

DeKalb County - Department of Purchasing and Contracting								
RFP 2026-006 Constituent Financial Empowerment Services (Three (3) Year Multiyear Contract with One (1) Option to Renew)								
PROPOSERS								
Criteria	Business2Banker Connection, Inc.	Business Operational Support Services, LLC	EpochHarvest, Inc.	Georgia Micro Enterprise Network	Lesley Connects/Seven21 Designs	National Property Institute, LLC	Operation HOPE, Inc.	Urban League of Greater New York
Technical Approach	Shows some alignment with the County’s vision but lacks clarity in procedures, metrics, and project scheduling, especially given the ambitious scope and multiple subcontractors.	Solid concept but lacks clear responsibility separation, detailed scheduling, workflows, KPIs, and strong linkage to DeKalb-specific implementation; strong methodology but limited operational detail.	Aligns with the County’s vision and has a strong financial model but lacks clear task-level schedules, responsibility breakdowns, and detailed curriculum needed to show full implementation readiness.	Moderately aligns with the County’s vision with a strong entrepreneurship and financial literacy model, but lacks clear task-level staffing, detailed timelines, defined subcontractor roles, and individual-level curriculum materials.	Aligns with the County’s vision and offers a strong curriculum and engagement model but lacks clarity on County vs. provider responsibilities, detailed staffing allocations, and a fully developed task-level schedule.	Aligns with the County’s vision and offers strong curriculum elements but lacks clarity on County responsibilities, subcontractor roles, and task-level scheduling needed to show full implementation readiness.	Strongly aligns with the County’s vision and offers a comprehensive curriculum and outreach model but needs more detail on staffing allocations, task-level sequencing, and timeline dependencies to fully demonstrate execution readiness.	Aligns with the County’s vision with strong curriculum, KPIs, and procedures, but the schedule and annual targets need more detail to validate timeline assumptions and staffing needs.
Project Management	Solid framework with clear accountability and reporting, but oversight may be difficult with many subcontractors and QA/QC details are limited.	Aligned with the technical approach but lacks clarity in task-level staffing, subcontractor roles, oversight, and reporting, especially with multiple partners.	Shows organizational capacity but provides limited detail on staffing assignments, responsibilities, oversight, and subcontractor use, at times relying on one staff member.	Generally aligned with experienced leadership, but needs clearer task assignments, staff effort allocation, subcontractor roles, and examples of existing systems.	Structure aligns with project needs, but clearer responsibilities, staffing levels, subcontractor roles, and execution procedures are required.	Relevant experience and partnerships noted, but clearer detail on staffing, certifications, subcontractor responsibilities, and management/reporting procedures is needed.	Robust management with strong systems and reporting, but needs more detail on staffing allocations, task-level responsibilities, and DeKalb-specific deployment.	Solid structure with qualified HUD-certified staff and defined workflows, but clearer task assignments, staffing levels, and subcontractor reporting procedures are needed.
Personnel	Qualified team with strong leadership, but staffing depth, certifications, and clarity on curriculum instructors are not fully established.	Team appears qualified, but inconsistent documentation of roles, certifications, and subcontractor responsibilities raises concerns about staffing depth and team composition.	Qualified staff with HUD and business support expertise, but limited role documentation and reliance on one individual raise concerns about full program delivery.	Highly qualified team with strong financial empowerment experience, but task-level assignments and subcontractor responsibilities need more specificity.	Qualified professionals and subject-matter experts, but clearer task assignments, staffing availability, and defined subcontractor roles are needed.	Team appears qualified with HUD certification and strong bios, but clarity on staffing allocations, roles, and complete resume documentation is needed.	Highly qualified team with strong leadership and coaching credentials, but alignment between resumes and assigned roles needs improvement, especially for task-level staffing.	Highly qualified HUD-certified staff with strong resumes, but clearer task-level assignments and effort allocation would strengthen capacity confidence.
Organizational Qualifications	Relevant experience and partnerships, though limited large government-funded and DeKalb-specific experience.	Meets core requirements with strong partner support but needs clearer documentation of capacity, certifications, comparable programs, and HUD-certified resources.	Innovative with solid credentials, but lacks evidence of long-term comparable programs and appears understaffed.	Strong entrepreneurship and financial empowerment experience, but needs clearer counseling certifications, local implementation plans, and DeKalb-specific history.	Strong outreach capacity but relies heavily on subcontractors and lacks detail on comparable long-term programs, certifications, and DeKalb-specific experience.	Strong housing experience and familiarity with DeKalb, but needs more detail on comparable engagements, reporting systems, and certified personnel.	Extensive national expertise and strong systems, though limited prior DeKalb-specific work.	Extensive HUD-aligned and financial empowerment experience with strong certifications and deep DeKalb County knowledge.
Financial Responsibility	Three years of financial statements were submitted. Indicators such as negative equity, limited cash reserves, long-term liabilities, and prior operating losses raise concerns.	Financial responsibility is referenced but inconsistently supported, with unclear or missing financial statements and low operating income.	Financial records indicate some capacity and recent growth. Organization is small, undergoing restructuring, or shows limited revenue history.	Financial information shows stability and capability.	Financial information was submitted. Appears limited or insufficient for full verification, with concerns about cash flow, small organizational size, and missing multi-year financial documentation.	Financial responsibility is partially demonstrated. Missing multi-year statements, unclear establishment information, and concerns about financial position.	Shows strong financial capability and stability.	No financial documents were provided.
References	All required references provided, including subcontractors, though comparable project details were limited.	References verified for contractors and subcontractors, though some were not directly comparable.	References strong and relevant across respondents.	All required references provided and appear strong, though subcontractor references were inconsistent.	All required references provided and generally positive and relevant.	References adequate, though some related more to construction than counseling, and subcontractor references were incomplete.	All references provided and show strong, relevant past performance, including comparable government and banking projects.	All required references provided, including completed forms for contractors and subcontractors, with relevant experience shown.
Local Small Business Enterprise (LSBE) Participation	Prime is LSBE-DeKalb Certified (10 points)	Obtained 15% LSBE-DeKalb participation and 10% LSBE-MSA Participation - Prorated (10 pts)	Obtained 20% LSBE-DeKalb participation (10 pts)	Obtained 20% LSBE-DeKalb participation (10 pts)	Obtained 20% LSBE-MSA participation (5 pts)	Prime is LSBE-DeKalb Certified (10 points)	Obtained 30% LSBE-MSA participation (5 points)	Obtained 20% LSBE-DeKalb participation (10 pts)