



Meeting of the Operations and Oversight Committee

Thursday, August 14, 2025, • 10:00 a.m.
509 E. 18th Street Norfolk, VA and Virtual via ZOOM

A meeting of the Operations and Oversight Committee is scheduled for Thursday, August 14, 2025, at 10:00 a.m. in the Norfolk Boardroom.

Those who wish to join the meeting via ZOOM may do so by following the link at:

https://hrtransit-org.zoom.us/webinar/register/WN_aETQb2wDSkuTPapI49Z5tQ

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



Meeting of the Operations and Oversight Committee

Thursday, August 14, 2025, • 10:00 a.m.
Hybrid 509 E. 18th Street Norfolk, VA and
Virtual ZOOM Meeting

AGENDA

1. Approval of the June 2025 Operations and Oversight Committee Meeting Minutes
2. Review Action Items
3. Audit Update – Malika Blume
4. Procurement Recommendations to the Committee – Sonya Luther
 - a. Contract No. 24-00308R, Audit Management System.
 - b. Contract No. 25-00341, Custodial Services and Consumables.
 - c. Contract No. 22-00199, Modification 3, Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support.
 - d. Contract No. 25-00348, Federal Legislative Services (Renewal).
 - e. Contract No. 25-00356, Light Rail Systems Training Benches.
 - f. Contract No. 25-00339, Naval Station Norfolk Base Circulator (Renewal).
 - g. Contract No. 25-00338, On-Site Vehicle Inspection Services (Renewal).
 - h. Contract No. 25-00340, Overhead Doors Maintenance and Repair Services.
 - i. Contract No. 25-00351, Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal).

5. Task Orders **(for informational purposes only)**.

- a. Contract 21-00128, Ticket Vending Machines/Odyssey Farebox Systems, Repair Parts, Software/Hardware, and Maintenance Support:
 - i. Task Order 190. This Task Order is for Repair of GFI Probe. This Task order is for \$322.44.00 and is funded with operating funds.
 - ii. Task Order 191. This Task Order is for Bypass cup; PCB, Power Supply-MARTEK; Transceiver-CBID V2; Wiring Harness, TRIM, DCKG; Shaft Bypass; Lock Cylinder (receiver handle). This Task Order is for \$2,665.03 and is funded with operating funds.
 - iii. Task Order 192. This Task Order is for Door motor repair. This Task Order is for \$180.00 and is funded with operating funds.
 - iv. Task Order 193. This Task Order is for Harn., PWR/Comm/Pedestal; Display, LCD w/LED backlight; Shaft No. 8B. This Task Order is for \$6,749.56 and is funded with operating funds.
 - v. Task Order 194. This Task Order is for Repair of Controller; Repair of Door Lock Motor. This Task Order is for \$360.00 and is funded with operating funds.
 - vi. Task Order 195. This Task Order is for Harness Trim Test. This Task Order is for \$419.37 and is funded with operating funds.

6. Options to be Exercised September 2025 – Sonya Luther

7. Upcoming Commission Approvals – Sonya Luther

8. Operations Update-Benjamin Simms, IV

9. Old and New Business

10. Adjournment

The next Operations & Oversight Committee Meeting will be held on Thursday, September 11, 2025, in Hampton, VA and virtually via ZOOM.



Meeting of the Operations and Oversight Committee

Thursday June 12, 2025, • 10:00 a.m.
509 E. 18th Street Norfolk, VA, and Zoom Meeting

MEETING MINUTES

Call to Order

Commissioner Woodbury called the meeting to order at 10:01 AM.

Commissioners in attendance:

Chairman Glover, Portsmouth
Commissioner Steve Johnson, Chesapeake
Commissioner Woodbury, Newport News
Commissioner Daughtery, DRPT
Commissioner M. Johson, Norfolk

Hampton Roads Transit Staff in attendance:

Ray Amoruso, Chief Planning & Development Officer
Malika Blume, Director of Internal Audit
Monquie Battle, Ops Project & Contract Administrator
Amy Braziel, Director of Contracted Services and Operational Analytics
Keisha Branch, Director of Capital Programs (Zoom)
William Collins, Facilities Maintenance Manager
Sherri Dawson, Director of Transit Development (Zoom)
Rodney Davis, Director of Customer Relations
Chera Edwards, Associate Project Manager
La'Toya Elliott, Buyer II
April Garrett, Sr. Executive Assistant
Angela Glass, Director of Budget and Financial Analysis (Zoom)
Jonathan Greene, Sr. Manager of Bus Transportation (Zoom)
Wayne Groover, Director of Light Rail Maintenance and Facilities
William Harrell, President and CEO
Danielle Hill, Director of Human Resources (Zoom)
Natasha Hill, Manager of Rail Transportation
Toni Hunter, Staff Auditor (Zoom)
Ashley Johnson, Assistant Director of Budget and Financial Analysis (Zoom)
Shane Kelly, Sr. Mgr Security & Emerg Preparedness
Alexis Majied, Chief Communications Officer
Maryann Martin, Data Analyst II (Zoom)
Tracy Moore, Director of Transportation

Sibyl Pappas, Chief Engineering & Facilities Officer
John Powell, Telecommunications Specialist
Michael Price, Chief Information Officer/CTO
Shleaker Rodgers, Staff Auditor (Zoom)
Timothy Sanchez, (Zoom)
Benjamin Simms, Chief Transit Operations Officer
Brian Smith, Deputy Chief Executive Officer
Matthew Stumpf, Budget Analyst (Zoom)
John Tate, Safety Manager
Robert Travers, Corporate Counsel
Keishia Williams, Operations Support Technician
Kim Wolcott, Chief Human Resources Officer

Others in attendance:

Alt. Commissioner Cipriano, Newport News
Alt. Commissioner Velissarios, Newport News (Zoom)

The May 2025 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
- Action Items
- Minutes from the Previous Meeting
- Audit Update
- Procurement Items for Approval
- Options to be Exercised.
- Upcoming Procurements

Approval of May 2025, Meeting Minutes

A motion to approve May 2025, Operations and Oversight Committee meeting minutes were made by Commissioner Woodbury and properly seconded by Commissioner Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Woodbury, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Audit Update

There was no audit update.

Review of the Operations and Oversight Committee Action Items

1. To receive and update from communications on the microtransit marketing plan for the rest of the trip grant which was addressed at the June 12 meeting. Ms. Alexis Majied and Ms. Katie Fenimore gave a presentation.
2. There was a request from May's O&O meeting to receive an update on the timeline for implementation for Contract No. 25-00358, Microsoft Dynamics 365 Support Services. This action item will be fulfilled at July's meeting to allow time to get information together.

Procurement Items for Approval

Contract No. 25-00354, Oracle PeopleSoft Annual Support Services (Renewal).

Ms. Luther presented Contract No. 25-00354, Oracle PeopleSoft Annual Support Services (Renewal) as a recommendation that the Commission approve the award of a contract to Consultadd, Inc. to provide Oracle PeopleSoft annual support services, in the not-to-exceed amount of \$601,680.00 over a three-year period.

Ms. Glenda Dixon gave a presentation.

There was discussion for the reasoning to switch systems as well as parallel time frame for the system to make sure all information transitions properly.

There was discussion regarding the procurement process.

A motion to approve Contract No. 25-00354, Oracle PeopleSoft Annual Support Services (Renewal), was made by commissioner Johnson and properly seconded by commissioner M. Johnson and a roll call vote as follows:

Ayes: Commissioner's Glover, Johnson, Woodbury, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Contract No. 25-00360, Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services.

Ms. Luther presented Contract No. 25-00360, Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services, as a recommendation that the Commission approve the award of a contract to GovConnection, Inc. to provide Rapid7

– Managed Threat Complete Advanced/Managed Detection and Response Services in the not-to-exceed amount of \$129,376.00 for a one (1) year period.

Mr. Michael Price gave a presentation.

There was discussion regarding why this was a one-year contract.

There was discussion to ensure that there is mandatory quarterly training.

A motion to approve Contract No. 25-00360, Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services, was made by commissioner Johnson and properly seconded by commissioner Woodbury and a roll call vote as follows:

Ayes: Commissioner's Glover, Johnson, Woodbury, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Task Orders

Task orders were included on the agenda for review. There were no questions or comments regarding the same.

Options to be Exercised.

Options to be Exercised enclosed in the meeting package for August 2025 were reviewed by the Committee.

Upcoming Procurements

Upcoming procurements enclosed in the meeting package were reviewed with the Committee.

Operations Update

Mr. Simms gave the committee an update regarding the Portsmouth Seawall Festival and the Norfolk Harbor Fest events. HRT security forces partnered with the US Coast Guard Security Sector by proactively patrolling the Tide Light Rail and Elizabeth River Ferry service modes. Supporting though uniformed force projection measures as a community partner during special events and increased times of transit demand.

Mr. Simms also shared that HRT hosted the International Transportation Learning Center – a weeklong “Train the Trainer” workshop. The completion of this workshop by HRT training departments will enhance the learning experience for our operators and mechanics as well as improve customer experience, increase the reliability of our bus fleet and improve retention of our employees.

Mr. Simms reminded the committee that the Savannah Banana’s game is returning to Harbor Park on July 24th -26th for the 2nd year in a row and reminded the committee that HRT supported the event- and provided additional ferry and light rail services along with staffing to ensure patrons safely move to and away from the park.

Mr. Simms thanked all the fathers in honor of the upcoming Father’s Day on Sunday June 15th. He informed the committee that HRT has partnered with the Tides Baseball game and Mr. Simms will be throwing out the ceremonial “First Pitch” and April Garrett will be singing the National Anthem and encouraged everyone to come out to enjoy some family time with the Tides and HRT family.

Lastly, Mr. Simms introduced Ms. Amy Braziel to give the quarterly Paratransit, Microtransit, and Base Express update to share at the request of the committee.

Old and New Business

There was no old and new business to discuss.

Commissioner Comments

Commissioner Glover mentioned the upcoming holiday “Father’s Day”, in which he thanked all the father’s present.

**The next meeting will be held on Thursday, July 10, 2025, at 10:00 am in the HRT HAMPTON Boardroom.

Adjournment

Commissioner Glover adjourned the meeting at 10:54 AM.

