

REQUEST FOR PROPOSALS
WEBSITE DESIGN, DEVELOPMENT HOSTING PROPOSAL
RFP-RH-19-005

NAME	2-Story Creative	Granicus Inc.	CivicPlus, LLC	JessieJames Creative, Inc.	OpenCities, Inc.
ADDRESS	Milwaukee, WI	St. Paul, MN	Manhattan, KS	New York, NY	San Francisco, CA
Years in Business	25 years	20 years	20 years	25 years	11 years
Type of Organization	Partnership	Corporation	Other	Corporation	Corporation
How many years has your company been providing municipal website design services?	First Municipal website they created was for the City of Milwaukee's Forestry Department in 2007. List of other City's websites provided.	Granicus acquired Vision in 2018 a leader is government website design, development and hosting.	Began in 1994 when their founder decided to focus on helping local governments work better and engage their citizens through their web environment.	For last six years they have been focused on changing the paradigm of the way local government portrays itself and provides services online. Behind the scenes they are trying to make their clients lives easier.	For past 10 years they have built hundreds of websites for government clients worldwide. Originally started as SeamlessCMS, but in 2016 re-branded as OpenCities an launched in the US.
How many years has your company been providing web hosting services for?	Since 2016.	20 years.	20 years.	Have been creating and hosting enterprise -grade, mission critical websites for years. Over the past five years they have had a working relationship with Liquid Web.	Hosting for 11 years. US sites are fully hosted in Microsoft AzureGov.
How many years has your company been providing content management services for website?	Has been providing content management services since 2013. Their preferred CMS is WordPress. It is a great option for organizations of all sizes.	20 years	20 years.	Have been building these types of solutions for nearly two decades.	In 20018 when OpenCities was formed they provided bespoke website development leveraging the SeamlessCMS, built by their firm. In 2016, when rebranded OpenCities is now provided as a fully hosted SaaS solution.
Where is your closest facility?	Ann Arbor, MI	St. Paul, Minnesota	Manhattan, Kansas	Lansing, MI	Kansas City, MO and San Francisco, CA.
Who is your parent company?	N/A	N/A	N/A	N/A	OpenCities is wholly owned subsidiary of SeamlessCMS, an Australian Corporation headquartered in Melbourne, AU.
How many municipal clients has your company served?	Seven listed.	Has over 4,000 government clients.	Has over 3,500 current clients.	Eleven listed.	Over 100 governments.
How many clients does your company currently service with the type of services described?	Similar comprehensive services are provided to City of Milwaukee's street car system an the Hop and Physicians Reality Trust.	Has over 4,000 government clients.	More than 2,000 are current CivicEngage clients.	They have approximately 25 active clients right now.	Over 120 governments use their technology.
Please provide a list of client references (min. of 5).	References provided.	References provided.	References provided.	References provided.	References provided.
How many Full-Time employees	7	450	321	10	50
How many Part-Time employees	2		13	2	0
Describe resources and experience you are capable of bringing to the City.	Advertising, brand development, brand management, communications, content creation and crisis communications. Please see response for complete list.	Resumes provided. Research, Design, Site Development, Launch and post launch.	Dedicated project team will assist throughout the development process. Project manager coordinates the process from start to finish.	Bring a mix of branding, design, content creation, strategic smarts, business process and technical skills to the table.	The same team that redesigned Grand Rapids, that led to 235+ digital services being redesigned and resulted in 80% decrease in walk-in traffic for some business lines will be assigned to the City's project.
Describe methods of communication with your clients.	If in-person meetings are not possible they can use a variety of communication methods from web-ex products that allow them to video conference and share screens to project management tools such as Basecamp.		Will mostly be through email and Mavenlink, with some phone calls and virtual meetings to enhance experience.	Believe in a mix of face-to-face and always-on digital communications methods. Project kickoffs is something they prefer to do in person if possible. Weekly or Bi-weekly check in calls over the course of the project.	Manager will work collaboratively with City to determine the best ways to communicate with team.

REQUEST FOR PROPOSALS
 WEBSITE DESIGN, DEVELOPMENT HOSTING PROPOSAL
 RFP-RH-19-005

NAME	2-Story Creative	Granicus Inc.	CivicPlus, LLC	JessieJames Creative, Inc.	OpenCities, Inc.
ADDRESS	Milwaukee, WI	St. Paul, MN	Manhattan, KS	New York, NY	San Francisco, CA
What are your billing procedures	They invoice on the 15th of the month and supply a detailed report of hours spent by task and employee.	Typically they will invoice the City on an annual basis for services rendered.		For projects of this nature, they normally bill in phases tied to deliverables.	Fee is payable upon contraction execution for the first year.
Can you meet insurance requirements?	Yes	Yes	Yes	Yes	Yes
Preferred payment method?	ACH	Check	ACH	Credit Card	ACH
Pricing					
Lump Sum total not-to-exceed Project Cost	\$222,625.00	\$111,656.00	\$16,763.00 Year one cost only	\$68,500.00	\$98,750.00 Total four year investment 60,350.00 Total first year investment
Additional programming services hourly rate?	\$125.00	Between \$85-\$135 per hour	Upon Request	\$125.00 Blended Rate	\$115.00

