



BETTER TOGETHER FUND TECHNICAL ASSISTANCE RFQ

The Better Together Fund (BTF) has released a Technical Assistance RFQ for providers of technical assistance in various areas related to strategic partnerships. This is the response of the applicant below:

What is the legal name of the consulting firm or independent consultant?	KIMOTA
Please provide the legal structure of the firm.	LLC
What year was the firm founded? (if applicable)	2023
How many individuals work in the firm?	3
Please provide the names and title of key individuals in the firm who would potentially be working as part of this RFQ.	Steve Kinder, Partner and Co-Founder Alain Mota, Partner and Co-Founder Harrison Tassopoulos, Partner and Co-Founder
Please provide the consultant's or firm's website.	www.kimota.co
For an independent consultant. How long has the applicant been working as a consultant? (if applicable)	N/A
Please provide a list of languages spoken by staff.	English Spanish (bi-literate)

PRIMARY CONTACT INFORMATION	
Name	Harrison Tassopoulos
Address	5200 Martel Ave., #34B
City/Town	Dallas
State/Province	TX
Zip/Postal Code	75206
Country	United States
Email Address	htassopoulos@smu.edu
Phone Number	214-356-4115

Please describe the geographic area served by the firm.	We are able to serve any geographic area with a current focus in North Texas.
What are your firm's primary areas of practice?	We are a design and innovation studio dedicated to helping our clients be more innovative and impactful. Our work is rooted

	<p>in our shared belief that Human-Centered Design is the approach best positioned to solve today's biggest challenges. As design consultants, we help our clients understand their challenges and opportunities, define and conceptualize strategic priorities, and implement tangible solutions. Our approach lives primarily in four areas: 1) Design & Innovation Strategy - we align design principles with business objectives to create integrated, innovative, and actionable solutions. 2) Design Research - we conduct custom mixed-methods design research to understand and frame complex problems and inform future design decisions. 3) Human-Centered Design - we leverage a Human-Centered Design methodology to define and contextualize problems then ideate, implement, and scale design solutions. 4) Community and Stakeholder Engagement - we facilitate a collaborative process that engages key stakeholders to identify, assess, and design opportunities for growth and impact.</p>
<p>How many Better Together Fund projects that were awarded funding have you been involved with?</p>	<p>0</p>
<p>Please list all Better Together Fund projects that were awarded funding that you have been involved with. You can list a project as anonymous if it is confidential.</p>	<p>N/A</p>
<p>Briefly describe 1-3 examples of restructuring negotiations with which you have been involved; and/or examples of projects where you have helped facilitate, explore, or implement a formal collaboration as defined by the Better Together Fund.</p>	<p>To date, our firm has not been involved in any projects dealing with restructuring or formal collaboration as defined by the Better Together Fund.</p>
<p>How would you describe the range of diversity reflected in your firm?</p>	<p>We are currently one-third minority owned. As we have only recently launched our consulting firm, our current makeup does not necessarily accurately reflect the diversity of the potential partners and their communities</p>

	<p>we might initially serve. We acknowledge that this is an area of growth for our firm. Critical to our work, however, is our ability to build multi-disciplinary design teams with a wide range of academic and professional backgrounds.</p>
<p>Please list all nonprofit issue areas within which you have worked as a paid employee or consultant.</p>	<p>Economic Development Environmental Sustainability Health & Wellness Philanthropy (CSR, corporate philanthropy, impact) Primary and Higher Education (research, policy, classroom education, fundraising) Social Services</p>
<p>Please provide any other information you feel would aid in understanding the value the firm can bring to Better Together Fund grantees and any specific expertise you have in a specific BTF grant phase(s).</p>	<p>KIMOTA is a design strategy firm that leverages a Human-Centered Design approach to help its clients solve complex and challenging issues by bringing innovative and creative solutions to the table. Whether we are designing business models, systems, processes, programs, products or experiences, we approach solving our clients' problems through evidence-based decision making. We excel in executing custom mixed methods research and often utilize co-design and participatory design methods to engage community stakeholders. As designers, we bring a bias to action and enjoy helping our clients implement and operationalize their strategic priorities. Our design approach produces scalable solutions to systemic wide problems by leveraging an iterative process grounded in a deep understanding of stakeholder challenges and needs and informed by continuous learning. Our team builds context through empathy, is innately curious, collaborative, and embraces ambiguity. We learn through action and are comfortable with pivoting quickly. Together, our firm has more than 40 years experience across a wide range of subject areas including education, entrepreneurship, non-profit management, organizational development and strategy. Within the</p>