Submitted by April Garrett, Sr. Executive Assistant

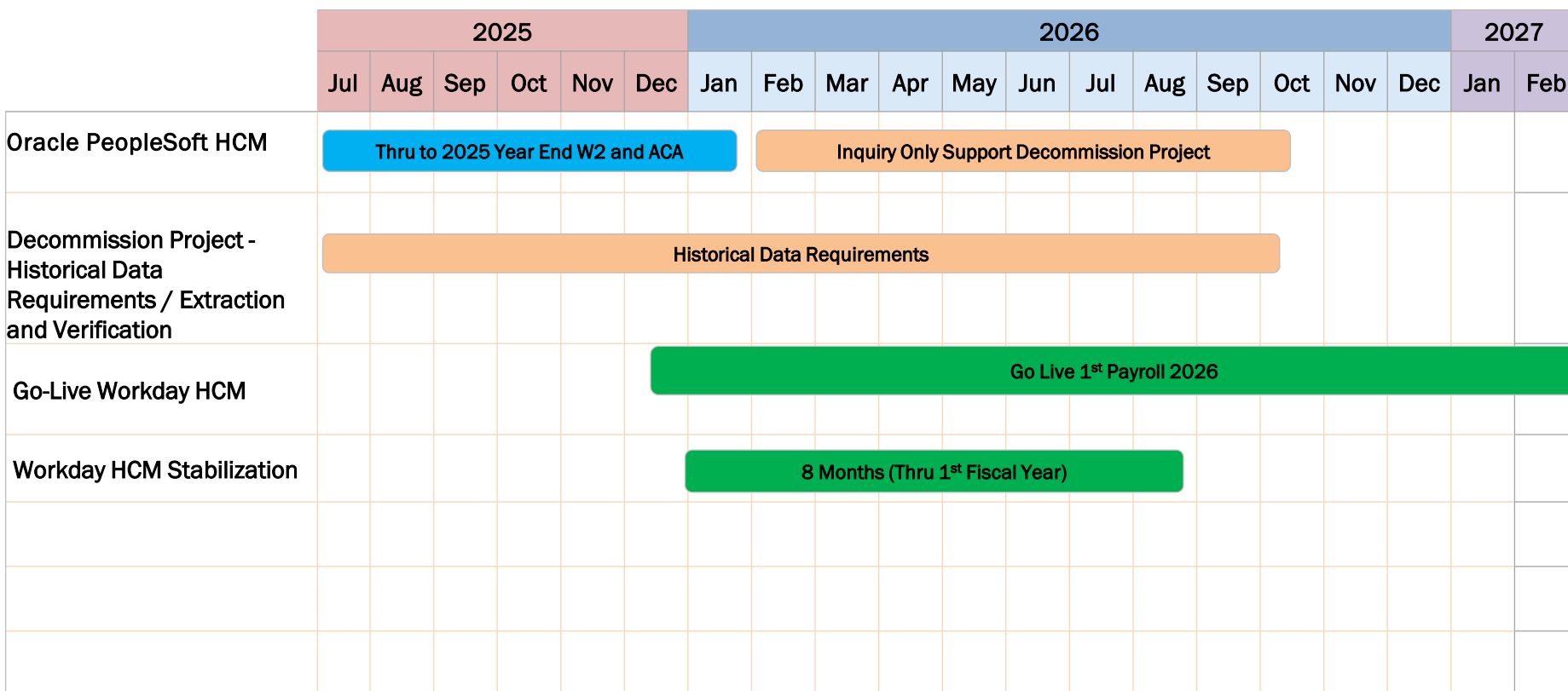


25-00354 - Oracle PeopleSoft Annual Support Services Renewal

Objective

- Support Services renewal contract for agency's Oracle PeopleSoft HCM Software system.
- HRT utilizes Oracle PeopleSoft Human Capital Management (HCM) software to manage the agency's hiring, workforce management, and paying of its employees, all of which support the ability to ensure employees are available to support overall daily operations as a transit agency and are paid appropriately.
- Continued Annual Support Services for Oracle PeopleSoft HCM based on the implementation target timeline for new Human Resource Management System (HRMS) replacement software project currently in-progress.

Project Timeline





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Thank you

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Rapid7 Managed Threat Complete Advanced

*Attached as part of the meeting minutes.



Cyber Protection Overview

Multiple Layers of Cybersecurity – Preventive Actions, Monitoring, Mitigation, Recovery/COOP Plans

- **Infrastructure Defense – Encryption, Segmentation**
 - Cloud-based or On-prem Data
 - Data At Rest or In Motion
- **Data Transmission – In/Outbound Firewall Protection**
 - IPS – CrowdStrike
 - IDS – Rapid7
- **Identity Management – Tokens, AAA**
(Accountability/Authentication/Authorization), e.g., MFA
 - Covers all internal and external “customers”
 - Employees, Contractors, Customers, Suppliers, etc.



InsightVM + InsightIDR = Rapid7 managed Threat Complete Advanced

InsightVM

Discover and remediate high risk vulnerabilities first

Track and collaborate with peers to progress remediation

Ensure policy and regulatory compliance

Leverage expert research and community insights

Increase risk coverage in a fast changing environment

Original Product Purchased.



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InsightIDR

Consolidated tech stack (24x7 MDR, Unlimited VM + SOAR capabilities)

Unified agent within tech stack (SIEM + VM)

Reliable, timely partner for Incident Response

New purchase.



Contracted Services Key Performance Metrics & Service Updates Operations & Oversight Committee June 12, 2025

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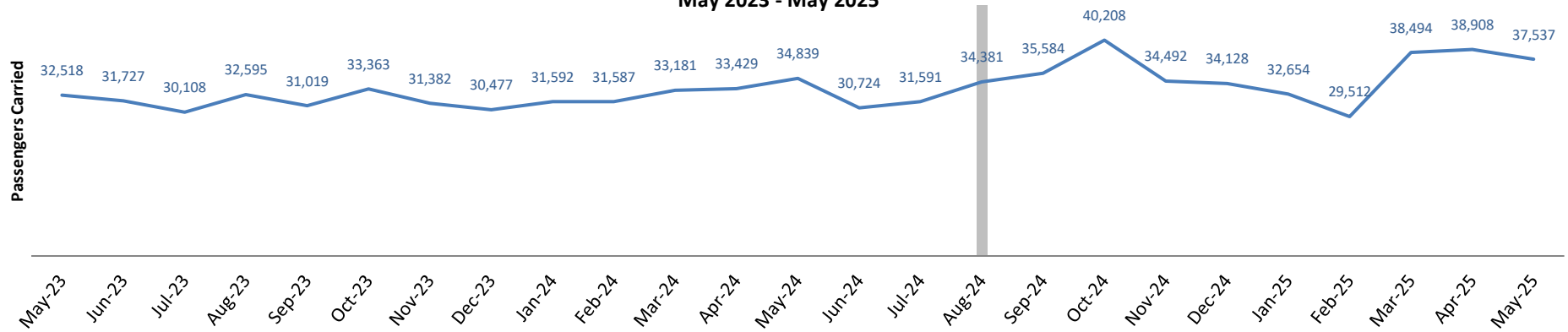
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Paratransit Service Metrics

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Paratransit Transportation Ridership * May 2023 - May 2025

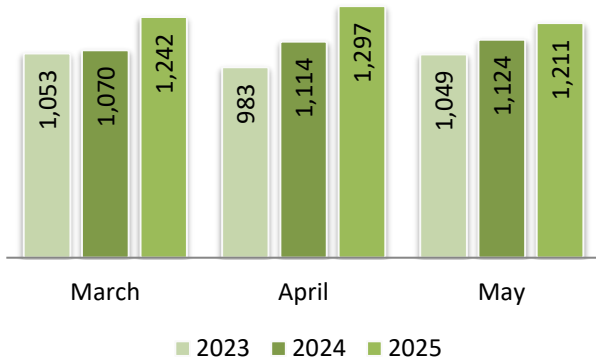
*Attached as part of the meeting minutes.



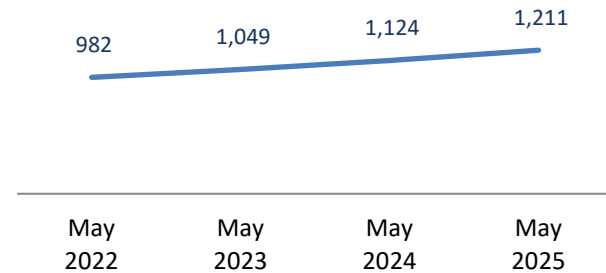
* Includes passengers in taxis & TNC's

No service on 2/20, 2/21 & 2/22

Paratransit Transportation Average Daily Ridership YoY - 3-Month Comparison



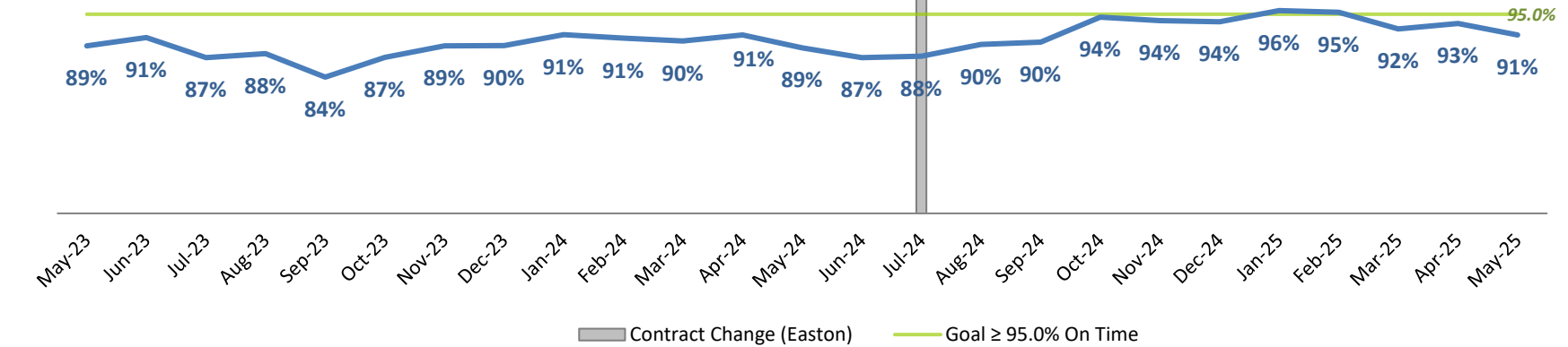
Paratransit Transportation Avg Daily Ridership YoY - 1-Month Comparison



