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Strategic Partnerships, Inc.

Press Release

For immediate release

SPI offers 'Procurement Edge'

Guidebook explores favored government cooperative programs

AUSTIN (6/22/10) – “Public entities throughout the country make thousands of purchases each week without subjecting contractors to a competitive bidding process,” said Mary Scott Nabers, president and CEO of Strategic Partnerships, Inc. (SPI), an Austin-based government procurement and national research firm. “They buy direct from companies because it is allowed as long as the company is affiliated with a cooperative purchasing program.”

Savvy sales teams know exactly which purchasing programs are favored by public officials at every level of government. And, because the programs vary by state and by jurisdiction, many sales teams are involved in dozens of purchasing programs throughout the country, and they make sure they are on the specific contracting vehicle.”

“That is a very wise thing to do,” Nabers says. “But, before that can happen, it is necessary to research the purchasing programs that public officials prefer to use.”

According to Nabers, this type of hard-to-come-by information is now available to government contractors from SPI.

SPI’s Government Research Intelligence Division (GRID) has conducted hundreds of personal interviews with decision-makers and purchasing officers throughout the country and is now offering a unique and low-cost guidebook entitled *The Procurement Edge*. The guide outlines preferred purchasing programs at all levels of government and the information is specific to each state.

The guide offers detailed information regarding favored cooperative programs at the state, county, municipal and K-12 levels of government. Such information is designed to shorten sales cycles, provide visibility for products and services with thousands of purchasers and to do away with having to write repeated bid proposals.

Charissa York, GRID director, said the research document is available either by individual states or as a package. And, she explained that the document was called the ***Procurement Edge*** because it provides government contractors a definite competitive advantage...or an edge over the competition.

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- 30 -

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.