



Back Office in a Box- Request for Proposals (RFP) BRIDGE Program Questions

1. Scope of Services – Tax Compliance

Our firm does not provide year-end tax return preparation services. Is it expected that we (proposers) have partners or affiliates to fulfill these services, or may BOIB companies engage their own providers separately?

Answer: Proposers are not required to have in-house capabilities to perform specific services.

2. Company Maturity & Funding Status

Can you clarify the typical stage of companies expected to participate in this program (e.g., pre-revenue startups, seed-funded ventures, or post-revenue growth companies)?

Answer: Companies may be at any stage.

3. Volume and Timing of Engagements

What is the anticipated volume of companies to be referred through this program (monthly or annually)?

Answer: Over 3 years, TEDCO estimates working with 8,000 companies. Companies that will be referred to Back Office in a Box will be significantly fewer.

4. Industry or Sector Prioritization

Are there specific technology sectors or industry verticals (e.g., life sciences, cybersecurity, SaaS) that TEDCO is prioritizing for support under this initiative?

Answer: TEDCO will work with any company in any industry for BRIDGE.

5. Performance and Reporting Metrics

What key performance indicators (KPIs) or reporting benchmarks are expected of service providers?

Answer: TEDCO will need the services provided, the hours spent, and to which clients.

6. Preferred Billing Structure

Does TEDCO have a preference regarding billing format—fixed fee, hourly rate, or a combination of both—for services rendered through this program? For example, a fixed fee for monthly accounting and hourly for areas such as coach and/or financial guidance.

Answer: From the proposal, “TEDCO anticipates engaging 3-5 contractors for up to \$100k annually each to provide Back Office Services as part of a fixed-fee contract.”

7. Application:

My firm is interested in applying for the Back Office in a Box RFP, where were all the questions and answers posted on the website?

Answer: Questions are posted on the RFP page.