



Legislation Text

File #: 18-0338, **Version:** 1

Resolution Determining AXS Digital LLC, T/A Carbonhouse to be the Only Source Practically Available From Which to Procure Website Hosting and Maintenance Services for Hampton Coliseum/Hampton Arts Commission Websites

PURPOSE/BACKGROUND:

In 2012, through a Requests for Proposal (RFP) process, Carbonhouse was selected to design, host, and maintain the HamptonColiseum.org and HamptonJazzFestival.com websites. One of the deciding factors in selecting Carbonhouse is they are the only website developer whose technology is focused specifically to the needs of the Entertainment Industry. In 2013, as the Hampton Arts Commission department was merged with Coliseum Operations, Carbonhouse was selected through the RFP process to design, host, and maintain the HamptonArts.net website. Since 2012, \$53,000 has been invested in design and development of the three websites, plus \$82,000 in hosting licenses, maintenance, upgrades, and content changes. As the contract draws to an end, it is the desire of Hampton Coliseum/Hampton Arts Commission to retain Carbonhouse to host and maintain the existing websites that promote Hampton Coliseum, The Hampton Jazz Festival, the American Theatre, and the Charles Taylor Visual Arts Center events. Carbonhouse's proprietary Content Management Service (CMS) is the technology that controls the operation of our websites and can only be provided by Carbonhouse.

Only Carbonhouse can continue to host and maintain the existing Hampton Coliseum/Hampton Arts Commission websites because the CMS, which controls the functionality of the websites, is Carbonhouse's own proprietary technology. Without Carbonhouse's CMS, our websites will not function.

Alternative vendors were not considered because Carbonhouse has proven to be the best hosting and maintenance provider for our websites by providing exceptional functionality with zero down time and only their CMS technology will operate our websites. If an alternative vendor were selected, the existing websites would no longer function and new websites would have to be created, requiring another large investment to recreate and develop the websites.

Site hosting and maintenance are \$16,800 annually for all three websites. Upgrades and content changes will be billed additionally, as required. The Hampton Jazz Festival reimburses Hampton Coliseum \$4,800 annually for the Hampton Jazz Festival website hosting and maintenance fees, plus any additional expenses incurred for upgrades and content changes.

Discussion:

See Purpose/Background Above.

Impact:

See Purpose/Background Above

Recommendation:

Approve the Resolution.

WHEREAS, the City Council of the City of Hampton, Virginia ("City Council") desires to authorize the continued use of Carbonhouse website developers for the hosting and maintenance of hamptoncoliseum.org, hamptonarts.net and hamtponjazzfestival.com websites;

WHEREAS, City Council determined the preferred source for the hosting and maintenance of said websites, to be the original website developers;

WHEREAS, Carbonhouse is located at 5727 Westpark Drive in Charlotte, North Carolina, 28217;

WHEREAS, Carbonhouse has continually operated since 1999;

WHEREAS, Carbonhouse is known for specializing in the creation and maintenance of websites for venues, utilizing responsive design, social media integration and search engine marketing;

WHEREAS, Carbonhouse has maintained the Hampton Coliseum/Hampton Arts Commission websites functionality 100% with zero down time; and

WHEREAS, Carbonhouse has exceeded the expectations of Hampton Coliseum/Hampton Arts Commission over the past six years through exceptional site support, functionality, and affordability.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF HAMPTON, VIRGINIA:

1. That the contract for procuring the website hosting and maintenance services described above may be negotiated and awarded to AXS Digital LLC, T/A Carbonhouse as the "sole source" without competitive sealed bidding or competitive negotiation for the life of the websites as set forth in Code of Virginia §2.2-4303(E);
2. That the City Manager or her authorized designee is authorized to negotiate and execute a hosting and maintenance contract with Carbonhouse; and
3. That the notice awarding the contract to Carbonhouse shall be posted in a public place pursuant to Code of Virginia §2.2-4303(E).