	context of the non-profit sector, we have direct experience in the following areas: educational research, program development and management, fund development, board development, volunteer management, process improvement, community engagement, and strategic communications.
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CONSULTANT #1 DETAILS	
Name	Steve Kinder
Email Address	skinder@smu.edu
Education (list only name of school, major, and degree)	Southern Methodist University, Master of Arts in Design and Innovation; Rhode Island School of Design, Bachelor Degree Industrial Design
Employment History (list only name of employer, title, and dates employed)	KIMOTA, Co-Founder and Partner, 2023-Present; Loftwall, CEO & Founder, June 2009 - Dec. 2019; Good CoWorking, Co-Founder, May 2016 - Present; Exhibit Associates Inc, President, Jan 2005 - Dec. 2018
Awards or Certificates	SMU Caruth Institute of Entrepreneurship, Starting A Business 2004; Biz Owner's Education, Graduate Studies in Entrepreneurship, 2013; Interior Design Magazine, Best of Year Product 2014, Product Designer; 2014 Best of Neocon, Innovation Award, Product Designer; Interior Design Magazine, Best of Year Product 2018, Product Designer; Young Leaders of the Americas Initiative (YLA) U.S. Department of State, USA Host 2017; U.S. Department of State, Reverse Exchange Program, San Salvador, El Salvador 2018; 2019 NYCxDesign Award, Architectural Products; USGBC LEED Gold Project Site 2022, 1808/Good CoWorking; Inc. 5000 Fastest Growing Companies, 2020, 2021, Loftwall; Best Places to Work, Ft. Worth, 2021, Loftwall
Nonprofit Board Membership (list only name of organization and the dates served)	Industrial Design Society of America (IDSA) North Texas Chapter, Chair, 2002-2004; Accelerator Program Director, Entrepreneurs'

	Organization Dallas Chapter, July 2012-June 2015; Global Student Entrepreneurship Awards (GSEA), Program Chair, 2016-2017
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CONSULTANT #2 DETAILS	
Name	Alain Mota
Email Address	amota@smu.edu
Education (list only name of school, major, and degree)	Southern Methodist University, Master of Arts in Design and Innovation; University of Texas at El Paso, Master of Science in Interdisciplinary Studies, Environmental Engineering, Geophysics, Public Health; University of Texas at El Paso, Bachelor of Science, Biology
Employment History (list only name of employer, title, and dates employed)	KIMOTA, Co-Founder and Partner, 2023-Present; Southern Methodist University, Caruth Institute for Engineering Education, Bobby Lyle School of Engineering, Program Manager, November 2020-Present; Southern Methodist University, Research in Mathematics Education, Annette Caldwell Simmons School of Education, Research Project Manager/STEM Development and Implementation Coordinator, 2017-2023; Dallas Independent School District, Nathaniel Hawthorne Elementary, Math and Science Instructional Coach, 2013-2017; Dallas Independent School District, Balch Springs Middle School, Math and Science Instructional Coach, 2012-2013; Dallas Independent School District, Barack Obama Male Leadership Academy, STEM Department Head/Science Instruction, 2011-2012; Dallas Independent School District, Henry B. Gonzalez Elementary Campus, Science Coordinator, 2009-2011; Dallas Independent School District, Henry B. Gonzalez Elementary, 5th Grade Math and Science Instruction, 2008-2009; Dallas Independent School District, Thomas J. Rusk Middle School, 8th Grade Science, 2005-

