inc.	\$40,500	\$135	\$135
UVS Infotech	\$40,500	\$250	\$135



<b>Contract No:</b>	18-76539	<b>Title:</b>	Oracle Enterprise Database Annual Support	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$205,615.95 \$886,027.07 w/4-1 Yr. options
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**Acquisition Description:** Enter into a contract with a qualified contractor to renew annual support of its Oracle database software enterprise licenses.

**Background:** Hampton Roads Transit (HRT) is seeking a qualified Contractor to renew annual support of its Oracle database software enterprise licenses, to include upgrades/patches, maintenance and support required for the production systems in the enterprise. Under the terms of this agreement, the Contractor shall provide support for production enterprise application databases including Spear Enterprise Asset Management system, HASTUS scheduling and dispatch, ACS TransitMaster real application cluster and the GFI network manager and system control center. Annual maintenance and support of the base Oracle Enterprise software is required to ensure the agency has legal database software licensing and to allow for the necessary ability to upgrade and maintain existing database software. If the software licensing and support is not renewed, HRT will be unable to legally utilize the software to support necessary agency transit operational functions.

**Contract Approach:** An Invitation for Bids was issued May 2, 2018. Two (2) bids were received on May 24, 2018 from the following firms:

- Mythics, Inc. (Mythics)
- Sterling Computers Corporation

After an evaluation of the bids received, HRT staff determined that Mythics was the lowest responsive (in compliance with submittal requirements) and responsible (capable to perform) bidder; and, is therefore eligible for award. As part of HRT's due diligence, a post-bid survey of firms solicited concluded that most firms were unable to fully meet the requirements of the Scope of Work or had insufficient resources available in order to submit a bid. Additionally, Sterling Computers Corporation assumed that the solicitation was for the full implementation of brand new Oracle services.

Mythics's bid price, in the amount of \$1,091,643.02 is deemed fair and reasonable based on a price analysis performed utilizing historical data, and the fact that the pricing was obtained in a competitive environment. A contractor responsibility review confirmed that Mythics is technically and financially capable to perform the work.

Mythics is located in Virginia Beach, VA and currently performs these services for HRT satisfactorily. Mythics also provides similar services for the Virginia Department of Accounts, the Virginia Department of Education and the Virginia Department of Alcoholic Beverage Control all located in Richmond, Virginia.

<b>Contract No:</b>	18-76539	<b>Title:</b>	Oracle Enterprise Database Annual Support	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$205,615.95 \$886,027.07 w/4-1 Yr. options
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The period of performance for this Contract is one (1) base year, with four (4) additional one-year options.

No DBE goal was assigned for this solicitation.

**Cost/Funding:** This Contract will be funded with Operating Funds.

**Project Manager:** Alesia Cain, CIO/CTO

**Contracting Officer:** Jason Petruska, Contract Specialist

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to Mythics, Inc. to provide continued annual support of HRT's Oracle database software enterprise licenses in the not-to-exceed amount of \$1,091,643.02 over a five-year period.

### SOLICITATION RESULTS

FIRM	TOTAL BID PRICE
Mythics, Inc.	\$1,091,643.02
Sterling Computers Corporation	\$31,353,214.74

Mythics, Inc. Bid Summary					
Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$205,615.95	\$211,784.43	\$218,137.97	\$224,682.10	\$231,422.57	\$1,091,643.02

<b>Contract No:</b>	18-76536	<b>Title:</b>	Provide Heavy Duty Bus Batteries	<b>Base Year Price:</b> <b>Total Option Price:</b>	\$53,228 \$229,620 w/4-1 Yr. options
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**Acquisition Description:** Enter into a contract with a qualified contractor to provide heavy duty bus batteries.

**Background:** Hampton Roads Transit (HRT) is seeking a qualified Contractor to provide heavy duty bus batteries, trolley batteries and battery maintenance training. Under the terms of this agreement, the Contractor shall provide batteries for use in diesel engine buses equipped with electric starters, electronic fare boxes, air conditioning, and wheelchair lifts as well as trolley batteries. The Contractor shall also provide battery maintenance training to HRT personnel at the Southside and Northside locations once per contract year. The Contractor shall provide a minimum thirty-six (36) month warranty, with a six (6) month no-cost replacement warranty from HRT's installation service date.

**Contract Approach:** An Invitation for Bids was issued April 12, 2018. Four (4) bids were received on May 22, 2018 from the following firms:

- Advance Stores Company, Inc.
- Parker Battery, Inc.
- Pasco Battery Warehouse of Virginia, LLC
- Tidewater Fleet Supply, LLC (Tidewater)

After an evaluation of the bids received, HRT staff determined that Tidewater was the lowest responsive (in compliance with submittal requirements) and responsible (capable to perform) bidder; and, is therefore eligible for award.