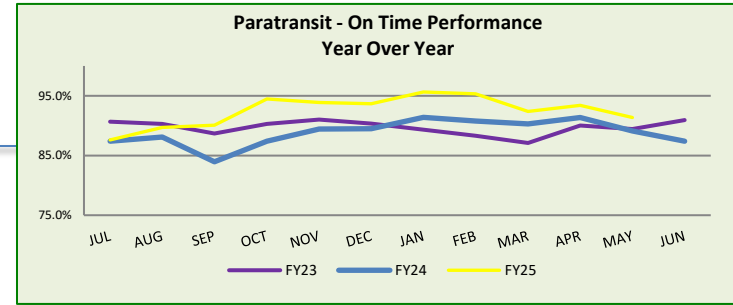
Contract Change (Easton) as of 7/1/24

Paratransit On Time Performance May 2023 - May 2025

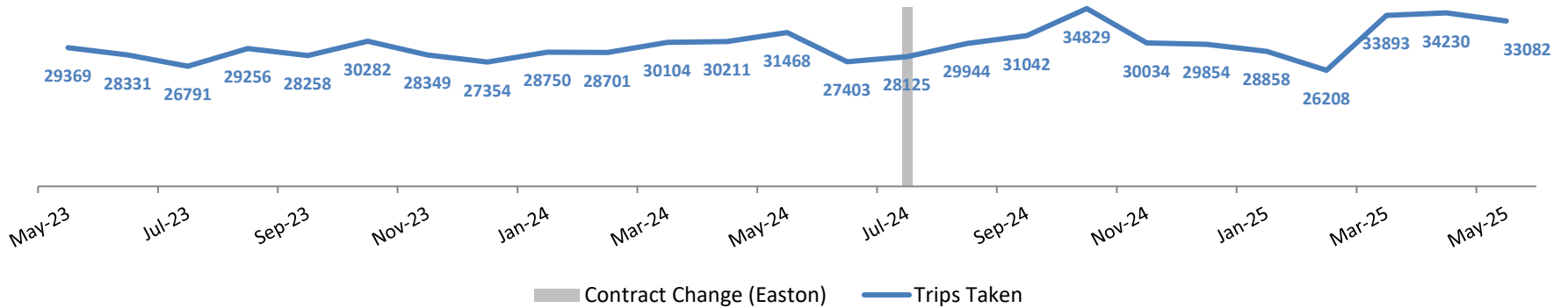
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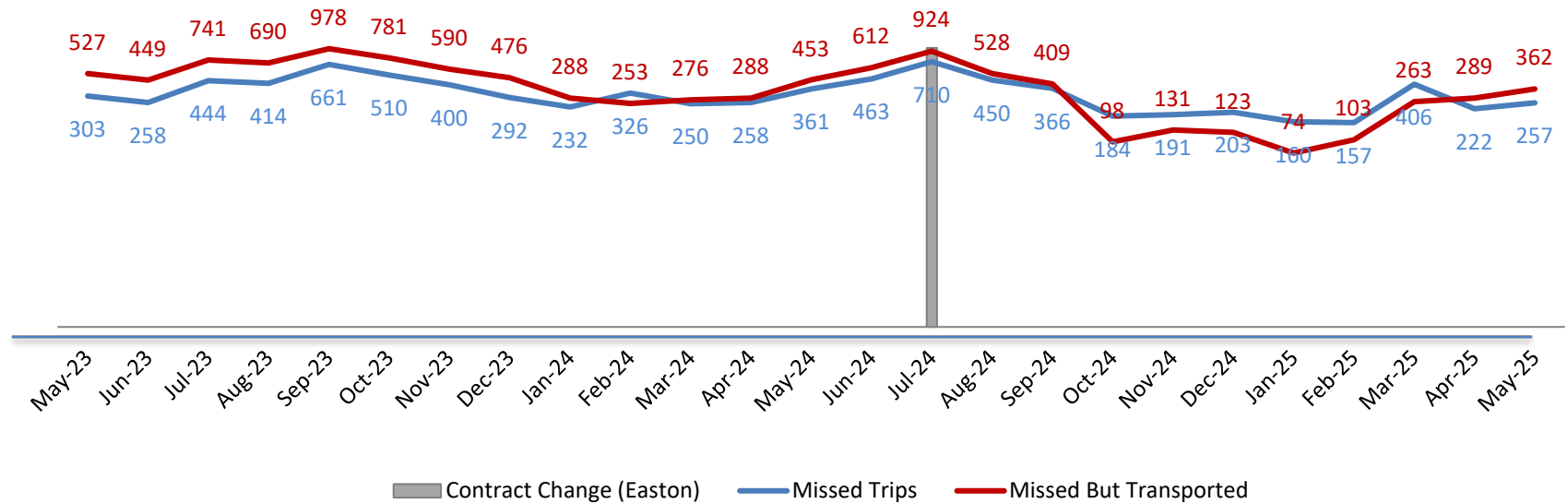
New contractor as of 7/1/24



Paratransit Trips Taken May 2023 - May 2025



Paratransit Total Missed Trips May 2023 -May 2025



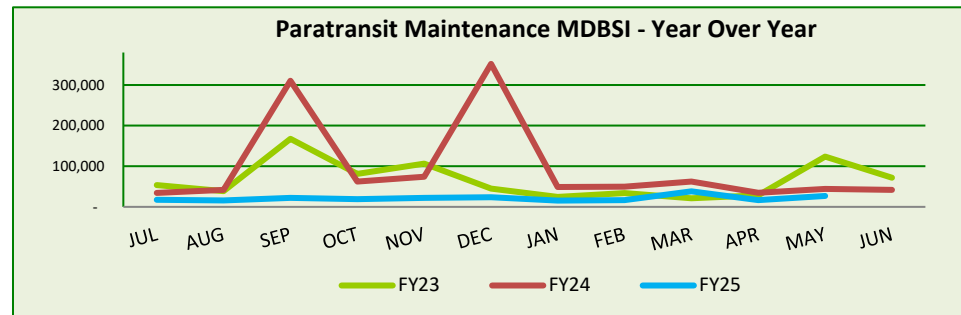
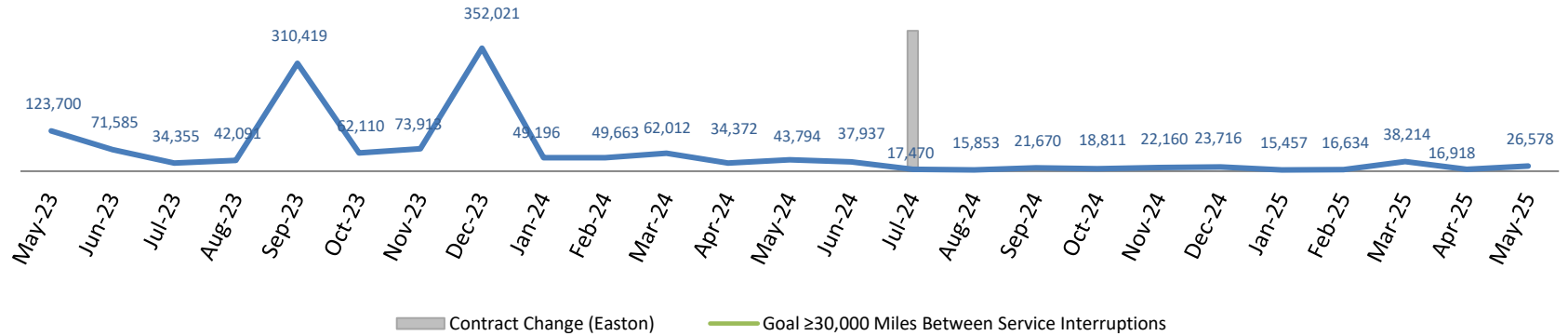
Missed Trips - Trips that are a no-show or canceled by the Customer when their ride arrives 30 minutes or later from the start of the Customer's communicated pick-up

Missed but Transported Trips - Trips when the vehicle arrives 30 minutes or later from the end of the Customer's communicated pick-up window and the customer still chooses to take the trip

New contractor as of 7/1/24

*Attached as part of the meeting minutes.

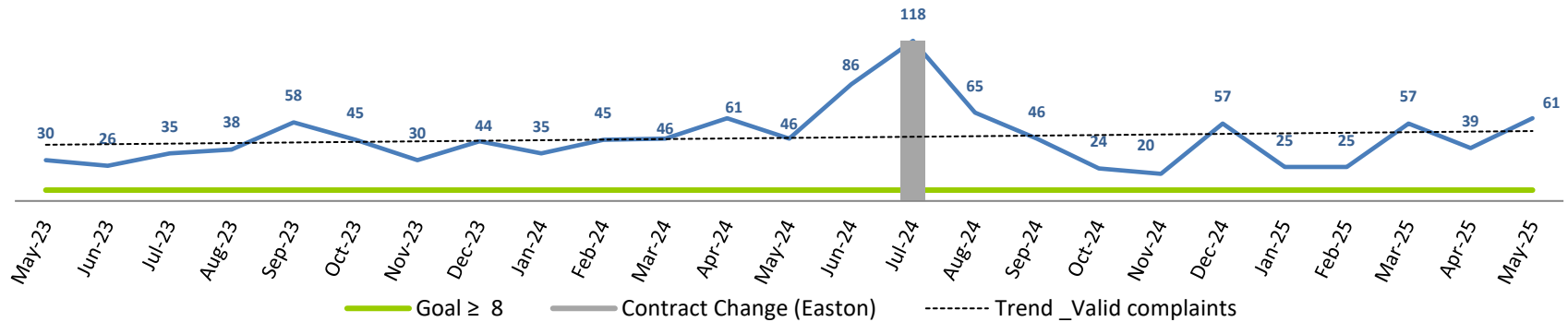
Paratransit Mean Distance Between Service Interruptions May 2023 - May 2025



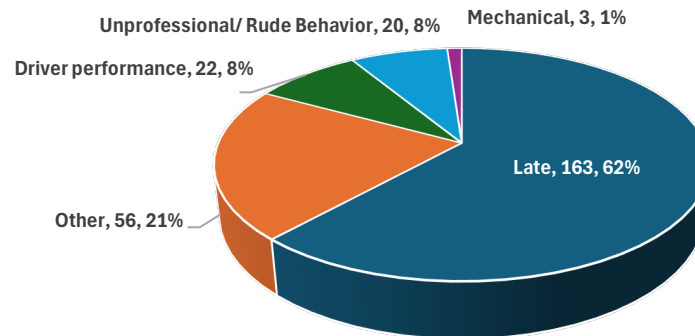
New contractor as of 7/1/24

*Attached as part of the meeting minutes.

