

RESOLUTION NO. 2025-99

AUTHORIZING CONTRACT NO. 2024-211(A) WITH KALAMUNA, INC. TO PROVIDE A PAAS WEB HOSTING SOLUTION FOR A PERIOD OF THREE YEARS IN AN AMOUNT NOT TO EXCEED \$248,308.00 WITH TWO, ONE-YEAR OPTIONS IN AMOUNTS NOT TO EXCEED \$78,719.00, AND \$82,654.00, RESPECTIVELY, FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$409,681.00 FOR A FIVE-YEAR PERIOD (GENERAL FUND, MANAGEMENT INFORMATION SERVICES DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority ("Authority") has the need to obtain a Platform as a Service ("PaaS") Web Hosting Solution to upgrade and maintain its external, internal, and procurement websites for a period of three years with two, one-year options; and

WHEREAS, the proposal from Kalamuna, Inc. ("Kalamuna"), located at 1111 Broadway, Suite 300, Oakland, CA 94607, to provide a PaaS Web Hosting Solution for a period of three years with two, one-year options, was received on February 28, 2025; and

WHEREAS, after negotiations, Kalamuna has offered to provide the services at negotiated rates resulting in an amount not to exceed \$248,308.00 for a period of three years, with two, one-year options in amounts not to exceed \$78,719.00, and \$82,654.00, respectively, for a total amount not to exceed \$409,681.00 for a five-year period; and

WHEREAS, the General Manager, Chief Executive Officer deems the offer from Kalamuna to be in the best interest of the Authority, price and other factors considered, and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the offer from Kalamuna to provide a PaaS Web Hosting Solution for a period of three years with two, one-year options be and the same is hereby accepted.

Section 2. That the General Manager, Chief Executive Officer of the Authority be and she is hereby authorized to enter into a contract with Kalamuna to provide a PaaS Web Hosting Solution for a period of three years, with the authority to exercise the two, one-year options.

Section 3. That said contract shall be payable through the General Fund, Management Information Services Department budget, in an amount not to exceed \$248,308.00, with two, one-year options in amounts not to exceed \$78,719.00, and \$82,654.00, respectively, for a total amount not to exceed \$409,681.00 for a five-year period.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon future funding, compliance by the contractor with the specifications and addenda, if any; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

Section 5. That the Authority's Board of Trustees expects that Kalamuna will attempt to exceed the 0% minimum DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: September 23, 2025



President

Attest: 

Secretary-Treasurer



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| TITLE/DESCRIPTION: CONTRACT: PaaS WEB HOSTING SOLUTION VENDOR: KALAMUNA, INC. AMOUNT: NTE \$248,308.00 FOR A PERIOD OF THREE YEARS, WITH TWO, ONE-YEAR OPTIONS IN AMOUNTS NTE \$78,719.00, AND \$82,654.00, RESPECTIVELY, FOR A TOTAL AMOUNT NTE \$409,681.00 FOR A FIVE-YEAR PERIOD | Resolution No.: 2025-99 |
| | Date: September 18, 2025 |
| | Initiator: Management Information Services Department |
| ACTION REQUEST: <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____ | |

1.0 **PURPOSE/SCOPE:** This action will allow the Greater Cleveland Regional Transit Authority ("Authority") to enter into a contract for a Platform as a Service ("PaaS") Web Hosting Solution for a period of three years with two, one-year options.

2.0 **DESCRIPTION/JUSTIFICATION:** The Authority has three web sites: an external website, a procurement website for advertising solicitations, and an intranet for employees. All three utilize Drupal 10 for content management. The Authority's web development team consists of two full-time employees. The demand for the Authority's web development team exceeds its capacity, causing delays to updates and maintenance of the Authority's web sites. Adding staff to the web development team is not cost effective. The best path forward is to outsource the web hosting platform. The Authority needs a qualified vendor to provide a Drupal-based web hosting solution, including implementation services. These services include project management, design reviews, current site migration, testing, quality assurance, training, and support.

3.0 **PROCUREMENT BACKGROUND:** The Request for Proposals was posted on the Procurement website and advertised in the local newspapers. Eight (8) proposals were received on February 28, 2025 in response to this solicitation. After evaluation by a panel of Authority employees in accordance with established Procurement Department policies and procedures and subsequent negotiations, the proposal from Kalamuna, Inc. ("Kalamuna"), to implement a Drupal web hosting solution for a period of three years in an amount not to exceed \$248,308.00, with two, one-year options in amounts not to exceed \$78,719.00, and \$82,654.00, respectively, for a total amount not to exceed \$409,681.00 for a five-year period, was determined to be in the best interest of the Authority.

A cost analysis was performed, and the Procurement Department has determined the negotiated amounts for the period of three years with two, one-year options to be fair and reasonable to the Authority.

4.0 **DBE BACKGROUND:** DBE requirements have been met. A 0% DBE goal was established for this procurement due to the lack of certified DBE firms.

5.0 **POLICY IMPACT:** Does not apply.

- 6.0 **ECONOMIC IMPACT:** This procurement will be funded through the General Fund, Management Information Services Department budget, in an amount not to exceed \$248,308.00, with two, one-year options in amounts not to exceed \$78,719.00, and \$82,654.00, respectively, for a total amount not to exceed \$409,681.00 for a five-year period.
- 7.0 **ALTERNATIVES:** Reject this offer. Rejection of this offer would leave the Authority with limited capacity to update and maintain its web sites.
- 8.0 **RECOMMENDATION:** This procurement was discussed by the Board of Trustees at the September 9, 2025 Organizational, Services & Performance Monitoring Committee meeting. It is recommended that the offer from Kalamuna be accepted and the resolution adopted, authorizing the General Manager, Chief Executive Officer to enter into a contract.
- 9.0 **ATTACHMENTS:** None

Recommended and certified as appropriate to the
availability of funds, legal form and conformance with
the Procurement requirements.


General Manager, Chief Executive Officer