



**Finance and Capital Committee**

**Action Item III-A**

**April 9, 2026**

**Procurement Activity Concurrence**



# Board Document

| OVERVIEW                                  |  |                       |            |
|---|--|-----------------------|------------|
| <b>PRESENTATION NAME</b>                  | Procurement Activity Concurrence   | <b>DOCUMENT NO.</b>   | 300115     |
| <b>ACTION OR INFORMATION</b>              | <input type="checkbox"/> Information<br><input checked="" type="checkbox"/> Action   |                       |            |
| <b>STRATEGIC TRANSFORMATION PLAN GOAL</b> | <input checked="" type="checkbox"/> Service Excellence<br><input checked="" type="checkbox"/> Talented Teams<br><input checked="" type="checkbox"/> Financial & Organizational Efficiency  |                       |            |
| <b>RESOLUTION</b>                         | YES  |                       |            |
| EXECUTIVE OWNER                           |  |                       |            |
| <b>EXECUTIVE TEAM OWNER</b>               | Rickard, David B.  |                       |            |
| <b>DEPARTMENT</b>                         | Finance  |                       |            |
| <b>DOCUMENT INITIATOR</b>                 | Kim, Jenny P.  |                       |            |
| OTHER INFORMATION                         |  |                       |            |
| <b>COMMITTEE</b>                          | <input type="checkbox"/> Exec/OIG<br><input type="checkbox"/> Board<br><input type="checkbox"/> Exec/Non-OIG<br><input checked="" type="checkbox"/> Finance & Capital<br><input type="checkbox"/> Safety & Ops<br><input type="checkbox"/> Board (consent)   | <b>COMMITTEE DATE</b> | [4/9/2026] |
| <b>PURPOSE/KEY HIGHLIGHTS</b>             | Finance and Capital Committee concurrence is requested pursuant to Board Resolution M2025-01 for new awards of \$15 million or more, sole source contracts valued at \$500,000 or greater and change orders or modifications to existing contracts where the cumulative total of the current and all prior modifications exceeds \$1 million or 10% of the original contract amount, whichever is greater. |                       |            |
| <b>DISCUSSION</b>                         | This package includes 2 items, 1 new procurement and 1 sole source award. There are no modification actions in this package.   |                       |            |



# Board Document

|                                  |   |
|----------------------------------|---|
|                                  | <p>The following items will come before the Finance and Capital Committee for concurrence pursuant to Resolution M2025-01.</p> <ol style="list-style-type: none"><li>1. A new procurement award is proposed to procure Station Customer Terminals, spare parts, software maintenance options, and integration to other systems to replace legacy, outdated, and less reliable fare vending machines.</li><li>2. A sole source award is proposed for System Integration of new Station Customer Terminals with our fare collection back-office system.</li></ol> |
| <b>INTERESTED PARTIES</b>        | <ol style="list-style-type: none"><li>1. Indra USA Inc.</li><li>2. Cubic Transportation Systems Inc.</li></ol>  |
| <b>RECOMMENDATION/NEXT STEPS</b> | Staff recommends Finance and Capital Committee concurrence pursuant to Board Resolution M2025-01 for all procurements included in this package.   |
| <b>FUNDING IMPACT</b>            | All related actions were included in the FY2026 approved budget.  |

Attachments:

1. Procurement Activity Concurrence- April 9, 2026, PPT
2. Procurement Activity Concurrence Package – April 9, 2026

# Procurement Activity Concurrence



**Finance and Capital Committee**  
Washington Metropolitan Area Transit Authority  
April 9, 2026

# Delivering Your Metro, the Way Forward

## Procurement Activities Supports all of Metro's Strategic Goals



### Service Excellence

Deliver safe, reliable, convenient, accessible, and world-class service that customers can trust across all modes.

#### Objectives of Service Excellence Goal

- **Safety and Security**
- **Reliability**
- **Convenience**



### Talented Teams

Attract, develop, and retain world-class talent where individuals feel valued, supported, and proud of their contribution.

#### Objectives of Talented Teams Goal

- **Recruitment and Retention**
- **Learning and Development**
- **Customer Service Mindset**



### Financial & Organizational Efficiency

Steward public resources and efficiently allocate resources where they drive the most value, to ensure service delivery.

