Black-Owned Tech Companies to Work With: The Practical 2026 Buyer’s Guide

Research companies by the job they solve, qualify the vendor, compare real commercial risks and make the next contact count.

PUBLISHED OCTOBER 31, 2026 · EVIDENCE-CHECKED COMPANY RESEARCH

This downloadable edition contains the full research guide, not a summary. For live updates and working internal links: https://blacktechstartup.com/education/articles/black-owned-tech-companies-work-with-buyer-guide/

To work with **Black-owned tech companies**, start with the job you need done, then verify the supplier's product, current ownership claim, operating status and commercial terms. This guide provides 18 researched starting points across software, payments, consumer services and technology-enabled operations, plus a scorecard, pilot procedure and ready-to-use outreach questions. The companies are not presented as interchangeable or automatically certified; you must confirm ownership and availability for your specific purchase.

Built by Black Tech Startup for buyers, founders and organizations looking for real technology capability. For discovery and business-model learning rather than purchasing, explore the 20-company Black tech startup founder map.

Choose a technology company by the job, not the headline

“Support Black-owned businesses” is a valuable intention, but the purchasing decision still needs a buyer, a use case and an evidence standard. A parent seeking a youth-finance product, a hospital evaluating care software and an operator purchasing automated retail hardware do not need the same checklist. The right first step is to write the business outcome and the non-negotiable requirements before requesting a demonstration.

1. **Buyer need:** Build, modernize or test a digital product | **Potential research starting points:** QualityWorks; Andela for specialist talent | **First qualifying question:** Who owns the code, QA evidence and handoff accounts?

2. **Buyer need:** Automate scheduling or shop operations | **Potential research starting points:** Calendly; SQUIRE | **First qualifying question:** How do client records, payments and cancellations export?

3. **Buyer need:** Improve physical commerce and logistics | **Potential research starting points:** PopCom; Goodr | **First qualifying question:** What happens on-site when equipment or pickups fail?

4. **Buyer need:** Integrate payments or business financial tools | **Potential research starting points:** LISNR; Flutterwave; Moniepoint; Esusu | **First qualifying question:** Who controls settlement, disputes, consent and regional compliance?

5. **Buyer need:** Support learning, health or family communication | **Potential research starting points:** CareAcademy; Goalsetter; Mahmee; Pigeonly | **First qualifying question:** What is available to this specific learner, patient or facility?

6. **Buyer need:** Reach an audience or buy goods | **Potential research starting points:** Blavity; Mayvenn | **First qualifying question:** Are deliverables, returns, measurement and audience definitions written?

Company inclusion is not a recommendation to buy, and a founder's documented identity is not proof of current majority ownership. If your procurement policy requires certification, start with the Black-owned supplier qualification playbook and obtain current documentation from the supplier itself.

Four checks to perform before contacting a supplier

1. **Identify the legal entity and the product.** A familiar brand can have subsidiaries, acquired assets or different contracting entities. Match the contract name to invoices, data agreements and public company information.

2. **Document the precise diversity claim.** “Black-founded,” “Black-led” and “Black-owned” are not automatic synonyms. For example, NMSDC's MBE definition has a specific ownership, management and control standard. Use the standard applicable to your purchasing program instead of inventing a universal one.

3. **Verify today's operating scope.** Ask which locations, products, integrations and customers are supported right now. A historical press release or old directory listing cannot verify current availability.

4. **Identify who accepts the risk.** For financial products, this may be a regulated partner; for clinical tools, a licensed provider; for SaaS, the security and support operator; for hardware, the servicing entity. Your buyer's contract should answer the question.

A shortlist with unknown ownership should be labeled **“Black-founded or Black-led; current ownership to be confirmed”** until the evidence exists. That is more credible than claiming every well-known founder retains a particular equity percentage.

For organizations purchasing software and professional capability

These offers can become part of an operating workflow. Before signing, clarify implementation, administrator access, data export, support and service-level expectations.

QualityWorks Software engineering and testing services

Appropriate use: Organizations building, modernizing or testing software. Professional service engagements and technology offerings are public; proposal scope determines actual fees.

First practical test: Request a scoped discovery statement with acceptance tests, ownership terms and a realistic maintenance handoff.

