

Request for Qualifications for Small Business Advisory Services

APC Overview

Access Plus Capital (APC) is a diverse 501(c)(3) non-profit organization and mission-based lender anchoring small businesses and the communities where they do business with resources and opportunities to accelerate economic development and close the racial wealth gap.

APC provides direct consulting services and cohort-based programming to diverse-led for-profit and non-profit entities to advance equitable economic development strategies that drive generational wealth-building in disadvantaged communities across Central California. In 15 counties in California, APC provides capital to start-up and existing small businesses.

Opportunity Overview

Access Plus Capital is seeking statements of qualifications from experienced consultants and firms to provide small business advisory services in the following areas:

- Access to Capital
- Accounting
- Business Formation
- Business Planning
- Financial Advising
- Human Resources
- Marketing and Sales
- Operational Excellence
- Strategic Planning
- Workforce/Talent Development
- Legal Advising

These services will be made available to local small businesses and entrepreneurs through Access Plus Capital's small business support programs. We are looking for providers that have demonstrated experience and expertise in delivering high-quality advising and consulting services tailored to the needs of small businesses across diverse industries and specialties. We are looking for providers in rural/urban markets across California, with experience working with emerging businesses, BIPOC-owned businesses, micro-businesses, and low-wealth businesses. We are also seeking providers that speak other languages in addition to English.

Scope of Services

Selected consultants will work directly with small business owners and entrepreneurs one-on-one or through cohort-based trainings to provide advice, coaching, education and actionable recommendations related to the consultant's specific area of expertise.

Consultants design and deliver instructional slides, educational modules, templates, and curriculum on various business topics, Project-based work may also be scoped for individuals or groups of small business clients with specialized needs.

Submission Requirements: Please provide the following information to demonstrate your qualifications:

1. Overview of your experience providing advisory services to small businesses and entrepreneurs, both one-on-one and program based. If applicable, please highlight specific industries and specializations and experience working with businesses owned by people of color, low-wealth individuals, formerly incarcerated individuals, and other socio-economic disadvantaged individuals.
2. Brief biographies and resumes of the key staff that would be involved in this work.
3. (3) client references including client name, client contact information, and brief description of services provided to client.
4. Hourly rates/ranges for key personnel by type of services (if applicable).

Please submit submission by March 22, 2024, to impact@accesspluscapital.com Access Plus Capital's RFQ responses will be evaluated based on relevant expertise, experience, value and overall fit. For questions, please reach out to impact@accesspluscapital.com

Thank you for your interest in working with Access Plus Capital. We look forward to reviewing submissions from qualified consultants and firms with expertise in small business advisory services.