



Meeting of the Operations and Oversight Committee

Thursday, June 11, 2026, • 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, June 11, 2026, 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/j/92620796441>

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



Meeting of the Operations and Oversight Committee

Thursday, June 11, 2026, • 10:00 a.m.
Hybrid 509 E. 18th, Norfolk, VA and
Virtual ZOOM Meeting

AGENDA

1. Approval of the May 2026 Operations and Oversight Committee Meeting Minutes
2. Review Action Items- None
3. Audit Update – Malika Blume
4. Procurement Recommendations to the Committee – Robert Travers
 - a. Contract No. 26-00396, Connecting Chesapeake – Phase II Feasibility Analysis.
 - b. Contract No. 22-00174, Modification No. 6, Lawn and Landscaping Services.
 - c. Contract No. 26-00408, Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services (Renewal).
 - d. Contract No. 26-00393, Sign Fabrication, Installation, and Maintenance Services.
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 231. This Task Order is for Universal Data Probes. This Task order is for \$12,031.90 and is funded with 28% Federal 5307, 68% State, 4% ACC.

- ii. Task Order 232. This Task Order is for Door motor assembly repair; Controller board repair. This Task order is for \$360.00 and is funded with operating funds.
- iii. Task Order 233. This Task Order is for Mobile Vaults; Isolation box data systems; ID controllers. This Task order is for \$288,152.40 and is funded with 28% Federal 5307, 68% State, 4% ACC.
- iv. Task Order 234. This Task Order is for Mobile Vaults; Isolation box data systems; ID controllers. This Task order is for \$540.50 and is funded with operating funds.

6. Options to be Exercised July – Robert Travers

7. Upcoming Commission Approvals – Robert Travers

8. Operations Update-Benjamin Simms, IV

9. Old and New Business

10. Adjournment

The next Operations & Oversight Committee Meeting will be held on Thursday, July 09, 2026, in Hampton, VA and virtually via ZOOM.



Meeting of the Operations and Oversight Committee

Thursday April 09, 2026, • 10:00 a.m.
509 E. 18th Street Norfolk, VA, and Zoom Meeting

MEETING MINUTES

Call to Order

Chair Glover called the meeting to order at 10:00 AM.

Commissioners in attendance:

Chair Glover, Portsmouth
Commissioner Johnson, Chesapeake
Commissioner Ross-Hammond, Virginia Beach
Commissioner Daughtery, DRPT
Commissioner M. Johnson, Norfolk

Hampton Roads Transit Staff in attendance:

Tammara Askew, Sr. Data Analyst (Zoom)
Malika Blume, Director of Internal Audit
Monquie Battle, Ops Project & Contract Administrator
Barry Bland, Operations Project and Contract Administrator
Amy Braziel, Director of Contracted Services and Operational Analytics
Dudley Clark, Contract Budget Analyst (Zoom)
Rodney Davis, Director of Customer Relations
Scott Demharter, Director of Facilities
Glenda Dixon, Sr. Director of ERP Systems and Services
Gavin Dorsey, Budget Analyst (Zoom)
Jennifer Dove, Civil Rights/Grants Project Manager (Zoom)
Angela Glass, Director of Budget and Financial Analysis (Zoom)
William Harrell, President and CEO
Danielle Hill, Director of Human Resources
Toni Hunter, Staff Auditor (Zoom)
Ashley Johnson, Director of Budget and Financial Analysis (Zoom)
Shane Kelly, Sr. Manager Security & Emerg Preparedness
Karen Kitsis, Sr. Director of Planning and Development
Sonya Luther, Director of Procurement
Alexis Majied, Chief Communications Officer
Tony Mungo, Manager of Bus Materials
Tracy Moore, Director of Transportation (Zoom)
Sibyl Pappas, Chief Engineering & Facilities Officer

Jason Petruska, Sr Contract Specialist (Zoom)
Noelle Pinkard, Organizational Advancement Officer (Zoom)
John Powell, Telecommunications Specialist
Luis Ramos, Executive Assistant to the President & CEO
Dawn Sciortino, Chief Safety, Risk and Emergency Management Officer (Zoom)
Kevin Shaw, Director of Bus Maintenance
Benjamin Simms, Chief Transit Operations Officer
Julie Taft, Procurement Administrative Assistant (Zoom)
Robert Travers, Corporate Counsel
Jessica White, Contract Specialist (Zoom)
Keishia Williams, Operations Support Technician
Kim Wolcott, Chief Human Resources Officer

Others in attendance:

Alt. Commissioner Cipriano, Newport News

The May 2026 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 April 2026, Meeting Minutes

A motion to approve April 2026, Operations and Oversight Committee meeting minutes were made by Commissioner Ross-Hammond and properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Audit Update

There was no audit update.

