TMG Solutions Advisors

Capabilities Statement

Company Overview

TMG Solutions Advisors is a woman-owned consulting firm in Charlotte that provides digital-first solutions to improve operational efficiency and accelerate revenue. As the parent company of OpsIQ and RevSpark, TMG delivers an integrated approach to operations enablement and sales acceleration for growth-stage businesses. Our hybrid model combines expert advisory, tech-enabled tools, and peer learning to help entrepreneurs scale with confidence while supporting government and nonprofit agencies committed to business development.

Core Competencies

- Operations Enablement (OpsIQ Platform)
  - SOP & performance dashboard toolkits
  - Executive coaching and implementation pods
  - Strategic planning, process optimization, and KPI alignment
- Sales Acceleration (RevSpark Platform)
  - Guided sales blueprinting and CRM integration
  - Outreach sequencing and pipeline management
  - Client onboarding systems
  - Sales hiring and playbook development
- Traditional Consulting Services
  - Business process reengineering
  - Financial forecasting and P&L consulting
  - Change management and team accountability systems

Differentiators

- Digital-first, scalable delivery model with recurring revenue platforms
- Designed for underserved growth-stage businesses ($500K–$5M in revenue)
- Combines SaaS-style tools with live expert guidance
- Deep experience with diverse-owned, B2B service providers
- Proven impact through cohort-based programs and ecosystem partnerships

NAICS Codes

- 541611 – Administrative Management and General Management Consulting Services
- 541618 – Other Management Consulting Services
- 541612 – Human Resources Consulting Services
- 541613 – Marketing Consulting Services
- 541519 – Other Computer Related Services
- 611430 – Professional and Management Development Training
- 541511 – Custom Computer Programming Services (for CRM/automation customization)

UNSPSC/Commodity Codes

- 80101507 – Business and corporate management consultation services
- 80101508 – Strategic planning consultation services
- 80101510 – Human resource consulting services
- 81111706 – Software training services
- 43232600 – Customer relationship management CRM software
- 43231513 – Project management software

OpsIQ
A DIVISION OF TMG SOLUTIONS ADVISORS

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RevSpark
A Division of TMG Solutions Advisors