Paratransit Transportation Services Valid Customer Complaints per Month May 2023 - May 2025



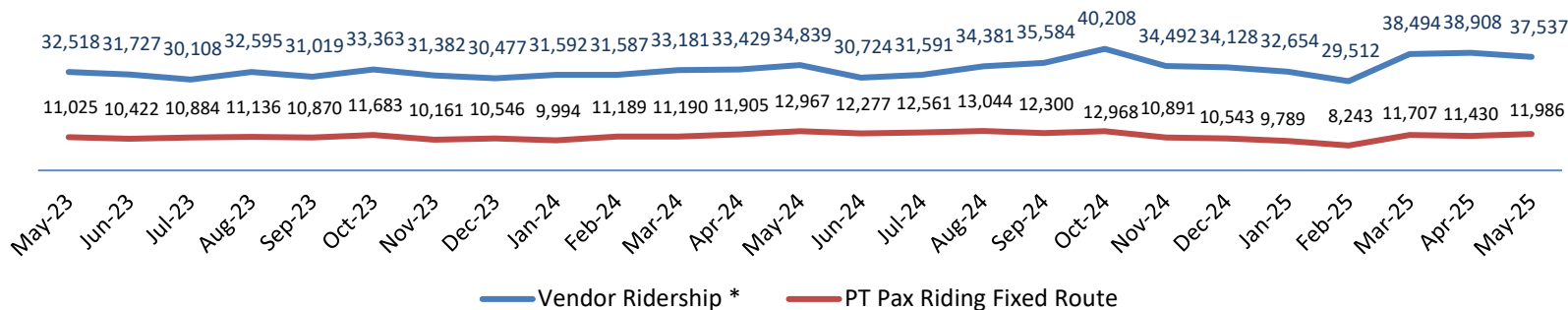
Paratransit Transportation Services EASTON Percentage of Customer Complaints by Type Dec 2024 - May 2025 6 Month Period



New contractor as of 7/1/24

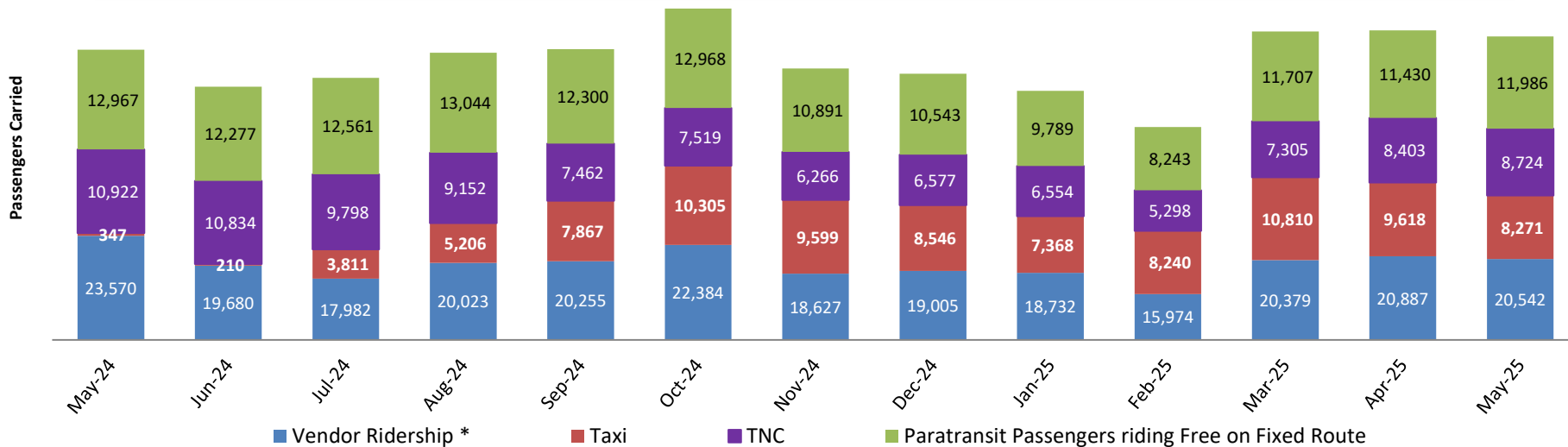
*Attached as part of the meeting minutes.

Paratransit Ridership Vs Total Paratransit Passengers Riding on Fixed Route May 2023 - May 2025



*New contractor as of 7/1/24

Paratransit Ridership Breakdown By Easton, Taxi & Fixed Route Most Recent 13 Months



Drivers

- 136 Drivers
- 13 in training
- 10 scheduled to start training on 6/16
- Goal is 150

Fleet

- 100% Preventive Maintenance Compliance
- 9 Vehicles Out of Service (record low)
 - 7 Expected back tomorrow.

Paratransit Call Center

- May 2025
 - 19,156 Inbound calls received (21,000 in 2024)
 - Average wait time of 25 seconds (6 minutes in 2024)





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Microtransit Update

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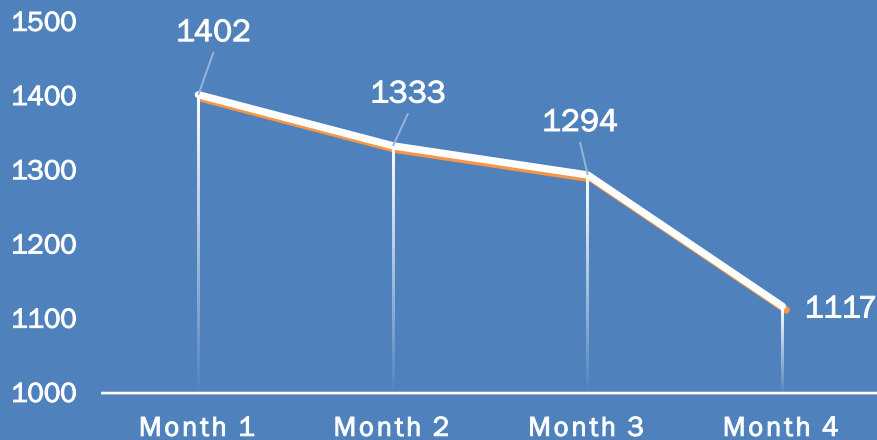
Month 1 – January 14, 2025 – February 13, 2024

Month 2 – February 14, 2024 – March 13, 2024

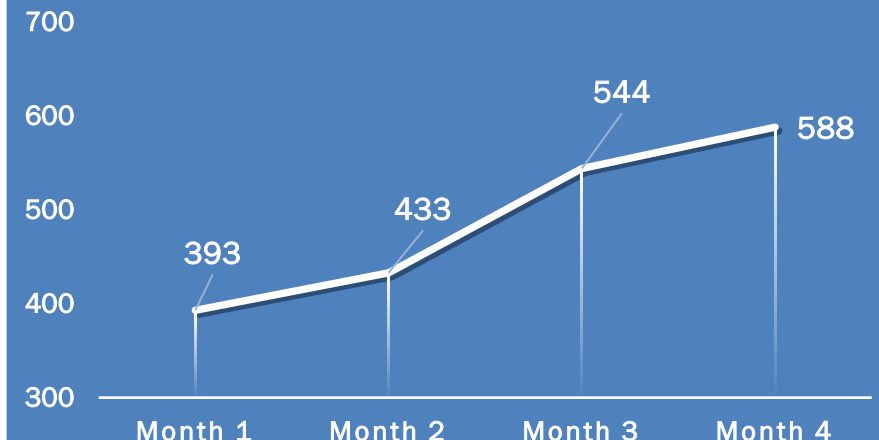
Month 3 – March 14, 2024 – April 13, 2025

Month 4 – April 14, 2025 – May 13, 2025

NEW RIDER ACCOUNTS



ACTIVE RIDERS



- New Rider Accounts – 5,146 created over 4-month period
- Active Riders – 49.6% increase over 4-month period



Hampton Roads Transit
OnDemand

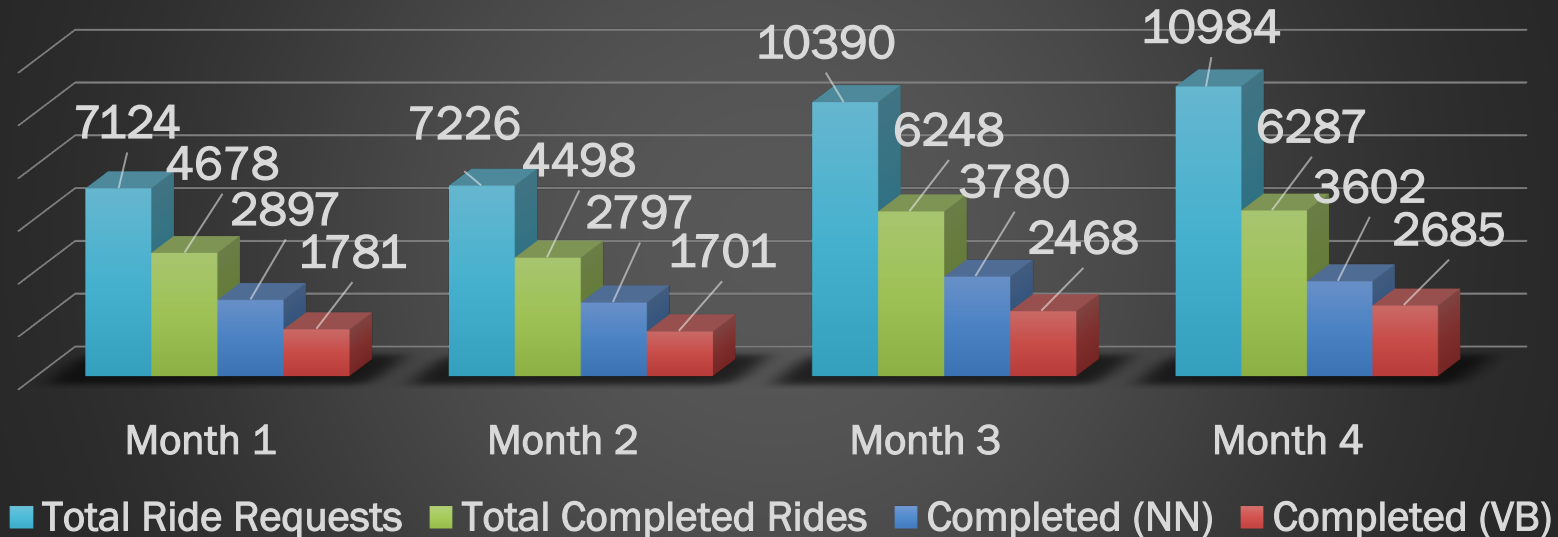
Month 1 – January 14, 2025 – February 13, 2024

Month 2 – February 14, 2024 – March 13, 2024

Month 3 – March 14, 2024 – April 13, 2025

Month 4 – April 14, 2025 – May 13, 2025

Completed Rides & Zone Breakdown



- Total Ride Requests – 54.2% increase
- Total Completed Rides – 34.4% increase
- Newport News Zone – 24.3% increase
- Virginia Beach Zone – 50.6% increase



HAMPTON ROADS TRANSIT

Our vision is to be a progressive mobility agency that promotes prosperity across Hampton Roads through collaboration and teamwork. Our mission is to connect Hampton Roads with transportation solutions that are reliable, safe, efficient, and sustainable.



Hampton Roads Transit
OnDemand

*Attached as part of the meeting minutes.