Review of the Operations and Oversight Committee Action Items

There were no action items.

Procurement Items for Approval

Contract No. 26-00392, General Planning Consultant Services (Renewal).

Ms. Luther presented Contract No. 26-00392, General Planning Consultant Services (Renewal), as a recommendation that the Commission approve the award of a contract to Foursquare Integrated Transportation Planning, Inc. to provide general planning consultant services. The cumulative amount of all Task Orders issued under this contract will not exceed \$3,241,000.00.

Ms. Karen Kitsis gave a presentation.

A motion to approve Contract No. 26-00392, General Planning Consultant Services (Renewal) was made by Commissioner Johnson and properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.
Nays: None
Abstain: None

Contract No. 26-00397, Information Technology Research and Advisory Services (Renewal).

Ms. Luther presented Contract No. 26-00397, Information Technology Research and Advisory Services (Renewal) as a recommendation that the Commission approve the award of a sole source contract to Gartner, Inc., to provide information technology research and advisory services in the not-to-exceed amount of \$353,393.00 for a one (1) year period.

Mr. Michael Price gave a presentation.

A motion to approve Contract No. 26-00397, Information Technology Research and Advisory Services (Renewal), was made by Commissioner Ross-Hammond and properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.
Nays: None
Abstain: None

Contract No. 26-00399, Provision of Five (5) Non-Revenue Vehicles.

Ms. Luther presented Contract No. 26-00399, Provision of Five (5) Non-Revenue Vehicles as a recommendation that the Commission approve the award of a contract to Apple Ford, Inc., to provide five (5) non-revenue vehicles, in the not-to-exceed amount of \$305,619.00.

Ms. Monique Battle answered questions.

A motion to approve Contract No. 26-00399, Provision of Five (5) Non-Revenue Vehicles, was made by Commissioner Johnson and properly seconded by Commissioner Ross-Hammond. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Contract No. 26-00400, Specialized Security Equipment and Integrated Support Services.

Ms. Luther presented Contract No. 26-00400, Specialized Security Equipment and Integrated Support Services, as a recommendation that the Commission approve the award of a contract to Axon Enterprise, Inc., to provide specialized security equipment and integrated support services in the not-to-exceed amount of \$498,665.96.

Mr. Shane Kelly gave a presentation.

A motion to Contract No. 26-00400, Specialized Security Equipment and Integrated Support Services, was made by Commissioner Ross-Hammond and properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Contract No. 25-00365, Tax Filing and Payment Integration Services – Workday Human Capital Management.

Ms. Luther presented Contract No. 25-00365, Tax Filing and Payment Integration Services – Workday Human Capital Management, as a recommendation that the Commission approve the award of a contract to ADP, Inc. to provide tax filing and payment integration services for Workday Human Capital Management in the not-to-exceed amount of \$101,884.42.

Ms. Glenda Dixon gave a presentation.

A motion to approve Contract No. 25-00365, Tax Filing and Payment Integration Services – Workday Human Capital Management was made by Commissioner M. Johnson and properly seconded by Commissioner Ross-Hammond. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.

Nays: None

Abstain: None

Contract No. 25-00381R, Transit Security Personnel Uniforms and Equipment (Renewal).

Ms. Luther presented Contract No. 25-00381R, Transit Security Personnel Uniforms and Equipment (Renewal), as a recommendation that the Commission approve the award of a contract to Galls, LLC to provide transit security personnel uniforms and equipment in the not-to-exceed amount of \$118,725.00.

Mr. Anthony Kramer answered questions.

A motion to approve Contract No. 25-00381R, Transit Security Personnel Uniforms and Equipment (Renewal) was made by Commissioner Ross-Hammond and properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, Daughtery, and M. Johnson.
Nays: None
Abstain: None

Contract No. 26-00402, Transit Stop Support Equipment.

