

Written Question and Answers for RFP# 26 609 0000 00001 Entrepreneur Training

QUESTIONS	ANSWERS
We are reaching out to ask if your department is interested in receiving proposals scoped for a specific sector, in our case child care entrepreneurs, or if the successful offeror must serve all entrepreneurs.	This Request for proposals (RFP) seeks entrepreneurial training to Native American business owners. There are no specific sector limitations on type of entrepreneurs.
Would these be in-person trainings, virtual trainings, or a hybrid model that is needed?	This RFP documents state that trainings must be presented in-person.
Can the Agency provide its estimate of the total number of resource hours (by role or functional area, if available) that the Contractor is expected to dedicate under this Agreement within the contract term?	There are no number of resource hours that will be expected or anticipated. This RFP will be deliverable based on the scope of the procurement, thus those deliverables listed in the RFP would need to be met.
Will the Agency provide anticipated workload fluctuations or project phases so that The Strategy Group can ensure adequate capacity while staying within the compensation limit?	This RFP will be deliverable based on the scope of work and purpose of procurement. The deliverables will be similar to "phases".
What is the approximate dollar amount available for the contract period?	The agency cannot disclose budget information for this procurement since it was not disclosed in any public meetings and is not disclosed in the RFP document.
What is the expected number of businesses that should be served during the contract period?	The RFP has no minimum or maximum number of businesses that should be served during this contract period.
UNM Anderson School of Business has 2 platforms. The first is one-on-one consulting for business advice and the second is an online course to instruct people how to build an e-commerce platform. Can the funds be used to adapt these	The RFP does not limit training structures. The RFP does state there must be in-person trainings for current and prospective Tribal citizens and Native-Owned businesses. If proposals present structures where current platforms will

two platforms specifically for Tribal Citizens and Communities?	“adapt” to provide in-person trainings and meet all other RFP requirements to Tribal Citizens and Communities, then yes.
There is a local economic development program that provides Native American businesses. Can these funds be used to provide matching funds to businesses that received these awards?	The primary purpose of this RFP is for the Contractor to develop materials and train tribal entrepreneurs, as well as meet other requirements listed in the RFP and not to match funds for businesses.
Will you consider extending the deadline for submitting the questionnaire from references (Appendix F) from September 26 to October 3?	APPENDIX F due date will be changed to October 6, 2025, 5:00PM MST. This will be done via RFP Amendment.
Who will business participants in training events be? How will they be identified and/or selected? Will the Offeror be responsible for promoting the training opportunity and recruiting participants?	Yes, the Offeror will be responsible for promoting the training opportunity and gathering participants to meet deliverables in the RFP.
Which business sectors will the training program participants represent (growers and makers of NM products)? Will all be businesses currently certified as NM True Vendors?	This Request for proposals (RFP) seeks entrepreneurial training to Native American business owners. There are no limitations on the type of entrepreneurs.
What is your intended link to the NM True Vendor program? Will participation in that program be a goal/prerequisite of involvement in the training? Will marketing support for training participants be linked to FY 26 Marketing and Advertising Program for the True Vendor initiative?	The RFP states the Offeror could offer assistance to entrepreneurs in exploring the possibility of becoming a NM True Vendor. The RFP does not state that this shall be a prerequisite or goal to be a participant in trainings. There will be no marketing support required for training participants and this RFP is not linked to any NM True Vendor initiatives.
How many business owner participants do you envision taking part in the training and mentoring?	The RFP has no minimum or maximum number of businesses and entrepreneurs that should be served during this contract period.
The RFP mentions “one-on-one” training. Does IAD envision courses for a group with follow-on mentorship tailored to the business’ needs or true one-on-one training as the focus of the initiative?	One on one training was mentioned in the RFP, although, the intent of the RFP is to provide in-person training sessions for current and prospective Native business owners. How that can be accomplished with a one-on-one structure should be described in the proposal.

References to “workforce development” in the RFP indicate the training initiative should focus on enhancing “workforce skills” and aligning with “workforce needs,” and preparing participants with emphasis on “skill development, job placement, and retention.” Those references seem to align with those needed by job seekers, less by business owner/entrepreneurs; was that intentional? Will some of the participants be employees/potential employees seeking skill development or will all of them be business owners?

This RFP is to provide training for current and prospective Native business owners. Those owners may or may not have a workforce for their business. Trainings on workforce development is to assist the business owners on employability skills while also integrating cultural values in a meaningful way.