Before you commit: Ask who owns source code, test scripts, repositories, third-party accounts and support after handoff.

Official company or product page · Founder record: Stacy Kirk. Checked October 31, 2026; current terms still require direct confirmation.

LISNR Payments infrastructure

Appropriate use: Payment providers, merchants, mobility and ticketing operators. Enterprise technology and integration relationships appear central to the offering; commercial licensing and transaction terms are not established by the public company biography.

First practical test: Run a failure-mode pilot in noisy, low-connectivity conditions and document which party owns payment reconciliation.

Before you commit: Require evidence for supported devices, test environments, fallbacks, chargebacks and regulatory responsibilities.

Official company or product page · Founder record: Rodney Williams (co-founder). Checked October 31, 2026; current terms still require direct confirmation.

Calendly Workflow SaaS

Appropriate use: Individuals, sales teams, recruiters, and organizations. Its public product structure centers on scheduling software for individuals and teams; plan terms and enterprise options must be checked with Calendly.

First practical test: Test a real booking that includes rescheduling, time zones and two calendar systems; then review team administration and export controls.

Before you commit: Check calendar permissions, CRM integrations, booking ownership and data export before selecting an enterprise plan.

Official company or product page · Founder record: Tope Awotona. Checked October 31, 2026; current terms still require direct confirmation.

SQUIRE Vertical SaaS for barbers

Appropriate use: Barbers, shop owners and multi-location barber businesses. Shop-management software and integrated payment services are public offerings; current rates and plan details require the vendor.

First practical test: Have a working barber process a day of appointments, no-shows, tips and payouts in a sandbox.

Before you commit: Evaluate who controls client records, payment reconciliation, appointment reminders, cancellations and data portability.

Official company or product page · Founder record: Songe LaRon and Dave Salvant. Checked October 31, 2026; current terms still require direct confirmation.

CareAcademy Care-workforce education SaaS

Appropriate use: Home-care agencies and other care-workforce organizations. Organizational education-platform relationships are visible; per-learner and enterprise licensing terms require direct confirmation.

First practical test: Map one real training requirement to courses, completion evidence, reminders and audit exports before contracting.

Before you commit: Confirm accepted continuing-education credits in your jurisdiction, integrations, reporting and learner record portability.

Official company or product page · Founder record: Helen Adeosun (founder and CEO). Checked October 31, 2026; current terms still require direct confirmation.

Andela Global technology talent platform

Appropriate use: Companies sourcing engineering and technology expertise. Company-talent service relationships are visible; contract model, worker classification and commercial terms require current documentation.

First practical test: Test a defined work package with code review, communication requirements and a measured onboarding period.

Before you commit: Clarify IP assignment, data access, onboarding, team timezone overlap, replacement policy and employment classification.

Official company or product page · Founder record: Including Iyinoluwa Aboyeji, Nadayar Enegesi, Brice Nkengsa, Christina Sass, Ian Carnevale and Jeremy Johnson. Checked October 31, 2026; current terms still require direct confirmation.

For logistics, payments and operating infrastructure

A working screen is only one layer. The contract must establish who settles funds, handles physical logistics, responds to failures and carries compliance responsibility.

PopCom Retail automation

Appropriate use: Retail brands, venues, operators and entrepreneurs. Hardware deployment plus connected technology services are the visible commercial pathways; no particular equipment price or revenue share is assumed.

First practical test: Calculate contribution per location after stocking, site fees, payment processing, lost sales from downtime and support.

Before you commit: Ask how cameras are used, how customer data is handled, who maintains units, and whether the operator or vendor owns transaction data.

Official company or product page · Founder record: Dawn Dickson. Checked October 31, 2026; current terms still require direct confirmation.

Goodr Food-waste logistics technology

Appropriate use: Businesses, universities, venues and institutions managing surplus food. Service and technology-enabled logistics for organizations are public-facing offerings; contract scope determines cost and service coverage.

First practical test: Pilot one location and reconcile scheduled pickups with weights, recipient records and exception reports.

Before you commit: Verify service locations, pickup cutoffs, chain-of-custody procedures, food-safety requirements and reporting methodology.

Official company or product page · Founder record: Jasmine Crowe-Houston. Checked October 31, 2026; current terms still require direct confirmation.