#### Objectives of Financial & Organizational Efficiency Goal

- **Financial Responsibility**
- **Organizational Efficiency**
- **Energy Management**

# Categories of Procurements for Finance and Capital Committee Concurrence

## Procurement Actions for April 9, 2026

**New Procurements**

≥ \$15 Million

1

**Sole Source**

≥ \$500 K

1

**Cumulative Modifications**

≥ \$1 M or  
10% of the original award  
whichever is greater

0



| Concurrence Category | Description   | Strategic Alignment  | Capital Program Plan   | Anticipated Amount  |
|----------------------|---|--|--|---|
| <b>New Award</b>     | <p><b>Fare Vending Machine Replacement Project</b></p> <p>Station Customer Terminals, spare parts, operating software, maintenance options, and integration to other systems to replace legacy, outdated, and less reliable fare vending machines</p> | <p><b>Service Excellence</b></p> <p><b>Financial &amp; Organizational Efficiency</b></p> | <p>Included in FY2026 Capital Program</p> <p>Fare Collection Modernization</p> | <p><b>Base Contract Value:</b><br/><b>\$38,941,363</b></p> <p><b>Total Options Value:</b><br/><b>\$36,913,384</b></p> <p><b>Total for Base + Options:</b><br/><b>\$75,854,747</b></p> |
| <b>Sole Source</b>   | <p><b>Fare Vending Machine System Integration</b></p> <p>System Integration of new Station Customer Terminals with our fare collection back-office system.</p>  | <p><b>Service Excellence</b></p>   | <p>Included in FY2026 Capital Program</p> <p>Fare Collection Modernization</p> | <p><b>\$17,685,940</b></p>  |



# Discussion





# Procurement Summary for Finance and Capital Committee Concurrence

**Board Control Number:**

**Project Highlight:**  
 New and more reliable customer terminals with more convenient and modernized fare purchasing options, trip planning, multiple languages, and a larger and more accessible customer screen as well as spare parts, operating software on a cloud platform, options for software maintenance services, training, and integration with Smart Trip and Content Management System.

| SUMMARY INFORMATION  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
|--|---------------------------------------|--------|--------|---------------|--------------|---------------------------------|-------------|--|--------------|--|-------------|--|-------------|--|-------------|--|-------------|--|-------------|--|-------------|--|-------------|--|-------------|--------------|---------------------|
| <b>Vendor Name</b><br>Indra USA Inc.   | <b>Contract No</b><br>COBTR255122-W12 |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Description</b><br>Station Customer Terminals, spare parts, software maintenance options, and integration to other systems to replace legacy, outdated, and less reliable fare vending machines.  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Category</b> <input checked="" type="checkbox"/> New Award <input type="checkbox"/> Sole Source <input type="checkbox"/> Modification <input type="checkbox"/> Other  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Total Amount Details</b><br><b>New Award</b><br><input type="checkbox"/> \$15M+ <input type="checkbox"/> \$30M+ <input checked="" type="checkbox"/> \$50M+ <input type="checkbox"/> \$100M+ <input type="checkbox"/> \$200M+  | <b>Total Amount</b> \$75,854,747      |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Sole Source or Modification</b><br><input type="checkbox"/> \$500k+ <input type="checkbox"/> \$1M+ <input type="checkbox"/> \$5M+ <input type="checkbox"/> \$10M+ <input type="checkbox"/> \$50M+   |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Contract Term (including Options, if any)</b><br>51-month base period, with an option for additional product, one (1) five-year option period, one (1) three-year option period and seven (7) one-year option periods, for a total of 15 years in options.  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Option(s) included in Total Amount?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No<br>Option Details:  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <table border="1"> <thead> <tr> <th>Period</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Base Contract</td> <td>\$38,941,363</td> </tr> <tr> <td>Options Products (Base period):</td> <td>\$3,636,623</td> </tr> <tr> <td>Option Period 1 (5 Years) Extended Support</td> <td>\$13,348,273</td> </tr> <tr> <td>Option Period 2 (3 Years) Extended Support</td> <td>\$5,859,195</td> </tr> <tr> <td>Option Period 3 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td>Option Period 4 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td>Option Period 5 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td>Option Period 6 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td>Option Period 7 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td>Option Period 8 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td>Option Period 9 (1 Years) Extended Support</td> <td>\$2,009,899</td> </tr> <tr> <td><b>Total</b></td> <td><b>\$75,854,747</b></td> </tr> </tbody> </table> |                                       | Period | Amount | Base Contract | \$38,941,363 | Options Products (Base period): | \$3,636,623 | Option Period 1 (5 Years) Extended Support | \$13,348,273 | Option Period 2 (3 Years) Extended Support | \$5,859,195 | Option Period 3 (1 Years) Extended Support | \$2,009,899 | Option Period 4 (1 Years) Extended Support | \$2,009,899 | Option Period 5 (1 Years) Extended Support | \$2,009,899 | Option Period 6 (1 Years) Extended Support | \$2,009,899 | Option Period 7 (1 Years) Extended Support | \$2,009,899 | Option Period 8 (1 Years) Extended Support | \$2,009,899 | Option Period 9 (1 Years) Extended Support | \$2,009,899 | <b>Total</b> | <b>\$75,854,747</b> |
| Period   | Amount                                |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Base Contract  | \$38,941,363                          |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Options Products (Base period):  | \$3,636,623                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 1 (5 Years) Extended Support   | \$13,348,273                          |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 2 (3 Years) Extended Support   | \$5,859,195                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 3 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 4 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 5 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 6 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 7 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 8 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| Option Period 9 (1 Years) Extended Support   | \$2,009,899                           |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Total</b>   | <b>\$75,854,747</b>                   |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Renewal?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Procurement Type</b> <input checked="" type="checkbox"/> Competitive <input type="checkbox"/> Non-Competitive   |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Solicitation Type</b> <input checked="" type="checkbox"/> RFP <input type="checkbox"/> IFB <input type="checkbox"/> COOP <input type="checkbox"/> Other:  |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Small Business Program</b> <input type="checkbox"/> DBE <input type="checkbox"/> MBE <input type="checkbox"/> SBE <input checked="" type="checkbox"/> N/A <input type="checkbox"/> ___%   |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |
| <b>Funding Source</b> <input type="checkbox"/> Operating <input type="checkbox"/> Capital (Fed) <input checked="" type="checkbox"/> Capital (Non-Fed)<br><b>Note:</b> Funding source may change based on business needs.   |                                       |        |        |               |              |                                 |             |  |              |  |             |  |             |  |             |  |             |  |             |  |             |  |             |  |             |              |                     |



