

# IMPAQTO Capital

## Request for Proposals

### Investment Pipeline Development Support — Fund II

*Issued: April 2026 | Proposal Deadline: 2 weeks from publication*

## 1. About Us

IMPAQTO Capital is a Latin American impact fund manager providing flexible mezzanine debt to high-impact SMEs in the Andean region. We completed our Fund I deployment, of \$2.1M, with 11 investments across Ecuador, Colombia, Peru, and Bolivia. We are actively fundraising for Fund II, targeting \$25M with ticket sizes of \$250,000–\$2,000,000.

We are a small, hands-on team. We know our markets, we know our investees, and we value partners who want to work alongside us — not just deliver reports.

*Note on programme context: This RFP is issued under the Support Services Envelope of the Accelerating Impact / ISFA programme. The selected service provider will enter into a Services Agreement with IMPAQTO Capital and a tripartite Side Letter with Accelerating Impact Finance Luxembourg SARL SIS as payor. Payment is processed by Accelerating Impact within 35 days of invoice approval. Respondents should factor this payment structure into their proposals. Accelerating Impact should be copied on all relevant communications at [programmes@acceleratingimpact.org](mailto:programmes@acceleratingimpact.org).*

## 2. What We Need

We are seeking a consultant or consulting team to help us systematize and grow a credible, investor-ready investment pipeline for Fund II across four markets: Ecuador, Colombia, Peru, and Bolivia.

We have an existing database of approximately 900+ companies built during Fund I. The challenge is that most of those companies were evaluated for tickets of \$50k–\$200k — significantly below Fund II's range. Our primary need is to identify which companies in that database have grown into the \$250k–\$2M range, and to supplement with targeted new sourcing where gaps remain.

The output needs to be useful — not a static report, but a living CRM (we use Airtable) that our investment team can continue building on throughout Fund II's investment period.

## 3. Scope of Work

We are organizing this engagement into two phases and four geographic lots. Providers may bid for one or more lots.

### Phase 1 — Triage of Existing Database (all lots)

Apply a screening framework to our existing ~900+-company database to classify companies as:

- Ready or near-ready for a Fund II ticket (\$250k–\$2M)
- Too early but worth tracking (“watchlist”)
- Out of scope for Fund II

The framework should be agreed with us upfront and reflect our investment criteria (see Section 4). This phase is primarily a desk and outreach exercise, supported by your existing knowledge of the markets.

## Phase 2 — Pipeline Enrichment & Shortlisting

Based on the gaps identified in Phase 1, proactively source additional candidates that fit the Fund II profile. For each market lot, we expect:

- A structured pipeline list of 15–25 qualified leads per country in Airtable format, including: company name, sector, estimated revenues, current debt profile, impact theme alignment, managers / owners, recommended ticket range, and a notes field on sourcing confidence
- Explicit sourcing methodology for each market — we want to understand how you found these companies, not just receive a list
- A one-page pre-screening profile for a minimum of 10 companies per country - 40 candidates across all markets (your shortlist recommendation). Each profile must represent a company that has passed your initial screening for fit against our investment criteria; we are not looking for a broad longlist but a genuinely qualified shortlist that our team can act on directly.
- Participation in a first-touch call with us and each shortlisted company (up to 10 across all lots) — you introduce the company, we learn about their credit situation and test whether our terms are attractive to them. A brief debrief note per company is required after each call. Note: this first-touch call requirement is a deliberate and important part of the engagement. We are looking for a provider with genuine relationship access in these markets — someone who can credibly open doors, not just identify names.

## Geographic Lots

Providers should present a proposal that disaggregates their level of knowledge and depth in each of the four markets, with the following information:

Market	Scope	Notes	Companies in Existing Database
Ecuador	Higher output in triage existing DB + fewer sourcing gaps	Largest existing DB — bidding for this lot is optional; providers strong in other markets are encouraged to focus there	~400

Colombia	Triage + targeted new sourcing		~300
Peru	Targeted new sourcing + triage if applicable	Thinner existing pipeline	~200
Bolivia	Targeted new sourcing + triage if applicable	Thinner existing pipeline	~50

## 4. Our Investment Criteria

Please screen against the following minimum parameters. These are guidelines, not hard cutoffs — use judgment and flag exceptions.