Month 1 – January 14, 2025 – February 13, 2024

Month 2 – February 14, 2024 – March 13, 2024

Month 3 – March 14, 2024 – April 13, 2025

Month 4 – April 14, 2025 – May 13, 2025

Rider Experience

Month	1	2	3	4
# Ride Requests	7124	7226	10390	10984
Met Demand %	91.6%	86.0%	82.9%	79.4%
Average Pick-up ETA	13.6 minutes	16 minutes	17.7 minutes	17.5 minutes
Average Ride Distance	3.2 miles	3.3 miles	3.4 miles	3.4 miles
Average Ride Duration	9.9 minutes	10.2 minutes	10.7 minutes	10.6 minutes
# of Ratings	774	682	986	950
5-Star Rating %	95.1%	95.3%	96.2%	96.9%



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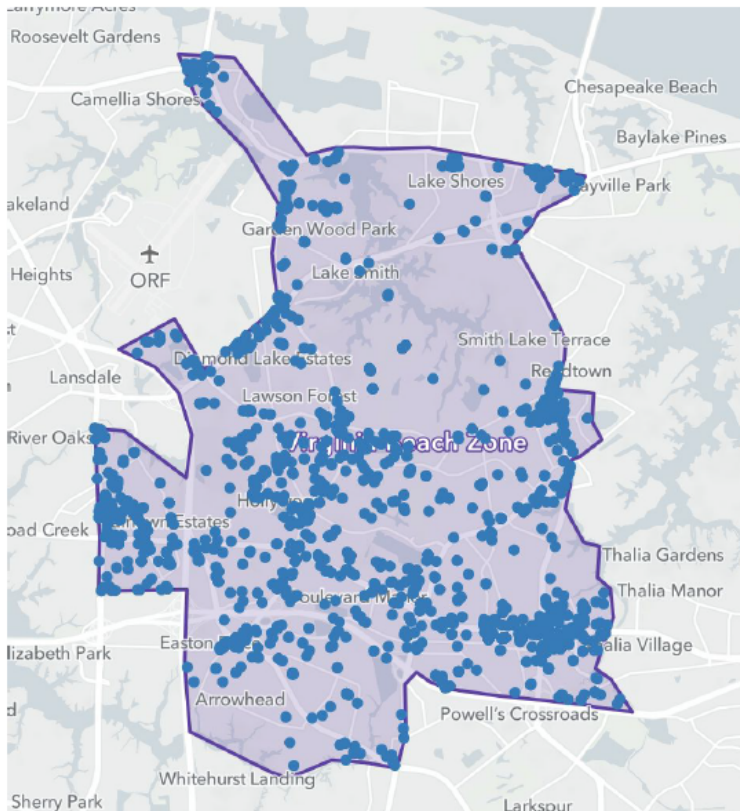


*Attached as part of the meeting minutes.

Hampton Roads Transit
OnDemand

Zone Highlight - Virginia Beach

Riders go to a variety of commercial and residential destinations



Top destinations:

- Haygood Shopping Center
- Nando's
- Funny Bones Comedy Club
- Aragona Village Shopping Center
- Janaf Shopping Center
- Walmart Supercenter
- Williams Farm Recreation Center
- Red Carpet Inn Virginia Beach



HAMPTON ROADS TRANSIT

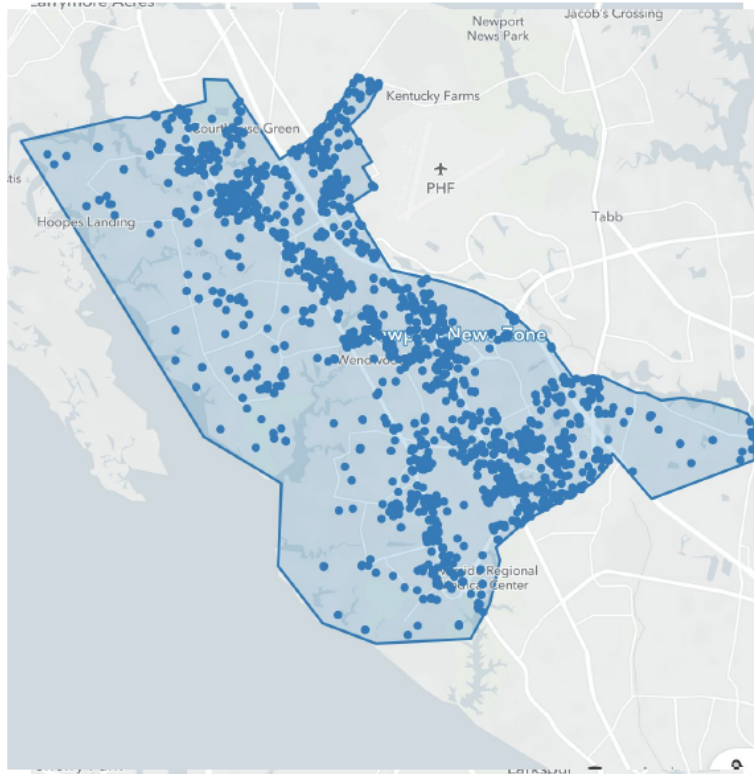
Our vision is to be a progressive mobility agency that promotes prosperity across Hampton Roads through collaboration and teamwork. Our mission is to connect Hampton Roads with transportation solutions that are reliable, safe, efficient, and sustainable.



*Attached as part of the
meeting minutes.
Hampton Roads Transit
OnDemand

Zone Highlight - Newport News

Riders go to a variety of commercial and residential destinations



Top destinations:

- City Center at Oyster Point
- The Shoppes at Oyster Point
- Food Lion
- Jefferson Commons
- Young Mill Apartments
- Aqueduct Housing
- DW Entertainment & Shopping Center



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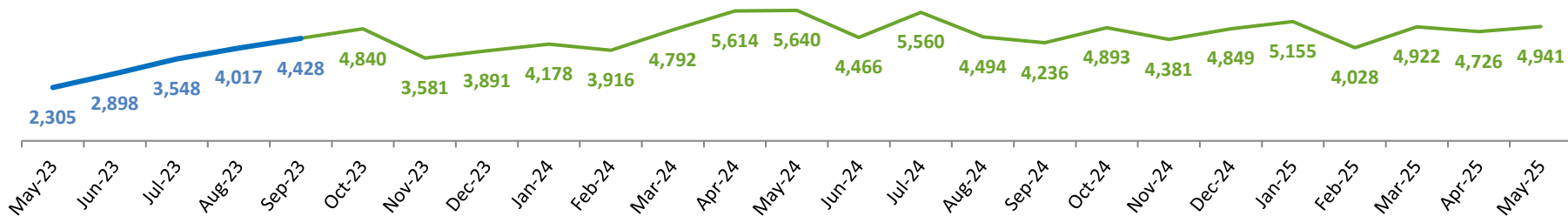
Base Express Service Metrics

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*Attached as part of the meeting minutes.

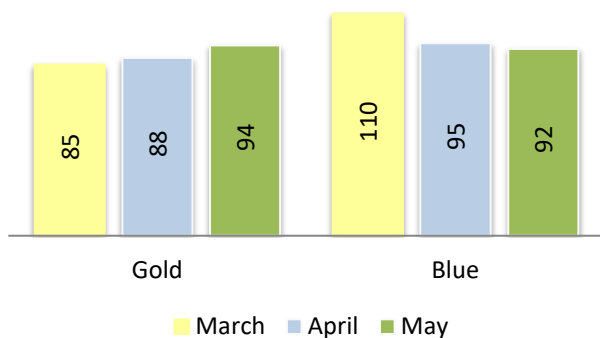
Passengers Carried

**Base Express Total
Ridership **
May 2023 -May 2025**



** Based on manual bus counts from operators prior to August 23, data based on Transloc

**Base Express - GOLD & BLUE Routes
Average Daily Ridership
3-Month Comparison**



The **Gold Route** originates at the HRT bus stop by the Navy Exchange and operates along portions of Maryland Avenue, Dillingham Boulevard, and Gilbert Street.

- Monday-Friday from 0600-1800
Every 30 minutes
- Saturday-Sunday 0900-1800
Every 30 minutes

The **Blue Route** starts at the Gilbert and First Avenue bus stop and provides frequent weekday service along Virginia Avenue, the piers, and Towway Drive.

- Monday-Friday from 0600-1800
Every 15 minutes
- No weekends



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HAMPTON ROADS
TRANSIT

For more information, please visit
<https://gohrt.com/modes/base-express/>

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HAMPTON ROADS TRANSIT
JULY 2025/AUGUST 2025
OPERATIONS AND OVERSIGHT COMMITTEE
ACTION ITEMS

Date	Action Item	Responsible Party	Due Date	Completed Date & Method
5/2025	Provide a roadmap of additional enhancements and modules associated with MSD365 for Contract No. 25-00358, Microsoft Dynamics 365 Support Services.	Technology		This will be presented at August 14 O&O.

Contract No.: 24-00308R	Title: Audit Management System	Contract Amount:	
		Implementation:	\$ 0.00
		Base Year:	\$ 51,070.00
		Four (4) Option Years:	<u>\$224,280.00</u>
		Total:	\$275,350.00

Acquisition Description: Enter into a contract with a qualified Contractor to provide an Audit Management System for Hampton Roads Transit's (HRT's) Internal Audit Department.

Background: HRT's Internal Audit Department was established by the Operations and Oversight Committee, as part of its oversight function. The Department's mission is to provide independent and objective consulting, and value-added services to improve the operations and objectives of HRT through a systematic, disciplined approach to evaluate and improve the effectiveness of audit processes, investigations, and consultations. With increasing business complexity and the rising number and types of audits and investigations that HRT needs to conduct in compliance with the Health Insurance Portability and Accountability Act (HIPAA), the Virginia Consumer Data Protection Act, and other regulatory bodies, the current spreadsheet-based system is no longer a viable option to manage the comprehensive and wide range of audit-related activities, data, and processes. Implementing a common framework for all types of audits, investigations, and compliance activities at an enterprise level with tactical imperatives is essential to having clear visibility into risk exposures and mitigation plans.

This solution is expected to strengthen HRT's control environment and unify compliance and risk management, standardize processes, improve documentation, and minimize human error in conducting, scheduling, and tracking necessary activities through elimination and/or reduction of redundant, repetitive, and manual processes. Internal Audit will be able to better leverage technology and knowledge collection/sharing tools to significantly improve effectiveness and efficiency. Under the terms of this agreement, the Contractor will provide a cloud-based, fully integrated software solution to deliver strategic value and increase efficiencies through a streamlined internal audit process that reduces/eliminates manual processes for generating, tracking, conducting, and managing the full lifecycle of actions.

Contract Approach: A Request for Proposals (RFP) was issued on February 25, 2025. Four (4) proposals were received on March 27, 2025, from the following firms:

- Autocene Government Solutions, Inc.
- Carahsoft Technology Corporation
- Guidehouse, Inc. (Guidehouse)
- Onspring Technologies, LLC (Onspring)

Upon an initial review and evaluation of the technical proposals, Guidehouse and Onspring were rated best to meet the Scope of Work requirements. The two (2) firms were invited to discuss their proposals and provide technical clarification on their approach to the Scope of Work.