## **Procurement Summary for Finance and Capital Committee Concurrence**

### **Alignment to Strategic Transformation Plan (STP)**

This project aligns to the Strategic Transformation Plan for Service Excellence and Financial & Organizational Efficiency. **Service Excellence:** This project will remove antiquated legacy equipment that is difficult for customers to use and add machines with large screens that are easy-to-use and serve multiple purposes for the riding public. **Financial & Organizational Efficiency:** This program recognizes the changes in customer payment behavior and right-sizes the number of machines to address new, lower demand. Legacy equipment has multiple components that are out of production and failing. The new equipment will be easier to maintain but also require less service because of new features including cash recycling that will reduce frequency of revenue servicing.

### **Program Office Summary**

Metro is issuing a contract to replace its legacy fare vending machines and is procuring approximately 450 customer terminals, spare parts, operating software on a cloud platform, training, options for software maintenance services, and integration with Smart Trip and Content Management System. Beyond being used to purchase fares, the new Customer Terminals will be more reliable and require less maintenance, have large screens integrated with the content management system to help customers plan trips, estimate fares, receive service and safety alerts, and navigate the local area in as many as 15 languages. Currency recycling and diagnostics will reduce staff service time, and fewer machines in each station will allow Metro to use station space for other purposes.

### **Procurement Process Discussion**

This procurement was solicited as a competitively advertised request for proposal (RFP). Twelve proposals were received by the RFP closing date of April 29, 2025. One proposal was deemed nonresponsive, and eleven proposals were evaluated by the Technical Evaluation Team in accordance with the evaluation criteria. This procurement was conducted as a best value procurement in which technical merit was considered more important than price. A total of eleven proposals were evaluated. Of these, eight proposals received scores below the acceptable threshold and were therefore deemed technically unacceptable and were no longer considered for award. The remaining three offerors achieved acceptable or higher technical ratings and proceeded to price evaluation. Based on the evaluation of price proposals, a competitive range was established consisting of the two offerors with exceptional technical ratings. Best and Final Offers (BAFOs) were requested from the offerors within the competitive range. Following the BAFO evaluation, Indra submitted the lowest price while also maintaining the highest-rated technical proposal. Following negotiations, procurement determined that the proposal submitted by Indra USA Inc. offers the best value to WMATA.