Esusu Housing fintech

Appropriate use: Property managers, renters and housing partners. Institutional partnerships and renter-facing services appear in company materials; exact fee incidence depends on current partner and product terms.

First practical test: Ask for sample renter disclosures, a correction workflow, integration requirements and an opt-out procedure.

Before you commit: Verify reporting coverage, consent, dispute rights, eligibility, fees and what happens to a tenant after moving.

Official company or product page · Founder record: Wemimo Abbey and Samir Goel. Checked October 31, 2026; current terms still require direct confirmation.

Flutterwave Payments infrastructure

Appropriate use: Online merchants and organizations moving payments across markets. Merchant payment services and associated infrastructure are publicly described; country availability and fees are market-specific.

First practical test: Test one end-to-end payment, refund and reconciliation path in the precise country and currency to be used.

Before you commit: Check country support, settlement timing, supported currencies, chargeback handling and regulator/partner arrangements.

Official company or product page · Founder record: Olugbenga (GB) Agboola (founder and CEO). Checked October 31, 2026; current terms still require direct confirmation.

Moniepoint Business finance platform

Appropriate use: Small businesses and financial-services users. Financial services and merchant infrastructure are public offerings; licensing and fees depend on the product and jurisdiction.

First practical test: Compare the cost and timing of payment acceptance, business bookkeeping and support against existing arrangements.

Before you commit: Check market eligibility, regulated entity, deposit protection as applicable, fees, repayments and outages.

Official company or product page · Founder record: Tosin Eniolorunda and Felix Ike. Checked October 31, 2026; current terms still require direct confirmation.

For families, media partners and consumer products

Here the immediate visitor may be a consumer, an advertiser, an institution or a family member. Read eligibility, coverage, privacy, refund and financial terms for that exact use case.

Blavity Inc. Media and event technology

Appropriate use: Audiences, advertisers, event sponsors, employers and partners. Advertising, sponsorship, events and partnerships are visible business lines; this does not establish confidential revenue mix.

First practical test: Request a current media or event partnership brief and identify what constitutes an independently measurable result.

Before you commit: For sponsorships, ask about audience definitions, deliverables, measurement and cancellation obligations.

Official company or product page · Founder record: Morgan DeBaun with co-founders Jonathan Jackson, Jeff Nelson and Aaron Samuels. Checked October 31, 2026; current terms still require direct confirmation.

Mayvenn Beauty commerce technology

Appropriate use: Hair customers, salon professionals and stylists. Product commerce and stylist-centered distribution are evident; affiliate or margin economics should not be inferred without current terms.

First practical test: Evaluate the end-to-end customer order, return and salon communication journey rather than the storefront alone.

Before you commit: Check inventory reliability, return policies, stylist program terms and customer support before recommending a product.

Official company or product page · Founder record: Diishan Imira (co-founder). Checked October 31, 2026; current terms still require direct confirmation.

Goalsetter Financial education technology

Appropriate use: Families, schools, employers and financial-literacy partners. Educational programs and financial-product experiences require separate evaluation; commercial arrangements vary by program and are not inferred.

First practical test: Have the intended parent or program administrator complete a sample onboarding path and explain every consent screen.

Before you commit: Check account eligibility, parental controls, education outcomes, product disclosures and any relevant fees.

Official company or product page · Founder record: Tanya Van Court. Checked October 31, 2026; current terms still require direct confirmation.

Mahmee Maternal-care technology

Appropriate use: Pregnant and postpartum families, employers and care partners. Clinical care and membership or partner programs are visible; coverage, eligibility and payment terms vary and need verification.

First practical test: Map one complete prenatal-to-postpartum care journey and identify who responds when an issue is urgent.

Before you commit: Confirm licensed providers, care geography, emergency limitations, insurance and medical-record privacy.

Official company or product page · Founder record: Melissa Hanna and Linda Hanna. Checked October 31, 2026; current terms still require direct confirmation.

Pigeonly Family communication technology

Appropriate use: Families and people communicating with incarcerated relatives. Consumer-facing communication services are publicly described; eligibility and fulfillment vary by facility and product.

First practical test: Check the current facility-specific guidance and verify what delivery confirmation actually means.