Ms. Luther presented Contract No. 26-00402, Transit Stop Support Equipment, as a recommendation that the Commission approve the award of a contract to Apple Ford, Inc., to provide transit stop support equipment, in the not-to-exceed amount of \$127,542.00.

Mr. Scott Demharter answered questions.

A motion to approve Contract No. 26-00402, Transit Stop Support Equipment, was made by Commissioner Daughtery and properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Johnson, Ross-Hammond, 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 - None

Upcoming Procurements

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

Operations Update

Mr. Simms provided a presentation highlighting HRT's recent participation in a Search and Rescue (SAR) training exercise on the Elizabeth River in Norfolk. This exercise demonstrated HRT's ability to integrate into high-risk, multi-agency operations and reinforced its readiness to respond when it matters most.

Mr. Simms also shared that HRT celebrated Transit Appreciation Day, taking time to recognize the individuals who are truly the heart of the organization. In addition, he provided an update on preparations for the Trolley Base location, which is expected to open within the next couple of weeks.

Old and New Business

Procurement Contract Approval Threshold – Recommend Increase.

Commissioner Comments

Virginia Transit Association Meeting next week in Fredericksburg

Umoja Festival – May 22-24, 2026, in Portsmouth at the Festival Park

Memorial Day Observance – May 25, 2026, recognition of sacrifices by veterans and service members in Norfolk at 10 a.m.

**The next meeting will be held on Thursday, June 11, 2026, at 10:00 am in the HRT NORFOLK Boardroom. **

Adjournment

Commissioner Glover adjourned the meeting at 10:52 AM.

Submitted by Keishia Williams, Operations Support Technician

General Planning Consultant (GPC) Services

O & O Committee
5/14/2026



HAMPTON ROADS
TRANSIT

GPC Services: Task Order Basis

- Renewal of GPC Services contract; Two Year Contract with Three 1-year options for total of five years
- Anticipated Task-Orders:
 - Ten-Year Capital Improvement Plan and annual updates
 - Ten-Year Transit Strategic Plan and annual updates
 - System Optimization Plan implementation and on-going support
 - Route planning
 - Milestone reporting
 - Financial planning support
 - Asset Management Support
 - Microtransit and demand responsive services planning and analysis support
 - National Transit Database (NTD) compliance support
 - Public outreach services and financial planning support related to transit service



HAMPTON ROADS
TRANSIT

Operations & Oversight Committee

Technology Research & Advisory Services

May 14, 2026

gohrt.com

Key IT Research & Advisory Services

Expert Technical Research Capabilities / Artificial Intelligence



In-Depth Analysis & AI Solutions

Expert Technical Advisors



Guidance from Industry Experts

Supports All Areas of Technology



Comprehensive IT Coverage

Outstanding Training & Mentoring



Skill Development & Support



Key IT Research & Advisory Services



- Annual Trend Analysis Research
- Annual Tools Analysis Research
 - Protect, Detect and Respond
 - Internal Completion and Maintenance Estimate (2 FTEs)
- Training and Mentoring

Key IT Research & Advisory Services

Infrastructure



- Annual Trend Analysis Research
- Annual Tools Analysis Research
 - Cloud vs. On-Prem
 - Security
 - Networking/Wireless
 - Internal Completion and Maintenance Estimate (2 FTEs)
- Training and Mentoring

Projected Costs

Staffing Cost Comparison

	CYBER TEAM	INFRASTRUCTURE TEAM
Per-Person Cost	\$ 110,000	\$ 115,000
# of FTEs	2	2
Total Salary per Team	\$ 220,000	\$ 230,000

Total Costs

FTE Salaries (4): \$ 450,000

Contract: \$ 353,393

Cost savings & avoidance reflected in the Contract vs. FTE Totals

Thank You

Questions?

Hampton Roads Transit | Technology Research & Advisory Services

Specialized Security Equipment and Integrated Support Services

- Equipment for Transit Security Officers
 - Proprietary Gear & Support Infrastructure
- Support suite of cloud-based services for device and evidence management
- Integrated Learning Academy for managing qualifications



Specialized Security Equipment and Integrated Support Services

- Unique vendor for the public safety industry
- Proprietary Hardware, SaaS, VMS, Training/Certification, Evidence Management, Inventory Management, LE Partner Integration

Contract 26-00402

Transit Stop Support Equipment





HAMPTON ROADS
TRANSIT

Procurement Contract Approval Threshold Increase

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Purpose

Category	Current Threshold	Proposed Threshold
Goods and Services	\$100,000	\$200,000
Professional Services	\$30,000	\$80,000

Purpose:

Increase approval thresholds to improve operational efficiency while remaining compliant with Federal Transit Administration and Virginia Public Procurement Act requirements.