Contract No.: 24-00308R	Title: Audit Management System	Contract Amount:	
		Implementation:	\$ 0.00
		Base Year:	\$ 51,070.00
		Four (4) Option Years:	<u>\$224,280.00</u>
		Total:	\$275,350.00

Following the technical presentations and interviews, HRT Staff determined that Onspring was the most technically qualified to provide the services described in the Scope of Work based on clarifications provided during their presentation. Therefore, Onspring was invited for further discussions and negotiation for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing their proposed pricing. At the conclusion of negotiations, a Best and Final Offer (BAFO) was requested.

Although Onspring did not offer any pricing concessions as a result of the negotiation, HRT staff determined that Onspring provided the best value to HRT based on technical capability and price. The firm indicated that their original pricing was increased slightly to include the addition of a non-production/development environment for HRT's use. Based on a price analysis performed utilizing the independent cost estimate, and the fact that the pricing was obtained in a competitive environment, Onspring's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that Onspring is both technically and financially capable of performing the services.

Onspring is located in Overland Park, KS and has provided similar services for the University System of Georgia, in Atlanta, GA; the University of Kansas Health System, in Kansas City, KS; and the American Cancer Society, in Atlanta, GA.

The period of performance for this Contract is one (1) base year, effective at the conclusion of the initial not-to-exceed twelve (12) month development and implementation phase, with four (4) additional one-year options.

No DBE Goal was assigned for this solicitation.

Cost/Funding: This Contract will be funded with ACC and operating funds.

Project Manager: Shelia Gullledge, Director, Technology Project Management Office

Contracting Officer: Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Onspring Technologies, LLC to provide an Audit Management System in the not-to-exceed amount of \$275,350.00.

Contract No.: 24-00308R	Title: Audit Management System	Contract Amount:	
		Implementation:	\$ 0.00
		Base Year:	\$ 51,070.00
		Four (4) Option Years:	<u>\$224,280.00</u>
		Total:	\$275,350.00

Solicitation Results

Offeror	Offer	Best and Final Offer
Onspring Technologies, LLC	\$271,500.00	\$275,350.00
Carahsoft Technology Corporation	\$494,570.75	N/A
Autocene Government Solutions, Inc.	\$522,696.00	N/A
Guidehouse, Inc.	\$1,670,292.00	N/A

Onspring's Pricing Summary

Implementation	Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$0.00	\$51,070.00	\$56,070.00	\$56,070.00	\$56,070.00	\$56,070.00	\$275,350.00

Contract No.: 25-00341	Title: Custodial Services and Consumables	Contract Amount: Base Year: \$ 837,440.62 Four (4) Option Years: <u>\$3,772,789.00</u> Total: \$4,610,229.62
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Acquisition Description: Enter into a contract with a qualified Contractor to provide custodial services and consumables for Hampton Roads Transit (HRT) facilities.

Background: HRT has a requirement to maintain all of its facilities in such a manner as to provide a clean, well-kept, healthy, and safe work environment for HRT employees and visitors. Under the terms of this agreement, the Contractor shall provide custodial services on a daily, weekly, monthly, and quarterly basis; and consumables, such as toilet paper, paper towels, hand soap, and trash bags. The Contract incorporates HRT's Green Housekeeping Program, which includes the use of specified green housekeeping chemicals, implementing cleaning processes that benefit public health and the environment, and utilizing environmentally preferable products for performing custodial services. Additionally, the Contractor is also required to provide all equipment and cleaning supplies.

Contract Approach: A Request for Proposals (RFP) was issued on March 13, 2025. Five (5) proposals were received on April 24, 2025, from the following firms:

- A&B Cleaning Service, Inc.
- Aspen Cleaning Services, Inc. (Aspen)
- DBS, Inc. (DBS)
- RDS Logistics LLC
- Squeaky Clean Sunshine Cleaning Company, LLC

Upon an initial review and evaluation of the technical proposals, Aspen and DBS were rated best to meet the Scope of Work requirements. The two (2) firms were invited to discuss their proposals and provide technical clarification on their approach to the Scope of Work.

Following the technical presentations and interviews, Aspen and DBS were invited for further discussions and negotiation for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing their proposed pricing. At the conclusion of negotiations, Best and Final Offers (BAFOs) were requested.

After a review and analysis of the BAFOs received, HRT staff determined that Aspen provided the best value to HRT based on a combination of technical capability and price. As a result of the negotiations, Aspen decreased their total price by \$453,272.97, or approximately 9%. Based on a price analysis performed, and the fact that the pricing was obtained in a competitive environment, Aspen's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that Aspen is both technically and financially capable of performing the services.

Contract No.: 25-00341	Title: Custodial Services and Consumables	Contract Amount:	
		Base Year:	\$ 837,440.62
		Four (4) Option Years:	<u>\$3,772,789.00</u>
		Total:	\$4,610,229.62

Aspen is located in Chesapeake, VA and has provided similar services for Acoustical Sheet Metal in Virginia Beach, VA; Social Security Administration in Norfolk, VA; and Peninsula Town Center in Hampton, VA.

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 HRRTF and operating funds.

Project Manager: Scott Demharter, Director of Facilities

Contracting Officer: Donald Shea, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Aspen Cleaning Services, Inc., to provide custodial services and consumables, in the not-to-exceed amount of \$4,610,229.62.

Solicitation Results

Offeror	Offer	Best and Final Offer
RDS Logistics LLC	\$4,456,712.76	N/A
A&B Cleaning Service. Inc.	\$4,770,511.00	N/A
Aspen Cleaning Services Inc.	\$5,063,502.60	\$4,610,229.62
DBS, Inc.	\$5,589,583.10	\$5,513,182.40
Squeaky Clean Sunshine Cleaning Company, LLC	\$7,190,076.00	N/A

Aspen's Pricing Summary

Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$837,440.62	\$874,189.20	\$919,899.00	\$964,943.40	\$1,013,757.40	\$4,610,229.62

Contract No: 22-00199, Modification 3	Title: Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support	Modification Amount \$160,450.00
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Acquisition Description: Award a contract modification to increase the Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support Contract value by an additional \$160,450.00.

Background: In August 2022, the Commission approved the award of a sole source contract to IBI Group (now Arcadis Architects Engineers and Landscape Architects, A New York General Partnership or “Arcadis”) in the amount of \$289,872.00 to provide implementation support for the mobile fare collection system project being implemented by Bytemark, Inc. (now Siemens Mobility, Inc.).

In September 2024, HRT extended the Contract by twelve (12) months to September 6, 2025, due to the extension of the mobile fare collection system project; and in April 2025, the not to exceed amount of the Contract was increased by \$68,430.23 (23.6%) to accommodate additional support services required under the Contract. However, due to further implementation delays of the mobile fare collection system project, an additional extension of eleven (11) months, to August 6, 2026, is necessary. As a result of this extension, additional funds are required to accommodate the support cost over the extension period. The additional funds will allow Arcadis to continue to provide implementation support to include supporting ongoing calls, project management, installation coordination, testing, training, roll-out planning, system acceptance, and transition to operational support.

This Modification No. 3 will provide additional funding on the Contract through August 6, 2026.

Contract Approach: The estimated amount of \$160,450.00 is based on current pricing for the additional services anticipated, including installation, testing, and operational support.

Cost/Funding: This contract modification will be funded with federal 5307 and state grant and ACC funds.

Project Manager: Steven Florian, Fare Technology Services Manager

Contracting Officer: Jessica White, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a modification to increase the not-to exceed amount of the Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support Contract by \$160,450.00, from \$358,302.23 to \$518,752.23.

Contract No.: 25-00348	Title: Federal Legislative Services (Renewal)	Contract Amount: Two (2) Base Years: \$156,000.00 Three (3) Option Years: \$234,000.00 Total: \$390,000.00
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Acquisition Description: Enter into a renewal contract with a qualified Consulting firm to provide federal legislative services.

Background: Hampton Roads Transit (HRT) requires a qualified firm to perform government relations and legislative services activities at the federal level in support of HRT's core mission. These services include assisting HRT in identifying opportunities and effectively engaging policy makers and staff of federally elected and administration officials to ensure HRT obtains positive federal policy and funding outcomes. Under the terms of this agreement, the Contractor will work with the key members and staff of the United States Congress and the President's Administration in support of legislative and public policy priorities of HRT. The Contractor will attend pertinent committee meetings, mark-up sessions, House-Senate conferences, trade associations, and work group meetings, and comment as needed and provide written reports to HRT; engage in dialogue, as needed, with Department of Transportation and Federal Transit Administration officials in regard to HRT's legislative agenda as it is formulated and implemented; schedule meetings with HRT and the federal level policy makers, staff, and influencers as needed; and provide consultation and representation for HRT on a day-to-day basis, as needed.

Contract Approach: A Request for Proposal (RFP) was issued on April 2, 2025. Five (5) proposals were received on May 19, 2025, from the following firms:

- Alcalde & Fay
- Squire Patton Boggs (US) LLP (Squire Patton Boggs)
- The Ferguson Group, LLC (TFG)
- The Reserve Component
- Van Scoyoc Associates

Upon review and evaluation of the technical proposals, three (3) firms, Alcalde & Fay, Squire Patton Boggs, and TFG were rated best to meet the Scope of Work requirements. The three (3) firms were invited to discuss their proposals and provide technical clarifications on their approach to the work.

After discussions concluded with the three (3) firms, negotiations were held with Squire Patton Boggs and TFG, for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing the proposed monthly rates. At the conclusion of negotiations, Best and Final Offers (BAFO) were requested.

Upon review and evaluation of the BAFOs received, HRT staff determined that TFG provided the best value to HRT based on a combination of technical capability and price. While TFG did not

Contract No.: 25-00348	Title: Federal Legislative Services (Renewal)	Contract Amount: Two (2) Base Years: \$156,000.00 Three (3) Option Years: <u>\$234,000.00</u> Total: \$390,000.00
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offer any price concessions, they stated that their original proposed fee schedule is appropriate to ensure HRT will receive the level of service it deserves based upon their projection of time and intensity of services; and by providing the same fee schedule for all five (5) years provides HRT with a high degree of budget certainty and stability. Based on the fact that pricing was obtained in a competitive environment, TFG's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that TFG is technically and financially capable of performing the services.

TFG is located in Washington, DC, and has provided similar services for Fairfax County in Fairfax, VA; the Placer County Transportation Planning Agency in Roseville, CA; and the North Carolina Public Transportation Association in Clinton, NC.

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

No DBE goal was established for this solicitation.

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

Project Manager: Noelle Pinkard, Organizational Advancement Officer

Contracting Officer: Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to The Ferguson Group, LLC to provide federal legislative services in the not-to-exceed amount of \$390,000.00.

