

Contact: J. Lyn Carl
Phone 512-531-3936

Barton Oaks Plaza One
901 S. MoPac Expressway
Suite. 100
Austin, Texas 78746
Phone 512-531-3900
Fax 512-531-3990

Strategic Partnerships, Inc.

Press Release

For immediate release

Strategic Partnerships hosts Texas bond election webinar

'Selling to Local Government – Bond Election Special' slated for April 8

AUSTIN (4/6/10) – "While dollars may be tight in the private sector, government entities are continuing to spend billions of dollars each year to meet the needs of the citizens they serve," says Mary Scott Nabers, president and CEO of Austin-based Strategic Partnerships, Inc. (SPI) "And in Texas, many of those projects are funded through local bond elections."

In May, Texas public schools, cities, counties and hospital districts will put approximately \$2.3 billion in bond referendums before voters in their respective jurisdictions, said Nabers. Successful bond elections will lead to contracting opportunities in everything from building construction to security to technology and more. To help sales representatives follow that funding and have access to upcoming contracting opportunities before their competition, SPI, a leader in government procurement and national research, is hosting a "Selling to Local Government – Bond Election Special" webinar. The webinar is set for Thursday, April 8, from 12 to 1:30 p.m. (CST). Not only will the webinar provide numerous "best practice" tips, but participants will also be provided a breakdown of specific upcoming opportunities that will result from bond elections. This, according to Nabers, is critical information not available anywhere else.

The webinar is recommended for sales managers, sales account executives, inside sales representatives, sales support staff and small business owners. Those participating will learn from experts – including a sitting city manager as well as members of SPI's procurement experts and researchers.

"Following the money in government procurement and finding upcoming opportunities can be challenging," said Nabers. "This webinar offers information developed as a result of SPI's 15 years of successfully partnering public and private entities, while offering the unique perspective of the firm's team of procurement, marketing and research experts."

Cost of the webinar is \$195 per person. To register, click [here](#).

About Strategic Partnerships, Inc.:

SPI (www.spartnerships.com) is a government procurement and national research firm based in Austin, Texas. Its staff of consultants, researchers and budget analysts are all former government executives who work in the area of government procurement.