REQUEST FOR PROPOSALS
WEBSITE DESIGN, DEVELOPMENT HOSTING PROPOSAL
RFP-RH-19-005

NAME	Revize Government Websites	Technicate Solutions, Inc.	UVS Infotech, LLC (UVS)	V2Soft Inc.
ADDRESS	Troy, MI	Rancho Cordova, CA	Laurel, MD	Bloomfield Hills, MI
Years in Business	24 years	20 years	7 years	20+ years
Type of Organization	Corporation	Corporation	Partnership	Corporation
How many years has your company been providing municipal website design services?	Was founded in 1995 as a "new media" development company. They now have more than 1,200 clients in North America and have created websites designs for hundreds of municipalities and counties.	Has been building and deploying websites since 1999. While not focused on municipal websites and in the public sector, they have successfully completed public sector website redesign projects.	Has been providing these services for the last 7 years. Was awarded a major IDIQ contract to provide IT Technical and professional services for Web Technologies to all local, county and state-owned K-20: Schools, colleges, universities and library systems in Maryland.	Has been providing municipal website design services since 2008. Has been providing services to municipal governments for more than 11 years. Also providing services to municipal and federal clients
How many years has your company been providing web hosting services for?		Has been providing website hosting services for selected clients since its inception.	Have been providing web hosting services for over 7 years.	Has been providing web hosting services since 2012. Has supported large automotive company based out of US and Canada in hosting of the Web based application in cloud environment.
How many years has your company been providing content management services for website?		Technicate has been designing and developing websites that utilize content management systems for the last twelve years.	Content Management services offered for the last 7 years. Provides CMS to a very large multi-billion dollar client that has offices across the globe in different time zones.	Has professional experience in providing content management services. List of clients has been included.
Where is your closest facility?	Troy, MI	Rancho Cordova, CA	Laurel, MD	Bloomfield Hills, MI
Who is your parent company?	None	N/A	N/A	N/A
How many municipal clients has your company served?	Roughly 1,500 government entities.	Two	Six plus all local, county and state-owned K-20: Schools, colleges, universities and library systems in Maryland.	Ten listed.
How many clients does your company currently service with the type of services described?	Currently services around 1,200 clients.	Three customers.	Currently executing a large website redesign project for a large community college. The project includes implementation of a CMS that the community college purchased from UVS and also all customizations.	Eight clients listed with the description of services listed. Website development, website redesign, Hosting, and maintenance.
Please provide a list of client references (min. of 5).	References provided.	References provided.	References provided.	References provided.
How many Full-Time employees	40	9	32	1000+
How many Part-Time employees	5	0	5	N/A
Describe resources and experience you are capable of bringing to the City.	They will tailor the project on the needs of the City. It starts with project planning and analysis. That process will include in-person stakeholder meetings with employees and residents.	Has built websites and web-based software applications for a wide array of public and private-sector clients. Recently did site redesigns that were very similar in requirements pertaining to look and feel, site performance and integration features.	Project engagements start with defining a vision through understanding their client's requirements, create a matrix that captures each requirement. Their project management process layout of tasks associate to achieve the project goals, resource allocations, timelines to ensure timely delivery dates.	Extensive experience in website redesign, development, hosting, and maintenance & support services. Project manager has experience in managing website redesign projects and other team member has similar level of experience.
Describe methods of communication with your clients.	Communicates through and online project portal. This is the most efficient and transparent way to communicate. They offer live phone support, email support and periodic in person meetings as requested.	Status meetings with the City's designated contacts on a regular basis.	All project conference calls are managed through the collaboration site with an ability to record meetings and store them for the team to access and review.	Will draft a communication plan in the kick-off meeting and stakeholder meetings. Includes written reports, published lists, oral communications and meetings.

REQUEST FOR PROPOSALS
WEBSITE DESIGN, DEVELOPMENT HOSTING PROPOSAL
RFP-RH-19-005

NAME	Revize Government Websites	Technicate Solutions, Inc.	UVS Infotech, LLC (UVS)	V2Soft Inc.
ADDRESS	Troy, MI	Rancho Cordova, CA	Laurel, MD	Bloomfield Hills, MI
What are your billing procedures	Billing procedures are flexible. During the project they can bill as a percentage of the project is complete.	Provides a standard invoice for the initial task and bills against each task completed and verified. Once website is in production, the standard maintenance retainer is activated and billed on a monthly cycle.	Billing team will send the invoice as per purchase order. They typically do net 30 terms but open to work with the city standard payment terms.	Scheduled payments are agreed within the statement of work either by timeframe or project milestones. All payments are expected to be Net 30 days.
Can you meet insurance requirements?	Yes	Yes	Yes	Yes
Preferred payment method?	Check	Check, ACH, or MasterCard under \$5,000.00	ACH	ACH
Pricing				
Lump Sum total not-to-exceed Project Cost	\$31,300.00	\$91,465.00	\$353,878.00	\$497,399.00
Additional programming services hourly rate?	\$125.00	\$141.00	\$120.00	See list of positions and hourly wage