- Annual revenues of approximately \$500k–\$10M
- Minimum operating history of 3 years
- Operations in Colombia, Ecuador, Peru, or Bolivia (with preference for companies operating outside major capital cities)
- Alignment with at least one of our three impact themes: (1) access to basic services (health, education, connectivity), (2) livelihoods and agricultural development, (3) inclusive climate solutions
- Demonstrated ability to service debt — positive cash flow or clear revenue trajectory
- No significant KYC/AML red flags
- 2X gender lens criteria as a positive screen, not a hard filter
- Target companies should be privately held with no material dependency on government contracts or public-sector revenues.

## 5. What We’re Looking For in Proposals

Please keep your proposal concise and practical. We want to understand:

- Your team and their specific experience in each lot you are bidding for
- Your methodology for Phase 1 triage and Phase 2 sourcing — be specific about how you work in informal market contexts
- Your existing networks, databases, or partnerships in each target market
- Providers must demonstrate at least 3 years of experience sourcing SME investment opportunities in at least two of the four target markets
- A Conflict of Interest Disclosure listing any existing advisory, investment, or commercial relationships with companies that may appear in the pipeline. This is not a disqualifying factor — a provider who already advises a strong candidate company is often better positioned to make the introduction. We ask for transparency so we can discuss any overlaps openly and agree on how to handle them before work begins.

- Deliverables must be provided in Airtable or Excel format. All data and CRM records generated under this engagement are the exclusive property of IMPAQTO Capital from the moment of delivery. Providers awarded only some lots will receive access to data relevant to their lot only. No pipeline data may be retained, used, or shared by the provider after engagement close.
- Your proposed timeline for each phase
- Your fee for each lot (technical and financial proposals can be submitted together)

Providers bidding for multiple lots should specify their approach and pricing per lot. We may award different lots to different providers.

Proposals will be evaluated on the following criteria: Experience in target markets and track record of SME sourcing (35%), Methodology for informal market sourcing and triage (25%), Existing networks, databases, and partnerships (20%), Fee structure and value for money (20%). Shortlisted providers may be invited for a brief call prior to final selection.

We anticipate a two-part fee structure: a fixed base fee for Phases 1 and 2 deliverables, and a contingent success fee payable upon disbursement to any company sourced through this engagement. Providers should propose their preferred structure and can offer alternatives.

All providers will be required to sign a Non-Disclosure Agreement (NDA) prior to receiving the current pipeline and any existing draft materials. The provider agrees not to directly approach shortlisted companies for competing capital products during or after the engagement. All providers must comply with applicable anti-bribery standards (FCPA, UK Bribery Act, or equivalent)

## 6. Timeline

Milestone	Target Date
RFP published	[Date to be confirmed upon publication]
Proposal submission deadline	2 weeks after publication
Provider selection	~1 week after deadline; shortlisted providers may be contacted for a brief interview
Work commences	TBD at contract signing
Phase 1 deliverable (triage report)	4 weeks after start
Phase 2 deliverable (enriched CRM + shortlist)	10 weeks after start
First-touch calls completed	12 weeks after start

We are working toward a Fund II first close in late 2026, and need a solid pipeline ready for LP due diligence conversations well before that. Timing matters.

Timeline is indicative and subject to confirmation following provider selection. Dependencies include timely access to the existing database and availability of shortlisted companies for calls.

## 7. A Note on How We Work

We are a lean team and we genuinely want a partner on this, not a vendor who disappears between deliverables. The best outcome here is a provider who understands our thesis, pushes back when necessary and is comfortable engaging directly with us and with potential investees. If that sounds like you, we want to hear from you.

## 8. How to Submit

Please send your technical and financial proposal to:

**Justin Schwartz** — [justin@impaqto.net](mailto:justin@impaqto.net)

Please copy [programme@isfa.lu](mailto:programme@isfa.lu) on your submission.

All respondents must include a Conflict of Interest Disclosure listing any existing advisory, investment, or commercial relationships with companies that may appear in the pipeline. Existing relationships with good-fit companies are not a barrier to participation — we want to know about them so we can discuss how to handle them transparently before work begins.

Payment terms: Fees are paid upon delivery and acceptance of agreed deliverables. Because payment is processed by Accelerating Impact Finance Luxembourg SARL SIS as the programme payor, respondents should expect a payment timeline of approximately 35 days from invoice approval. Please account for this in your proposal.

Confidentiality: All proposals received will be treated as confidential and shared only with IMPAQTO Capital and Accelerating Impact programme staff involved in the selection process. Proposals will not be shared further without the respondent's consent. Unsuccessful respondents will be notified once a selection is made.

Questions? Reach out before the deadline — we are happy to jump on a call to clarify anything.

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