Solicitation Results

Offeror	Original Offer	Best and Final Offer
The Reserve Component	\$336,000.00	N/A
Alcalde & Fay	\$390,000.00	N/A
The Ferguson Group, LLC	\$390,000.00	\$390,000.00
Van Scoyoc Associates	\$420,000.00	NA
Squire Patton Boggs (US) LLP	\$468,000.00	\$438,000.00

Contract No.: 25-00348	Title: Federal Legislative Services (Renewal)	Contract Amount: Two (2) Base Years: \$156,000.00 Three (3) Option Years: <u>\$234,000.00</u> Total: \$390,000.00
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The Ferguson Group's Pricing Summary					
Base Year 1	Base Year 2	Option Year 1	Option Year 2	Option Year 3	Total
\$78,000.00	\$78,000.00	\$78,000.00	\$78,000.00	\$78,000.00	\$390,000.00

Contract No: 25-00356	Title: Light Rail Systems Training Benches	Contract Amount: \$278,500.00
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Acquisition Description: Enter into a contract with a qualified Contractor to provide Light Rail systems training benches.

Background: Hampton Roads Transit's (HRT's) Light Rail Systems' Department has a requirement for two (2) training/troubleshooting benches to replace shop equipment that have reached the end of their useful life. The training benches are required in order to train HRT signalmen on vital Light Rail systems; provide a means to test and verify operation of the Light Rail vital circuit boards; and upgrade firmware without having to utilize live field equipment. Under the terms of this agreement, the Contractor will provide two (2) new customized training benches, with operating procedures, electronic documentation, schematics, functioning software, and training for fifteen (15) of HRT's designated personnel. The new benches will contribute to HRT's initiative to provide safe and reliable assets and maintain a state of good repair.

Contract Approach: An Invitation for Bids was issued July 1, 2025. One (1) bid was received on July 24, 2025, from Diverging Approach, Inc. (Diverging). A post-solicitation survey of other firms solicited revealed that most were not able to meet the requirements within the Scope of Work.

After review and evaluation of the bid received, HRT staff determined that Diverging was a responsive (in compliance with submittal requirements) and responsible (capable to provide) Bidder; and is therefore eligible for award. Since there was no indication that a re-solicitation to pursue more competition would have resulted in greater participation, a decision was made to enter into price negotiations with Divergent. Negotiations focused on reducing the total bid price. As a result of negotiations, Divergent reduced their total bid price by \$5,500.00, or approximately 1.9%. Based on a price analysis conducted utilizing the independent cost estimate, Diverging's pricing is deemed fair and reasonable. A contractor responsibility review confirmed that Diverging is technically and financially capable of performing the work.

Diverging is located in Richmond, VA and has provided similar services for Met Council in Minneapolis, MN; Massachusetts Bay Transportation Authority in Somerville, MA; and Niagara Frontier Transportation Authority in Buffalo, NY.

The period of performance for this Contract is six (6) months.

No DBE goal was assigned for this solicitation.

Cost/Funding: This Contract will be funded with ACC Funds

Project Manager: Wayne Groover, Director of Maintenance - Facilities and Rail

Contracting Officer: Donald Shea, Contract Specialist

Contract No: 25-00356	Title: Light Rail Systems Training Benches	Contract Amount: \$278,500.00
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Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Diverging Approach, Inc., to provide Light Rail systems training benches, in the not-to-exceed amount of \$278,500.00.

Bid Summary

Description	Original Pricing	Revised Princ
Task Rack 1	\$132,000.00	\$130,000.00
Test Rack 2	\$132,000.00	\$128,500.00
Training	\$20,000.00	\$20,000.00
Total	\$284,000.00	\$278,500.00

Contract No.: 25-00339	Title: Naval Station Norfolk Base Circulator (Renewal)	Contract Amount:	
		Two (2) Base Years:	\$2,587,200.00
		Three (3) Option Years:	\$4,185,000.00
		Total:	\$6,772,200.00

Acquisition Description: Enter into a contract with a qualified Contractor to provide a turnkey base circulator.

Background: Hampton Roads Transit (HRT) is seeking the “turnkey operation” of a circulator service that provides last-mile accessibility for Naval Station Norfolk (NSN) employees and visitors who wish to arrive on foot, bicycle, scooter, transit, or by parking in the Naval Exchange area outside the gate. The circulator currently provides access to the base for those who use HRT’s fixed route system to get to the Naval Exchange area but would otherwise have to walk through the security gates and on to their destination. This improvement in accessibility via the circulator reduces congestion at security gates, which reduces traffic and congestion on local streets and the region’s highways. This last-mile connection reduces dependency on automobile travel within the base while also helping to limit parking turnover, which in turn has equity benefits by making NSN jobs more accessible to the region’s residents who lack access to automobiles.

Under the terms of this agreement, the Contractor will provide a plan for service, to include implementation of two (2) circulators and required vehicles; all necessary personnel, including drivers, mechanics, and administrative staff; performance metrics; and any on-going support.

Contract Approach: A Request for Proposals was issued on May 20, 2025. Four (4) proposals were received on July 3, 2025, from the following firms:

- Academy Express, LLC (Academy)
- Adventures by Dawn, LLC dba Adventure Tours
- Easton Coach Company, LLC (Easton)
- The Silverback Troup, LLC

Upon review and evaluation of the technical proposals, Academy and Easton were rated best to meet the Scope of Work requirements and, as a result, staff determined that no presentations were required. Therefore, the decision was made to conduct discussions and negotiations with both firms for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing the proposed pricing. At the conclusion of negotiations, Best and Final Offers (BAFOs) were requested.

After a review and analysis of the BAFOs received, HRT staff determined that Easton provided the best value to HRT based on a combination of technical capability and price. As a result of the negotiations, Easton decreased their total price by \$73,560.00, or approximately 1.1%. Based on a price analysis performed, and the fact that the pricing was obtained in a competitive environment,

Contract No.: 25-00339	Title: Naval Station Norfolk Base Circulator (Renewal)	Contract Amount:	
		Two (2) Base Years:	\$2,587,200.00
		Three (3) Option Years:	<u>\$4,185,000.00</u>
		Total:	\$6,772,200.00

Easton's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that Easton is both technically and financially capable of performing the services.

Easton is located in Easton, PA and has provided similar services to Lafayette College in Easton, PA; St. Joseph's University in Philadelphia, PA; and Conshohocken Rambler in Conshohocken, PA. Easton also provides HRT's current paratransit service satisfactorily.

The Contract period of performance is two (2) base years with three (3) additional one-year options.

No DBE Goal was assigned for this solicitation.

Cost/Funding: This Contract will be funded with state TRiP Program and HRRTF funds.

Project Manager: Amy Braziel, Director of Contracted Services and Operational Analytics

Contracting Officer Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Easton to provide a Naval Station Norfolk base circulator in the not-to-exceed amount of \$6,772,200.00.

Solicitation Summary

Offeror	Original Offer	Best and Final Offer
The Silverback Troup, LLC	\$6,828,250.00	N/A
Easton Coach Company, LLC	\$6,845,760.00	\$6,772,200.00
Adventures by Dawn dba Adventure Tours	\$7,081,746.48	N/A
Academy Express, LLC	\$7,186,763.28	\$7,186,763.28

Easton Coach Company's Pricing

Base Years 1 and 2	Option Year 1	Option Year 2	Option Year 3	Total Price
\$2,587,200.00	\$1,346,400.00	\$1,395,000.00	\$1,443,600.00	\$6,772,200.00

Contract No.: 25-00338	Title: On-Site Vehicle Inspection Services (Renewal)	Contract Amount: Base Year: \$ 47,650.00 Four (4) Option Years: <u>\$214,350.00</u> Total: \$262,000.00
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Acquisition Description: Enter into a renewal contract with a qualified Contractor to provide on-site vehicle inspection and quality assurance services on a Task Order basis.

Background: In accordance with Federal Transit Administration (FTA) regulations, Hampton Roads Transit (HRT) is required to provide on-site vehicle inspection and quality assurance services to ensure that new transit vehicles meet all functional tests and Buy America requirements. Under the terms of this agreement, the Contractor will provide qualified inspector(s) to perform pre-production or start of production activities; production line inspections; and reporting and communication concerning HRT's transit vehicle orders. The Contractor will also produce Pre-Award and Post-Delivery Buy America reports compliant with the requirements of 49 CFR Parts 661 and 663.

Contract Approach: A Request for Proposals (RFP) was issued on February 18, 2025. One (1) proposal was received on March 26, 2025, from AmeriTran Service Corporation dba Transit Resource Center Engineering Services, LLC (TRC). A post-solicitation survey of vendors solicited concluded that most did not provide the services described in the Scope of Work. There was no indication that a re-solicitation to pursue more competition would have resulted in greater participation.

In response to the RFP, proposers were required to provide unit prices for on-site inspections and pre-award and post-delivery Buy America audits and reports, as well as other direct costs as specified in the Price Schedule. Additionally, the quantity of buses differs per year based on anticipated new bus purchases.

After an initial review of the proposal received, HRT staff determined that TRC was technically qualified to meet the Scope of Work requirements. The firm was then invited for discussions to clarify the assumptions made in establishing pricing. During the discussion, TRC confirmed that the proposed pricing is applicable to Gillig buses only. The average proposed unit pricing is approximately 45% lower than the current average unit pricing. Based on the discussion, and a price analysis performed utilizing historical data and the independent cost estimate, TRC's pricing is deemed fair and reasonable. A contractor responsibility review confirmed that TRC is technically and financially capable of performing the work.

TRC is located in Winter Springs, FL and has performed similar services for the San Diego Metropolitan Transit System in San Diego, CA; the South Central Transit Authority in Reading, PA; and the Capital District Transportation Authority in Albany, NY. TRC currently provides these services for HRT satisfactorily.

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

No DBE Goal was assigned for this solicitation.

Contract No.: 25-00338	Title: On-Site Vehicle Inspection Services (Renewal)	Contract Amount: Base Year: \$ 47,650.00 Four (4) Option Years: <u>\$214,350.00</u> Total: \$262,000.00
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Cost/Funding: This contract will be funded with operating funds.

Project Manager: Monique Battle, Operations Project and Contract Administrator

Contracting Officer: Jessica White, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to AmeriTran Service Corporation dba Transit Resource Center Engineering Services, LLC to provide on-site vehicle inspection services in the not-to-exceed amount of \$262,000.00.

TRC's Pricing Summary

Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$47,650.00	\$43,100.00	\$38,150.00	\$65,550.00	\$67,550.00	\$262,000.00

Contract No.: 25-00340	Title: Overhead Doors Maintenance and Repair Services	Contract Amount: Two (2) Base Years: \$273,000.00 Three (3) Option Years: <u>\$431,350.00</u> Total: \$704,350.00
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Acquisition Description: Enter into a Contract with a qualified Contractor to perform scheduled and unscheduled maintenance, inspections, and emergency repair services for overhead doors at various Hampton Roads Transit (HRT) locations.

