

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

## SPI's Giles to address public/private partnerships

During Texas Public Purchasing Association's legislation forum, workshop

**AUSTIN (1/29/10)** - Strategic Partnerships, Inc. (SPI) Senior Managing Consultant Deborah Giles will address "Public/Private Partnerships and Trends in Public Sector Outsourcing" during the Thursday, Feb. 25, activities of the Texas Public Purchasing Association's Annual Spring Legislative Forum and Educational Workshop. Marketing and research experts predict that state and local government outsourcing could reach \$22 billion by 2011, and result in operating efficiencies and cost savings for public sector entities if properly contracted and executed. Giles will examine the benefits, risks and trends of outsourcing initiatives including public/private partnerships.

Following up after this event, Giles and other members of SPI's veteran training team will conduct one-day training sessions in Austin for vendors who sell to government and for government purchasing and contracting personnel.

Vendors who sell to government can participate in SPI's Wednesday, March 10, ***Strategic Selling to State and Local Government*** training. This course provides participants with the information to successfully engage in and succeed in public sector selling. For more information and to register, click [here](#).

SPI's training session for government purchasing and contracting personnel is scheduled for Thursday, March 25. This course, ***Creating Effective Public/Private Partnerships***, focuses on the unique aspects of the procurement process from the commercial vendors' perspective and gives participants methods for ensuring success throughout the procurement process.

***About Strategic Partnerships, Inc.:***

SPI ([www.spartnerships.com](http://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.