Why This Change is Needed

- Thresholds last updated in 2016
- Inflation rate from 2016 – 2026 ~39%
- Costs for some items increased as much as 84%
- More small purchases now require Commission approval unnecessarily
- Current thresholds no longer reflect today's purchasing environment

Compliance & Competition Remain Intact

- Increasing thresholds does NOT eliminate competition
 - FTA still requires full and open competition
 - Small purchase procedures still require competition wherever practicable
 - Competitive sealed bids/proposals still required above thresholds

Federal and State Alignment

Authority	Allowable Threshold
FTA Simplified Acquisition	\$350,000
VPPA Goods and Services	\$200,000
VPPA Professional Services	\$80,000
Proposed HRT Thresholds	\$200,000 / \$80,000

Benefits and Risk Mitigation

- Benefits to HRT
 - Faster procurement cycles
 - Reduced administrative burden
 - Commission focus on higher-value contracts
 - Improved organizational efficiency
 - Better responsiveness to operational needs
- Risk Mitigation and Controls
 - Procurement policies remain in effect
 - Competitive requirements remain unchanged
 - Audit and oversight controls remain
 - FTA and VPPA compliance maintained



HAMPTON ROADS TRANSIT
May 2026/ June 2026
OPERATIONS AND OVERSIGHT COMMITTEE
ACTION ITEMS

Date	Action Item	Responsible Party	Due Date	Completed Date & Method
	No Action Items			



HAMPTON ROADS
TRANSIT

Internal Audit Department Report

gohrt.com

Light Rail Vehicle Maintenance Audit

(Audit Scope)

The audit sought to examine if HRT's Light Rail Vehicle Maintenance departments are following their departmental responsibilities as required by the ASP. Internal Audit assessed the following:

- Departmental roles/functions
- Departmental safety responsibilities
- Participation in safety related committees
- Knowledge of reporting workplace hazards
- Maintenance of light rail facilities
- HRT maintenance databases
- Maintenance training program
- Maintenance inspection program

Multi-Departmental Audit cont.

(Areas of Opportunity)

No Findings

Triennial Audit

Virginia Department of Rail and Public Transportation

- Roadway Worker Protection Program – June 22 - 24, 2026

Onspring Audit Software

- Implementation process
- Conducting testing of different elements of the software



Thank you!

Questions



Contract No.: 26-00396	Title: Connecting Chesapeake – Phase II Feasibility Analysis	Contract Amount: \$1,087,697.00
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Acquisition Description: Enter into a contract with a qualified Consultant to evaluate and ultimately identify the most reasonable bus rapid transit (BRT) alignment between Chesapeake and Downtown Norfolk.

Background: Hampton Roads Transit (HRT), in collaboration with the City of Chesapeake, identified a need for high-capacity transit to improve connectivity between the City of Chesapeake and the Hampton Roads region. HRT, in partnership with the City of Chesapeake, recently completed Connecting Chesapeake: A Study of High-Capacity Transit in Summer 2025. Connecting Chesapeake looked at the potential opportunities, benefits, and potential impacts of a high-capacity transit connection between Downtown Norfolk and the Chesapeake Regional Medical Center area in the City of Chesapeake. Under the terms of this agreement, the Consultant will focus on evaluating and ultimately identifying the most reasonable BRT alignment between Chesapeake and Downtown Norfolk to seek potential advancement into the Federal Transit Administration (FTA) Project Development process under the Capital Investment Grant (CIG) Program. This effort involves traffic impacts analysis, developing an operating plan for the bus service, operations and maintenance annual costs, more refined ridership using the FTA Stops modeling process, planning level capital cost estimate, and additional analysis of potential station locations. This work effort will also include planning-level design that to support the selection of the locally preferred alternative, which is the primary goal of this study.