Background: HRT requires the services of a qualified Contractor to perform scheduled and unscheduled maintenance, inspections, and emergency repair services for its overhead doors at the Northside Facility, Southside Facility, Trolley Base, Norfolk Tide Facility, and Coleman Place Facility. Under the terms of this agreement, the Contractor will furnish all labor, transportation, equipment, materials, tools, incidental engineering, and supervision required to perform all inspections, maintenance, component replacement, and repairs necessary to keep HRT's overhead doors in a continuous working order.

Contract Approach: An Invitation for Bids (IFB) was issued on June 26, 2025. One (1) bid was received on July 23, 2025, from Doors, Inc., dba Overhead Door Company of Norfolk (Overhead Door). A post-bid survey of vendors solicited concluded that most did not possess experience performing the type of work required on non-residential doors or lacked sufficient personnel to perform the work.

In response to the IFB, bidders were required to provide hourly rates for various labor categories that may be utilized while performing these services. Additionally, there was a \$70,000.00 annual allowance for any door replacement and/or repair materials and unscheduled or emergency repairs that HRT may request during the Contract term but are not currently specified in the Scope of Work.

After review and evaluation of the bid received, HRT staff determined that Overhead Door was a responsive (in compliance with submittal requirements) and responsible (capable to provide) Bidder; and is therefore eligible for award. Since there was no indication that a re-solicitation to pursue more competition would have resulted in greater participation, a decision was made to enter into price negotiations with Overhead Door. Negotiations focused on clarifying assumptions made in establishing pricing and reducing the hourly rates for preventative maintenance services. As a result of the negotiations, Overhead Door reduced their hourly rates for preventative maintenance, which reduced their total bid price by \$40,900.00, or approximately 5.5%. Based on a price analysis performed utilizing the independent cost estimate, Overhead Door's bid is deemed fair and reasonable. A contractor responsibility review performed confirmed that Overhead Doors is technically and financially capable of performing the work.

Overhead Door is located in Virginia Beach, VA and has provided similar services to the United States Navy/Naval Facilities Engineering System Command throughout Hampton Roads and the cities of Virginia Beach and Norfolk.

Contract No.: 25-00340	Title: Overhead Doors Maintenance and Repair Services	Contract Amount: Two (2) Base Years: \$273,000.00 Three (3) Option Years: <u>\$431,350.00</u> Total: \$704,350.00
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The period of performance for this contract is two (2) base years, with three (3) additional one-year options.

No DBE goal was established for this solicitation.

Cost/Funding: This Contract will be funded with HRRTF and operating funds.

Project Manager: William Collins, Facilities Maintenance Manager

Contracting Officer: Jason Petruska, Senior Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a Contract to Doors, Inc. to perform overhead door maintenance and repair services in the not-to-exceed amount of \$704,350.00.

Summary of Doors, Inc.'s Proposed Pricing

Contract Term	Original Bid Pricing	Revised Bid Pricing
Base Year 1	\$146,000.00	\$136,500.00
Base Year 2	\$146,000.00	\$136,500.00
Option Year 1	\$150,750.00	\$141,250.00
Option Year 2	\$155,500.00	\$144,100.00
Option Year 3	\$147,000.00	\$146,000.00
Total Price	\$745,250.00	\$704,350.00

Contract No.: 25-00351	Title: Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal)	Contract Amount: Base Year: \$170,450.00 Four (4) Option Years: <u>\$756,376.84</u> Total: \$926,826.84
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Acquisition Description: Enter into a sole source renewal contract with B&C Transit, Inc. (B&C Transit) to provide support services for Hampton Roads Transit's (HRT's) Supervisory Control and Data Acquisition (SCADA) system hardware and software.

Background: The SCADA system utilized by the Tide Light Rail provides the Operation Control Center (OCC), located at the Norfolk Tide Facility (NTF), with situational awareness and supervisory control functions on a 24/7 basis, by controlling power distribution along the alignment; providing train identification and location on the track; and supporting signal operations, train crossings operations, track switch operations, and rail yard operations, etc. The SCADA system information is gathered along the Light Rail alignment and is directed for processing within the Central Computer System deployed at the NTF for display, monitoring, control, and historical logging. Under the terms of this agreement, the Contractor will provide remote support to address hardware and software problems and provide onsite dispatching for remedial support of hardware maintenance issues.

Contract Approach: FTA and Virginia Public Procurement Act guidelines allow non-competitive procurements when only one (1) source is available, and the award of a contract is infeasible under small purchase procedures, sealed bids, or competitive proposals. HRT's SCADA system is custom-built on the Nucleus OCC Software developed by B&C Transit, and support for the system is provided exclusively by B&C Transit. Due to the specific requirements of this solicitation, full and open competition was not a feasible method of Procurement. Sole Source procurements are accomplished through solicitation and acceptance of a proposal from only one (1) source.

A solicitation was issued on June 20, 2025, and B&C Transit provided a responsive proposal on June 25, 2025, which includes a total allowance of \$300,000.00 for onsite support and special projects. In order to obtain the most favorable pricing, a decision was made to conduct negotiations with B&C Transit. Negotiations focused on clarifying assumptions made in establishing pricing and reducing support costs.

As a result of the negotiations, B&C Transit reduced its total price by \$49,135.56, or approximately 5%. B&C Transit's revised pricing is deemed fair and reasonable based on the results of the negotiations and a price analysis performed. A contractor responsibility review confirmed that B&C Transit is technically and financially capable of performing the work.

B&C Transit is located in Oakland, CA and has been providing these services to HRT satisfactorily.

Contract No.: 25-00351	Title: Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal)	Contract Amount: Base Year: \$170,450.00 Four (4) Option Years: <u>\$756,376.84</u> Total: \$926,826.84
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The Contract period of performance is one (1) base year, with four (4) additional one-year options.

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

Project Manager: Alex Touzov, Senior Director of Technology Services

Contracting Officer: Fevrier Valmond, Assistant Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to B&C Transit, Inc., to provide Supervisory Control and Data Acquisition system hardware and software support services in the not-to-exceed amount of \$926,826.84.

Summary of B&C Transit's Proposed Pricing

Contract Term	Original Proposed Price	Revised Pricing
Base Year	\$179,891.84	\$170,450.00
Option Year 1	\$187,489.72	\$177,859.00
Option Year 2	\$195,139.44	\$185,316.24
Option Year 3	\$202,842.32	\$192,822.56
Option Year 4	\$210,599.08	\$200,379.04
Total Price	\$975,962.40	\$926,826.84

Exercise of Options – September 2025

Contract No.	Title	Description	Total Current Value	Period of Performance	Option Year to be Exercised	Total Amount of Option Year
18-78373	Agency Enterprise Asset Management System	To provide the expansion of the current Facilities Enterprise Asset Management solution to all of HRT's transit assets.	\$2,207,616.00	18 mo. Implementation and 1 yr. w/4 1-yr. options	Third	\$98,339.00
21-00157	Bus Tire Lease and Maintenance Services	To provide bus tire lease and maintenance services.	\$2,778,172.25	1 yr. w/3 1-yr. options	Third	\$709,745.62
22-00180	Physical Security System Support Services	To provide physical security system support services on a task order basis.	\$2,122,750.00	3 yrs. w/2 1-yr. option	First	\$355,164.00
23-00243	Hybrid Bus and Allison Transmission Diagnostic and Repair Services	To provide hybrid bus and Allison transmission diagnostic and repair services on an as needed basis.	\$292,809.46	1 yr. w/4 1-yr. options	Second	\$134,429.69
24-00280	Equipment Rental Services	To provide rental equipment to support operation at various HRT locations on as needed basis.	\$325,000.00	2 yrs. w/2 1-yr. options	First	\$81,250.00
24-00287	Forklift and Manlift Preventative Maintenance and Repair Services	To provide forklift and manlift preventative maintenance and repair services.	\$280,115.00	1 yr. w/4 1-yr. options	First	\$55,835.00
24-00293	Transit Mobile Data Wireless Services	To provide mobile data wireless services to meet HRT's connectivity needs for revenue vehicles and remote sites.	\$570,076.00	1 yr. w/4 1-yr. options	First	\$115,824.00
24-00300	Vehicle Wash Equipment Maintenance, Inspection, and Repair Services	To perform scheduled and unscheduled preventative maintenance, inspections, and repairs of bus and light rail vehicle wash equipment located at various HRT facilities.	\$449,225.00	2 yrs. w/3 1-yr. options	First	\$89,754.50
24-00302	Bus Diagnostic and Repair Services	To provide bus diagnostic and repair services on a task order basis.	\$1,414,075.75	1 yr. w/4 1-yr. options	First	\$255,000.00

UPCOMING CONTRACTS FOR APPROVAL		
Title	Description	Renewal Contract Expiration Date
Audio/Visual Services	To provide audio and visual support services on a Task Order basis.	12/15/2025
Background Screening Software Service	To procure pre-employment background screening services, as well as services to configure, integrate, test, deploy, and support a Workday HCM validated background screening connector that will integrate with Workday HCM.	New
Bus Stop Improvements – Orcutt Avenue and 81st Street Transfer	To improve HRT’s existing bus stop and transfer area on Orcutt Avenue at 81st Street in Hampton.	New
Contract and Vendor Software Solution	To provide a commercial off-the-shelf, Software as a Service Contract and Vendor Management Software solution.	New
Data Archive Software and Extraction Services for PeopleSoft Financials	To provide a secure commercial off-the-shelf software as a service data archiving management solution for HRT’s PeopleSoft Financials application.	New
Employee Benefits Consulting Services	To provide consulting and brokerage services for marketing, claims services, and advisement related to its employee benefits program, to include group health, group dental, group vision, long-term disability insurance, group life insurance, short-term disability insurance, flexible spending accounts, health savings accounts, legal resources and employee assistance program.	11/30/2025
HASTUS Support and Maintenance Services	To renew support and maintenance for the HASTUS system.	9/22/2025
HASTUS Upgrade	To provide for the replacement of the HASTUS version 2011, with the latest version of the HASTUS Software System.	New
Light Rail Vehicle Midlife Overhaul	To provide the complete, turnkey Light Rail Vehicle midlife overhauls for all nine (9) LRVs.	New
Microtransit Services	To provide a “turnkey operation” of microtransit services in three (3) distinct zones within HRT’s service district.	New
Provision of Seven (7) Non-Revenue Vehicles	To supply seven (7) non-revenue vehicles to replace older, less reliable mission critical support vehicles.	New
Signage Production Services	To provide signage production services.	2/18/2025

Structured Cabling Services	To provide services and materials necessary to maintain, modernize, and expand HRT's structured cabling.	2/23/2026
Tide Light Rail Bridge Repairs – Smith Creek Bridge	To perform needed repairs to the Tide's Smith Creek Bridge.	New
Time Collection Devices	To procure time collection devices and software, as well as services to install, configure, integrate, test, deploy and support of Workday HCM validated Time collection connector that will integrate with Workday HCM.	New
Trackside Lubrication System	To provide a trackside lubrication system.	New