### **Recommendation for Finance and Capital Concurrence**

Finance and Capital Committee concurrence is requested pursuant to Board Resolution M2025-01 for contract COBTR255122-W12, a competitively solicited new award, with a base contract value of \$38,941,363 and a total contract value of \$75,854,747 with options. Options will be exercised at the sole discretion of the Authority. Recommend concurrence to award a contract for Station Customer Terminals to replace legacy fare vending machines to Indra USA Inc.



## Procurement Summary for Finance and Capital Committee Concurrence

**Board Control Number:**

**Project Highlight:**

Maintains connection to fare collection system, including Tap. Ride. Go., Smart Trip on physical cards, and Smart Trip on mobile.

**SUMMARY INFORMATION**

|   |                                       |
|---|---------------------------------------|
| <b>Vendor Name</b><br>Cubic Transportation Systems Inc. | <b>Contract No</b><br>COBTR255127-W13 |
|---|---------------------------------------|

**Description**  
System Integration of new Station Customer Terminals with our fare collection back-office system.

**Category**  New Award  Sole Source  Modification  Other

**Total Amount Details** **Total Amount** \$17,685,940

**New Award**  
 \$15M+  \$30M+  \$50M+  \$100M+  \$200M+

**Sole Source or Modification**  
 \$500k+  \$1M+  \$5M+  \$10M+  \$50M+

**Contract Term (including Options, if any)**  
5 years from contract award date, with no option years.

**Option(s) included in Total Amount?**  Yes  No

Option Details:

| Period             | Amount       |
|--------------------|--------------|
| 5 Year Base Period | \$17,685,940 |

**Renewal?**  Yes  No

**Procurement Type**  Competitive  Non-Competitive

**Solicitation Type**  RFP  IFB  COOP  Other:

**Small Business Program**  DBE  MBE  SBE  N/A  \_\_\_%

**Funding Source**  Operating  Capital (Fed)  Capital (Non-Fed)

**Note:** Funding source may change based on business needs.

### Alignment to Strategic Transformation Plan (STP)

This project is aligned to the Strategic Transformation Plan for Service Excellence: This systems integration contract is necessary to maintain new Customer Terminals in the Smart Trip payments ecosystem.

### Program Office Summary

Metro is replacing fare vending machines with Customer Terminals at all Metrorail mezzanines, including the exit fare machines on the paid side of the faregates. The incumbent vendor, Cubic, holds the intellectual property for the Smart Trip fare system called Nextfare 5. Cubic is also the manufacturer of the customer-facing readers that collect and register taps at faregates, bus fareboxes, parking exits, and fare vending machines. Regardless of who wins the new customer terminal procurement, Metro will continue to use Cubic’s readers so as not to interrupt the Smart Trip customer experience. This is a sole source procurement to Cubic for supplying the readers and integrating the devices with the fare vending machines supplied by the winning customer terminal manufacturer.



## **Procurement Summary for Finance and Capital Committee Concurrence**

### **Procurement Process Discussion**

This action was solicited on a sole-source basis, on January 16, 2025, to Cubic Transportation Systems Inc., pursuant to a Determination & Findings approved for legal sufficiency on November 21, 2024. A proposal due date of March 3, 2025, was established, however 3 amendments to the solicitation occurred, ultimately revising the submission date to April 28, 2025. Due to an ongoing procurement for Fare Vending Machine replacements the evaluation was paused, and the Technical Evaluation team (TET) was convened November 21, 2025. During this initial evaluation WMATA requested classifications on January 15, 2026, and received a revised proposal from Cubic on January 22, 2026. A best and final offer was requested, and a final proposal was received February 5, 2026. Cubic's technical proposal was evaluated by the Technical Evaluation Team and deemed acceptable. Cubic is the proprietary owner of the automatic fare collection technology and does not authorize any resellers or third-party distributors. Following negotiations, Metro determined that Cubic's proposal is fair and reasonable. However, Cubic's pricing for this work will be subject to review and audit by WMATA's Office of Inspector General (OIG). Cubic is a responsible vendor with the technical expertise to provide the system implementation required for this procurement. Therefore, WMATA recommends award to Cubic to provide system integration of new Station Customer Terminals with the fare collection back-office system.

### **Recommendation for Finance and Capital Concurrence**

Finance and Capital Committee concurrence is requested pursuant to Board Resolution M2025-01 for sole source valued at \$17,685,940. Recommend concurrence to award Contract COBTR255127-W13 to Cubic Transportation Systems Inc. for System Integration of new Station Customer Terminals with our fare collection back-office system.