Contract Approach: A Request for Proposals was issued on February 24, 2026. Three (3) proposals were received on March 31, 2026, from the following firms:

- Rummel, Klepper & Kahl, LLP (RK&K)
- STV Inc. dba STV Group, Inc.
- WSP USA, Inc. (WSP)

Upon initial review and evaluation of the technical proposals, two (2) firms (RK&K and WSP) were rated best to meet the Scope of Work requirements and, as a result, were subsequently invited to discuss their proposals and provide technical clarifications on their approach to the Scope of Work.

Following the technical presentations and interviews, HRT Staff determined that both firms were technically qualified to provide the services described in the Scope of Work based on clarifications provided during their presentation. Therefore, the firms were further invited for discussion and negotiations for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing, aligning the number of hours for tasks with the work to be performed, and reducing their proposed pricing. At the conclusion of negotiations, Best and Final Offers (BAFOs) were requested.

Contract No.: 26-00396	Title: Connecting Chesapeake – Phase II Feasibility Analysis	Contract Amount: \$1,087,697.00
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Based on the results of the negotiations, a price analysis performed, and the fact that pricing was obtained in a competitive environment, RK&K’s pricing is deemed fair and reasonable. RK&K’s BAFO increased due to realigning the hours proposed for each task to the anticipated work to be performed. A contractor responsibility review performed confirmed that RK&K is technically and financially capable of performing the work.

RK&K is located in Virginia Beach, VA and has provided similar services to the Fairfax County Department of Transportation in Fairfax, VA; Greater Richmond Transit Company in Richmond, VA; and the Maryland Transit Administration in Baltimore, MD.

The Contract period of performance is eighteen (18) months.

No DBE goal was assigned for this solicitation.

Cost/Funding: This Contract will be funded with RSTP grant funds.

Project Manager: Karen Kitsis, Chief Planning and Development Officer

Contracting Officer Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Rummel, Klepper & Kahl, LLP to conduct a phase II feasibility study for BRT to connect Chesapeake to Downtown Norfolk in the not-to-exceed amount of \$1,087,697.00.

SOLICITATION SUMMARY

Offeror	Original Offer	Best and Final Offer
Rummel, Klepper & Kahl, LLP	\$938,080.00	\$1,087,697.00
WSP USA, Inc.	\$1,612,572.00	\$1,404,116.75
STV Group, Inc.	\$1,747,411.69	N/A

Contract No: 22-00174, Modification No. 6	Title: Lawn and Landscaping Services	Modification Amount: \$89,419.00
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Acquisition Description: Award a contract modification to increase the lawn and landscaping services contract value by an additional \$89,419.00 while Hampton Roads Transit (HRT) completes the procurement process for a new contract.

Background: In June 2022, the Commission approved the award of a contract to P&D Lawn Care, LLC (P&D) in the not-to-exceed amount of \$971,447.36, to provide these services for one (1) base year and three (3) one-year options. The contract was awarded through the competitive Invitation for Bids process with a Scope of Work which required lawn and landscaping services at various HRT locations.

On April 8, 2025, a modification in the amount of \$242,861.84 was issued to accommodate additional services associated with the snowstorms in Hampton Roads. Additionally, other ongoing costs have exhausted the funds available on the contract.

In order to ensure uninterrupted services, the final option year of the contract was exercised; however, additional funds are required to pay for the services. HRT has initiated the procurement process to competitively solicit bids for a new contract but requires an increase in the amount of the current contract to accommodate services until the procurement process is completed and a new contract is awarded. The current contract will be terminated upon award of the new contract.

This modification will provide additional funding on the contract for three (3) months, to August 31, 2026.

Contract Approach: The estimated amount of \$89,419.00 is based on monthly cost incurred for lawn and landscaping services currently required by HRT.

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

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

Contracting Officer: Donald Shea, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a modification to increase the lawn and landscaping services contract by the not-to-exceed amount of \$89,419.00, from \$1,214,309.20 to \$1,303,728.20.

Contract No: 26-00408	Title: Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services (Renewal)	Contract Amount: Base Year Price: \$138,784.00 Two Option Years Price: <u>\$277,568.00</u> Total Price: \$416,352.00
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Acquisition Description: Enter into a renewal contract with a qualified contractor to provide the continuation of Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services.

