



## **Staff Report**

**Subject:** City Website Bid

**Department/Program:** Administration

**Explanation:** The City of Ballwin went out to bid for a new website in March of 2026. 47 bids were received. Comparing bids from each company can be difficult because it is not comparing apples to apples with features each web company offers. Bids ranged from \$13,000 - \$125,000, depending on what they offered and included. Some did not include hosting, which the City needs.

City Staff favored web providers that had previous government experience (in Missouri was a plus), could get the website up and running before the end of the year, had a relatively low cost, could bring the website into new ADA compliance standards, could host securely, offered easy to navigate government website experience and was familiar with working with municipal governments. One of the most important factors was ease of use and not requiring staff to be involved in complicated web design build, as I am the only one who will be involved in that aspect.

The City recommends going with CivicPlus for our website provider. They were not the lowest bidder, but their bid is the closest aligned to what City staff are looking for in a website provider.

CivicPlus has been working with local governments on websites for 27 years. The nearby cities of Ellisville, Chesterfield, Des Peres, Wildwood, Manchester, Hazelwood, University City and more local cities have CivicPlus as their web provider. This means residents and nearby neighbors can easily search our features, programs and offerings through our website as they are accustomed to using CivicPlus's user interface as well.

CivicPlus also has their own included agenda and meeting software. We currently pay \$7,400 for an upgraded version of CivicPlus's agenda and meeting management software that is reaching end of life in June of 2027. This could save us \$7,400 a year to go with the included software on our CivicPlus website.

CivicPlus sent two bids, one with the number of web pages they're recommending transferring over at \$24,490.75 and another at \$40,080.75 for transferring all 566 pages of our current website to CivicPlus, some of which will likely be redundant and will not need to be transferred over.

**Recommendation:** Staff recommends going with CivicPlus for the City's new website, at a cost not to exceed \$40,080.75 for the first year, and a recurring annual cost of \$11,191 a year. This is under the budgeted amount of \$75,000.

**Submitted By:** Megan Freeman

**Date:** April 13, 2026

# CITY OF BALLWIN TABULATION OF BIDS

<b>RFP # 25-25</b>
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<b>Bid Item:</b>	<b>Date Opened:</b>	<b>Dept:</b>
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Company	Cost	Date Ready	Government Website Experience?	Recurring Costs	
1. WorkSub.co	\$108,000	40 weeks	-Sacramento Public Library -Cobb County Government -NIH Office of Data Science Strategy	Included	
2. Yeshaya.dev	\$43,500	17 weeks	-Peachtree VA	\$3,600/year	
3. NJ Technos	\$45,000	10-12 weeks	None	Not included in bid	
4. Wdesigna	\$59,000	24 weeks	None	\$2,500/month for maintenance retainer	
5. Bonfire	\$95,400 – 116,400	22 weeks	None	\$3,600/month	
6. Runtime Solutions Pvt. Ltd.	\$32,500	15-16 weeks	Outside of the United States	\$4,500/year	
7. Ontario Inc.	\$19,300	15-20 weeks	Thames Valley School Board	\$1,800/year for hosting	

				\$500/mo for SEO & analytics reporting retainer \$300/session for training	
8. HappyWP	\$52,500	17 weeks +	None listed	\$1,800/year for hosting \$8,388/year for base support plan	
9. Seattle PPC Agency	\$50,400	4 months	None listed	\$1,200-\$2,500/year	
10. prometsource	\$49,449	4-5 months	Rochester, NY Worcester, MA Orange Co, CA Martin County, FL +more	\$15,300/year	
11. Pathlight Ventures, llc	\$72,500	6 months	None listed	\$10,560/year	
12. Zemmouri Productions	\$13,000	17 weeks	California DMV US Capitol Tours and Visitor Services (Unable to verify)	\$2,388/year \$199/month retainer for support	
13. Ask the Egghead, Inc.	\$54,320	24 weeks	Morgan State University University of DC	\$5,820/year	
14. Bluequest	\$65,000	24 weeks	None listed	\$4,200/year-hosting \$6,000/year-ongoing support \$1,500/year – ADA monitoring	