Before you commit: Verify the recipient facility, restrictions, delivery expectations and charges before submitting personal material.

Official company or product page · Founder record: Frederick Hutson. Checked October 31, 2026; current terms still require direct confirmation.

Stackwell Investing fintech

Appropriate use: Individuals and organizations focused on long-term investing access. Investment-advisory services are described on the official site; any investor must check current disclosures and fee schedules.

First practical test: Read the current disclosures and compare the service with other regulated options before opening an account.

Before you commit: Review official advisory disclosures, account eligibility, risks and fees; investing can lose money.

Official company or product page · Founder record: Trevor Rozier-Byrd. Checked October 31, 2026; current terms still require direct confirmation.

Kuda Digital banking technology

Appropriate use: Eligible retail and business banking customers. Regulated banking products and associated financial services are described; jurisdiction and product disclosures control the terms.

First practical test: Validate service availability and a small transfer and recovery workflow before moving important funds.

Before you commit: Check account eligibility, current regulated entity, money movement limits, dispute channels and official legal terms.

Official company or product page · Founder record: Babatunde (Babs) Ogundeyi and Mutairu (Musty) Mustapha. Checked October 31, 2026; current terms still require direct confirmation.

A 100-point supplier qualification scorecard

Do not convert a failed legal, security or safety gate into a high score. First reject suppliers that cannot satisfy a mandatory requirement; then compare eligible proposals on useful dimensions. The weights below are a decision aid, not an industry standard.

1. **Dimension:** Specific job and workflow fit | **Weight:** 25 | **Evidence to request:** Demonstration with your own three typical tasks and two failures
2. **Dimension:** Reliability, security and privacy | **Weight:** 20 | **Evidence to request:** Written controls, breach process, retention and subcontractor details
3. **Dimension:** Implementation and support | **Weight:** 15 | **Evidence to request:** Named owner, implementation plan, escalation and exit obligations
4. **Dimension:** Full commercial cost | **Weight:** 15 | **Evidence to request:** License, usage, setup, hardware, support and termination costs
5. **Dimension:** Company and ownership evidence | **Weight:** 10 | **Evidence to request:** Contracting entity, founder/ownership support, certifications if required
6. **Dimension:** Data mobility and independence | **Weight:** 10 | **Evidence to request:** Export test, API/data ownership, credential control and transition path
7. **Dimension:** Customer-relevant proof | **Weight:** 5 | **Evidence to request:** Similar deployment, reference call or representative pilot

Scoring: assign each criterion 0–5 against documented evidence; award weight × (rating ÷ 5) points. For example, workflow fit rated 4/5 yields 20 of its 25 available points. A mandatory failure—such as an inability to meet applicable security requirements—remains a stop even when the total score appears attractive.

Use the BTS technology product buyer framework if you are purchasing consumer or small-business technology; it provides a deeper full-cost and product-risk method. For selling into large organizations, consult the enterprise vendor-readiness guide.

The real total-cost and exit worksheet

Quoted price is not the same as cost of ownership. Build one row per shortlisted solution using the same timeframe and workload. Include implementation hours, payment or transaction fees, hardware replacement, training, data migration, procurement/legal reviews, and realistic support labor. Mark values “not supplied” rather than entering zero.

1. **Cost / constraint:** Contract and billing entity | **Vendor A:** Record | **Vendor B:** Record | **Proof:** Order form
2. **Cost / constraint:** One-time setup, migration, equipment | **Vendor A:** Quote | **Vendor B:** Quote | **Proof:** Statement of work
3. **Cost / constraint:** Recurring license, use or service | **Vendor A:** Quote | **Vendor B:** Quote | **Proof:** Rate schedule
4. **Cost / constraint:** Internal time and training | **Vendor A:** Estimate | **Vendor B:** Estimate | **Proof:** Named work owners

5. **Cost / constraint:** Support, downtime and incident handling | **Vendor A:** Terms | **Vendor B:** Terms | **Proof:** Service agreement

6. **Cost / constraint:** Data export and early termination | **Vendor A:** Terms | **Vendor B:** Terms | **Proof:** Contract + test

7. **Cost / constraint:** Ownership/certification requirement | **Vendor A:** Evidence | **Vendor B:** Evidence | **Proof:** Current vendor file

The worksheet prevents a cheaper monthly subscription from hiding larger implementation or exit costs. It also creates a defensible purchasing record independent of marketing copy.