Background: Hampton Roads Transit (HRT) requires a Contractor to provide Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services. Under the terms of this agreement, the Contractor will provide 24/7/365 security monitoring by a Tactical Operations team, which includes alert triage and investigation. Managed Detection Response service focuses on threat detection and validation, aiming for a near-zero false-positive rate, which contributes to a more desirable and less disruptive security experience. Incident response will investigate, contain, and eradicate threats, contributing to a safer digital environment.

Contract Approach: An Invitation for Bids was issued May 7, 2026. Two (2) bids were received on May 21, 2026, from the following firms:

- CDW Government, LLC
- GovConnection, Inc. (GovConnection)

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

GovConnection’s bid price 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 GovConnection is technically and financially capable of performing the work.

GovConnection is headquartered in Merrimack, NH and provides similar services to the New Tier Township High School District, in Winnetka, IL; Aspen Square Management, in Agawam, MA; and Eastern Virginia Medical School, in Norfolk, VA. GovConnection also currently provides these services to HRT satisfactorily.

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

No DBE goal was assigned to this solicitation.

Contract No: 26-00408	Title: Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services (Renewal)	Contract Amount:	
		Base Year Price:	\$138,784.00
		Two Option Years Price:	<u>\$277,568.00</u>
		Total Price:	\$416,352.00

Cost/Funding: This contract will be funded with 40% HRRTF and 60% operating funds.

Project Manager: Afonso Alves, IT Manager, Cyber Security Services

Contracting Officer: Jason Petruska, Senior Contract Specialist

Recommendation: It is respectfully recommended 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 \$416,352.00.

Solicitation Results

Firm	Total Bid Price
GovConnection, Inc.	\$416,352.00
CDW Government, LLC	\$461,880.00

GovConnection, Inc.’s Pricing Summary

Base Year	Option Year 1	Option Year 2	Total Price
\$138,784.00	\$138,784.00	\$138,784.00	\$416,352.00

Contract No.: 26-00393	Title: Sign Fabrication, Installation, and Maintenance Services	Contract Amount:	
		Base Year Price:	\$ 472,750.00
		Four Option Years' Price:	<u>\$2,095,310.00</u>
		Total Price:	\$2,568,060.00

Acquisition Description: Enter into a contract with a qualified Contractor to provide sign fabrication, installation, and maintenance services on an as needed basis.

Background: Hampton Roads Transit (HRT) requires the services of a qualified Contractor to fabricate, install, and maintain its service signs throughout the Hampton Roads region. The maintenance and replacement of existing signs in a timely manner is a high priority to HRT, and applies, as appropriate, to all of HRT's modes of transportation and facilities. The types of signs required include, but are not limited to, bus stop signs, single sided signs, Adopt-a-Spot decals, Vicinity Maps, and Information Panels. Under the terms of this Agreement, the Contractor will provide all labor, supervision, materials, equipment, tools, transportation, traffic control permits, design support, fabrication, installation, maintenance, repair, relocation, removal, disposal, and incidentals necessary to provide complete and functional signage systems as directed by HRT's Project Manager.

Contract Approach: An Invitation for Bids (IFB) was issued on April 7, 2026. Six (6) bids were received on May 8, 2026, from the following firms:

- Action Graphics and Signs, Inc.
- CES Consulting, LLC
- SDC Contracting
- Signs Lab, LLC
- The Graphics Shop
- Talley Sign Company

In response to the IFB, bidders were required to provide unit prices for the fabrication, installation, and maintenance of various types of signs, at estimated quantities, as described in the Scope of Work, and as listed in the Price Schedule. After an evaluation of the bids received, HRT staff determined that The Graphics Shop was the lowest responsive (in compliance with submittal requirements) and responsible (capable to perform) bidder; and is therefore eligible for award.

The Graphics Shop's total bid price includes a \$25,000.00 annual allowance for additional signs and optional materials, and any other miscellaneous, non-standard sign fabrication, installation, and/or materials not included in the Price Schedule. Based on a price analysis performed utilizing historical data, and the fact that pricing was obtained in a competitive environment, The Graphics Shop's bid is deemed fair and reasonable. A contractor responsibility review confirmed that The Graphics Shop is technically and financially capable of performing the work.

The Graphics Shop is located in Chesapeake, VA and provides similar services to the City of Virginia Beach Parks and Recreation Department; the City of Norfolk Facilities Maintenance Department; and the City of Chesapeake Parks, Recreation & Tourism Department.