15. iSpectra	\$35,000	24 weeks	Dept of State USAid	\$10,000/year	
16. Quick Brown Fox	\$77,000	20 weeks	Providence, RI Fall River, MA	\$15,600/year	
17. Huis Digital LLC	\$68,286.40	18 weeks	None Listed	\$6,600/year	
18. CivicPlus	\$24,490.75 - \$40,080.75	16-26 weeks	Ellisville, MO Chesterfield, MO Des Peres, MO Wildwood, MO Manchester, MO Liberty, MO Hazelwood, MO University City, MO	\$11,191/year	
19. Beyond Marketing & Events	\$75,000	20 weeks	Long Beach, CA	\$6,000/year	
20. Concourse	\$18,000	10 weeks	Worked with but no website creation	\$18,000/year	
21. Planeteria Media	\$58,500	6-8 months	Wentzville, MO Albert Lea Vancouver, WA Nixa, MO	\$4,200/year hosting \$3,300/year Maintenance & Auto ADA	
22. Encyphers LLC	\$65,000	19 weeks	Perryville, MO Ste. Genevieve, MO	\$12,000/year maintenance & support	
23. Web Experts Nepal	\$17,040	13 weeks	None listed	\$1,400/year Hosting fees not included	

24. Exemplifi	\$73,000	6 months	Numerous state, transit & museums	\$6,000/year	
25. Qlogic LLC	\$59,750	20-24 weeks	Asbury Park Housing Authority, New Jersey	\$3,600/year hosting \$6,200/year maintenance	
26. Taatgen Development LLC	\$75,000	16-22 weeks	None listed	\$7,500/year hosting \$5,000/year optional content update assistance	
27. Snowberry Media	\$19,825	18 weeks	Port of Vancouver	Does not include hosting can for \$100-\$600/month	
28. RevenFlo	\$74,500	36 weeks	None listed	\$5,200/Year	
29. HubSpire	\$52,525 - \$62,075	14-16 weeks	New York State Parks NYSDEC	\$600/year hosting \$602.80/year licensing	
30. V Group	\$65,600	41 weeks	Georgia Dept. of Education	\$3,000/month for website \$1,800/month SEO	
31. Marketing Alliance	\$19,750	October 2026	North Florida Economic Development Partnerships Wise County Economic Development +more	\$2,850/year	

32. Revize	\$61,800	20-28 weeks	Ladue, MO O'Fallon, MO Richmond Heights, MO Sikeston, MO +more	\$9,700/year \$3,900/year AI Chatbot & search (optional)	
33. Pastilla	\$115,000 (not including hosting fees)	9 months	Santa Clarita, CA Santa Clara, CA Pasadena, CA +more	No hosting included	
34. Public Digital Works	\$98,000 - \$125,000	20 weeks	Consumer finance.gov	\$6,000/year	
35. MoveWorth	\$104,500	24 weeks	None listed	\$22,000/year	
36. Med Innovate Solutions	\$58,993	September 25, 2026	Oromocto, Canada Piedmont Triad Airport Authority (NC)	\$600/year hosting \$98-\$348/social media integration	
37. Numeric Technologies	\$71,521	October 2027	Durham Co, NC Milwaukee Co, WI Milwaukee Health Dept Gurnee Park District, IL +more	\$750/year	
38. MINDSCAPE	\$49,210 Only includes 20 pages of content migration, \$500/page	14-15 weeks	None listed	\$150/month	
39. Technology Teric	\$66,500	14 weeks	Hawaii Tourism Authority	\$13,200	

			Niagara Falls Tourism		
40. JW Creative	\$60,000-\$83,000	October 6, 2026	None Listed	\$7,200-\$10,200	
41. Expressive Tek	\$62,550-\$86,250	September 1, 2026	Ours currently	Not included	
42. M!NDK	\$44,840	16 weeks	None Listed	\$300-\$600/year	
43. GHD Digital	\$71,508	24 weeks	Mohave Co, AZ Evans, CO College Station, TX	\$12,588/year	
44. Wandr Studio	\$115,000- \$125,000	20-24 weeks	US Air Force WWF WHO	Not listed	
45. EvenVision	\$69,500	29 weeks	San Francisco Open Studios CalPoly Humboldt	\$3,600	
46. Invictechinc	\$32,500	14 weeks	None Listed	\$120-\$150/month \$100/year \$25/month	
47. Zyxware Technologies	\$73,080	10 months	Worked with, but none created	\$13,500/year	
<b>TOTAL GROSS PRICE</b>					
<b>TOTAL NET PRICE</b>					
<b>DELIVERY DATE</b>					

Attending Opening: Dept Rep \_ Finance Rep \_