An outreach email that earns a substantive response

Subject: Technology fit check for [specific workflow]

We're evaluating solutions for [buyer/problem] across [sites/users/region]. We need to achieve [measurable outcome] while meeting [security, accessibility or regulatory requirements]. Could you confirm your supported product and contracting entity, provide a current implementation outline and price components, and identify how we would test data export, failures and support? If a verified ownership or supplier-diversity status is relevant to our procurement process, please include current documentation and the specific certification standard. We can share a short representative test case before a discovery call.

Send this to a current official company contact or sales form. Do not copy contacts from old articles without checking them, and do not treat a social-media founder profile as the company's contracting channel.

A four-week pilot that tests reality

1. **Week 1 - Scope:** Write buyer acceptance criteria, legal entity, data owner, budget, two real workflows and at least two failure cases. Confirm permission to use test data.

2. **Week 2 - Test:** Complete the workflows with the actual intended users. Record time, errors, integrations, support response and the difference between advertised and observed functionality.

3. **Week 3 - Price and risk:** Compare full costs, security paperwork, compliance obligations, support and export. Ask for written fixes or timelines for blocking issues.

4. **Week 4 - Decide:** Choose, defer or reject with explicit evidence. If selecting, document implementation owners, contract terms, the first acceptance milestone and a backup or exit route.

For a payment or healthcare product, this sequence does not override jurisdiction-specific legal or safety reviews. For a small direct consumer purchase, the pilot can be much lighter; the principle of checking eligibility, current pricing and reversibility remains.

Buyer questions before the first invoice

Can a company be Black-founded but not Black-owned today?

Yes. A founder's identity is a historical fact, while ownership and control can change over time. For any certificate-dependent procurement, obtain current documentation that meets the specific program's rules.

Is a startup's funding announcement proof it is a safe vendor?

No. Financing does not establish solvency, security controls, service quality, or contract execution. Ask for evidence suited to your dependency risk and consider continuity or escrow arrangements where appropriate.

What if I am buying a small consumer product rather than enterprise software?

Focus first on current availability, eligibility, total cost, privacy, returns, customer support and the actual product experience. Avoid imposing an enterprise 100-point process on a low-risk purchase.

Where can I find more companies?

Start with the Black Tech Directory, then compare options using this guide. For the company founders and business models behind the list, visit the flagship Black tech startup company map.

Related BTS guides and tools

1. Company discovery**20 Black tech startups and founder business models**
2. Enterprise**Black-owned technology supplier qualification playbook**
3. Consumer and product**Black-owned technology product purchasing framework**
4. Commercial literacy**How technology companies generate revenue**
5. For founders**Build a customer-ready startup in 90 days**

Official company sources and verification notes

Company and product evidence reviewed October 31, 2026. Public pages establish their stated founders, products or service categories; they do not necessarily verify today's ownership percentages, prices, hiring status, solvency or every geographic market.

- QualityWorks - official company/founder material↗
- LISNR - official company/founder material↗
- Calendly - official company/founder material↗
- SQUIRE - official company/founder material↗
- CareAcademy - official company/founder material↗
- Andela - official company/founder material↗
- PopCom - official company/founder material↗

- Goodr - official company/founder material↗
- Esusu - official company/founder material↗
- Flutterwave - official company/founder material↗
- Moniepoint - official company/founder material↗
- Blavity Inc. - official company/founder material↗
- Mayvenn - official company/founder material↗
- Goalsetter - official company/founder material↗
- Mahmee - official company/founder material↗
- Pigeonly - official company/founder material↗
- Stackwell - official company/founder material↗
- Kuda - official company/founder material↗

For ownership standards, see NMSDC's MBE definition. For data-risk practices, consult the FTC Start with Security guide. Government contracting certification rules may differ; check the SBA certification directory where applicable.

Editorial standards: Published by the Black Tech Startup editorial team. These are educational company-discovery and buyer-research materials, not endorsements, certification determinations, investment recommendations, medical advice or legal advice. No founder interview is implied. Current commercial terms and ownership should be independently confirmed.

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