	2008; Cesar Scott Inc., Quality Assurance & Quality Control, H3 Headlight Assembly, 2004-2005; Huther and Associates Environmental Consulting, Environmental Specialist/Aquaculture Manager, 1999-2001
Awards or Certificates	2020-2021 Data Based Individualization Champion. The National Center for Intensive Intervention; Certifications: Texas Educator Certificate TEA ID Number: 1286179, Life Science 8-12, Mathematics/Science 4-8, Bilingual Gen. Span. K-4, Generalist K-4; Southern Methodist University, Collaborative Institutional Training Initiative ID#55011656, Human Subjects Research, Social and Behavioral Research; Southern Methodist University, Collaborative Institutional Training Initiative ID#54904579, Responsible Conduct of Research, Research Faculty and Staff
Nonprofit Board Membership (list only name of organization and the dates served)	

CONSULTANT #3 DETAILS	
Name	Harrison Tassopoulos
Email Address	htassopoulos@smu.edu
Education (list only name of school, major, and degree)	Tulane University, Bachelor of Science in Management, Legal Studies in Business & Spanish; Southern Methodist University, Master of Arts in Design & Innovation
Employment History (list only name of employer, title, and dates employed)	KIMOTA, Co-Founder and Partner, 2023-Present; Southern Methodist University, Graduate Student (Full-Time) & Graduate Assistant, 2021-2023; St. Mark's School of Texas, Assistant Director of the St. Mark's Fund, 2017-2021; AdvoCare & AdvoCare Foundation, Community Relations Manager, 2014-2017; Conference USA, Assistant Director of Business Operations, 2012-2014; Hearth of Dallas, Assistant General Manager, 2012-2014
Awards or Certificates	
Nonprofit Board Membership (list only name of organization and the dates served)	Social Venture Partners Dallas, Dana Juett Residency Participant, Current SVP Partner;

	Communities Foundation of Texas, Emerging Leaders in Philanthropy, Program Participant
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CLIENT REFERENCE #1	
Name of Organization	Water Cooler at Pegasus Park
Please provide the name(s) of other organizations involved in the collaboration or negotiations.	N/A
Client Reference – Contact Name	Leighton Watts
Client Reference – Contact Email Address	lwatts@dallasfoundation.org
Client Reference – Phone Number	214-694-2531
Please briefly describe the engagement.	Our team engaged with the Water Cooler at Pegasus Park to help establish an environment of collaboration between Water Cooler tenants. We focused our strategic approach around three primary areas: programs, services, and spaces. The team engaged the Water Cooler community in a thorough research process that included observation, community engagement surveys, and in-depth interviews to surface various needs, wants, and desires aligned with improving collaborative opportunities. We then designed and deployed three prototypes, a Connections Committee, a Water Cooler LinkedIn Community Group, a physical shared resource library, to address programs, services, and spaces, respectively.

CLIENT REFERENCE #2	
Name of Organization	Dallas Arboretum
Please provide the name(s) of other organizations involved in the collaboration or negotiations.	N/A
Client Reference – Contact Name	Selena Wilson
Client Reference – Contact Email Address	swilson@dallasarboretum.org
Client Reference – Phone Number	214-515-6533
Please briefly describe the engagement.	Our team analyzed visitor engagement data for the Dallas Arboretum Education Department to understand the current audience of schools that had visited the Arboretum since the beginning of

	<p>the pandemic. We created a baseline understanding of this audience, worked with Arboretum leadership to develop a set of parameters to identify specific target schools in the future, identified a group of 30 priority schools for the next three academic years, and helped inform future strategies for the Education Department to deploy to engage this new group of schools.</p>
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<p>Please provide any additional client references.</p>	<p>Lyda Hill Philanthropies Margaret Black mblack@lhholdings.net 214-922-1002</p> <p>University Crossing Public Improvement District Patrick Sanders patrick@universitycrossing.com 202-403-4100</p>
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