Tidewater's bid price, in the amount of \$282,848 is deemed fair and reasonable based on a price analysis performed utilizing historical data, and the fact that the pricing was obtained in a competitive environment. A contractor responsibility review confirmed that Tidewater is technically and financially capable to perform the work.

Tidewater is located in Norfolk, VA and currently performs these services for HRT satisfactorily. Tidewater also provides similar services for the City of Chesapeake, Newport News Shipbuilding and the City of Hampton.

The period of performance for this Contract is one (1) base year, with four (4) additional one-year options.

No DBE goal was assigned for this solicitation.

<b>Contract No:</b>	18-76536	<b>Title:</b>	Provide Heavy Duty Bus Batteries	<b>Base Year Price:</b>	\$53,228
				<b>Total Option Price:</b>	\$229,620 w/4-1 Yr. options

**Cost/Funding:** This Contract will be funded with Operating Funds.

**Project Manager:** Donald Shea, Assistant Inventory Manager

**Contracting Officer:** Jason Petruska, Contract Specialist

**Recommendation:** It is respectfully recommended that the Commission approve the award of a contract to Tidewater Fleet Supply, LLC to provide heavy duty bus batteries in the not-to-exceed amount of \$282,848 over a five-year period.

### SOLICITATION RESULTS

FIRM	TOTAL BID PRICE
<b>Tidewater Fleet Supply, LLC</b>	<b>\$282,848.00</b>
Parker Battery, Inc.	\$312,935.00
Pasco Battery Warehouse of Virginia, LLC	\$349,860.00
Advance Stores Company, Inc.	\$416,335.80

Tidewater Fleet Supply, LLC Bid Summary					
Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$53,228	\$54,752	\$56,636	\$58,160	\$60,072	\$282,848

<b>Purchase Order No.:</b>	78356	<b>Title:</b>	Tapered Bearings for Light Rail Vehicles	<b>Price:</b>	\$111,738.00
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**Acquisition Description:** Award a Purchase Order (PO) for a vendor to provide forty (40) tapered bearings.

**Background:** The Light Rail Vehicles (LRVs) current utilize four (4) tapered bearings for each unpowered (or center) truck of each vehicle. These tapered bearings are used in the low floor axle bridge wheel hubs and allow for the free spinning of each wheel on the center car truck. There are two (2) axles with two (2) wheels each for a total of four (4) bearings per center truck. In order to maintain operational safety and reliability, the manufacturer (SKF) identifies a six (6) year operational life. The LRVs have been in service since 2011 and two (2) have recently failed. This PO will provide thirty-six (36) tapered bearings for all nine (9) LRVs and four (4) spares for inventory.

**Contract Approach:** A Request for Quote (RFQ) was issued on May 8, 2018. Five (5) quotes were received on May 9, 2018 from the following:

- BDI Worldwide
- Kaman Industrial Technologies
- Motion Industries
- Siemens Industry, Inc.
- Jamaica Bearings Group (Jamaica)

After a review and evaluation of the quotes received, HRT staff determined that Jamaica was the lowest responsive (in compliance with submittal requirements) and responsible (capable to perform) vendor.

Based on a price analysis performed and the fact that the pricing was obtained in a competitive environment, Jamaica's quote in the amount \$111,738 is deemed fair and reasonable. A contractor responsibility review performed confirmed that Jamaica is technically and financially capable to provide the equipment.

Jamaica is headquartered in Jamaica, NY and has been a bearing provider for rail and transit authorities for over ninety-three (93) years.

**Cost/Funding:** This contract will be funded by Grant Funds.

**Project Manager:** Wayne Groover, Senior Manager of Rail Vehicle Maintenance

**Contracting Officer:** Keisha Hurst, Buyer II

**Recommendation:** It is respectfully recommended that the Commission approve award of a Purchase Order to Jamaica Bearings Group to provide tapered bearings for Light Rail Vehicles in the total amount of \$111,738.00.

<b>Purchase Order No.:</b>	78356	<b>Title:</b>	Tapered Bearings for Light Rail Vehicles	<b>Price:</b>	\$111,738.00
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**SOLICITATION RESULTS**

<u><b>FIRM</b></u>	<b>TOTAL PRICE</b>
<b>Jamaica Bearings</b>	<b>\$111,738.00</b>
Siemens Industry, Inc.	\$127,400.00
Motion Industries	\$140,400.00
Kaman Industrial	\$140,410.00
BDI Worldwide	\$148,658.80