Contract No.: 26-00393	Title: Sign Fabrication, Installation, and Maintenance Services	Contract Amount:	
		Base Year Price:	\$ 472,750.00
		Four Option Years' Price:	<u>\$2,095,310.00</u>
		Total Price:	\$2,568,060.00

No DBE goal was established for this solicitation.

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

Cost/Funding: This Contract will be funded with 28% federal 5307 grant funds, 68% state grant funds, and 4% ACC funds for \$593,000.00; and, the remainder of the Contract will be funded with 65% HRRTF funds, and 35% operating funds.

Project Manager: Kim Ochoa, Program Manager (Facilities & Data Analytics)

Contracting Officer: Jessica White, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to The Graphics Shop to provide sign fabrication, installation, and maintenance services in the not-to-exceed amount of \$2,568,060.00 over a five-year period.

Solicitation Results

Firm	Total Bid Price
The Graphics Shop	\$ 2,568,060.00
SDC Contracting	\$ 3,077,886.24
Action Graphics and Signs, Inc.	\$ 3,357,858.85
Sign Lab, LLC	\$ 5,352,080.17
Talley Sign Company	\$ 9,179,815.85
CES Consulting, LLC	\$10,198,530.00

The Graphics Shop Bid Summary					
Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$472,750.00	\$490,950.00	\$510,110.00	\$533,800.00	\$560,450.00	\$2,568,060.00

Contract No.: 26-00393	Title: Sign Fabrication, Installation, and Maintenance Services	Contract Amount: Base Year Price: \$ 472,750.00 Four Option Years' Price: <u>\$2,095,310.00</u> Total Price: \$2,568,060.00
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Exercise of Options – August 2026

Contract No.	Title	Description	Total Current Value	Period of Performance	Option Year to be Exercised	Total Amount of Option Year
23-00226	Waste Collection and Disposal Services	To provide waste collection and disposal services.	\$292,809.68	1 yr. w/4 1-yr. options	Third	\$60,265.12
23-00228	General Printing Services	To provide general printing services on a task order basis.	\$630,000.00	1 yr. w/4 1-yr. options	Third	\$2,020,000.00
24-00281	Heating, Ventilation, Air Conditioning, Refrigeration, and Plumbing Maintenance	To provide preventative maintenance and repair services for HRT's HVAC/R and plumbing equipment.	\$1,014,162.50	2 yrs. w/3 1-yr. options	First	\$162,279.00
24-00314	Investigative Case Management System	To provide an Investigative Case Management System for HRT's Department of Security Services.	\$105,120.00	1 yr. w/2 1-yr. options	First	\$35,040.00
25-00351	Supervisory Control and Data Acquisition System Hardware and Software Support	To provide support services for HRT's SCADA hardware and software system.	\$926,826.84	1 yr. w/4 1-yr. options	First	\$177,859.00

UPCOMING CONTRACTS FOR APPROVAL

Title	Description	Renewal Contract Expiration Date
Audio/Visual Support Services	To provide audio and visual support services on a Task Order basis.	12/15/2026
Contract and Vendor Software Solution	To provide a commercial off-the-shelf, Software as a Service Contract and Vendor Management Software solution.	New
Improving Real Time Passenger Information	To enhance data completeness and quality of HRT's existing real-time passenger information.	New
In-Row Cooling Tower Replacements	To complete the turnkey upgrade and replacement of HRT's six (6) in-row cooling towers at its Norfolk data center due to the existing units reaching the end of their useful life and expiring support from the manufacturer.	New
Lawn and Landscaping Services	To perform a variety of general lawn and landscaping maintenance services.	8/31/2026
Light Rail Vehicle Midlife Overhaul	To provide the complete, turnkey Light Rail Vehicle midlife overhauls for all nine (9) LRVs.	New
Physical Security System Support Services	To provide services and materials necessary to maintain, modernize, and expand HRT's physical security systems on a task order basis.	9/8/2026
Rail System Surveillance Enhancement Study	To complete a study to improve safety and security of the Tide Light Rail system.	New
Transit Operator/Supervisor Uniforms	To provide uniforms to transit operators and supervisors.	12/9/2026
Veeder-Root Upgrade Project	To furnish, install, configure, test, and commission Veeder-Root fuel and lubricant monitoring systems at multiple facilities.	New