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Strategic Partnerships,
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Press Release

For immediate release

Texas's \$1.7 trillion public sector marketplace - too big to ignore!

Mary Scott Nabers points local firms to upcoming public sector contracting opportunities...

AUSTIN (11/10/09) - "If ever there was a time for commercial firms to pursue government contracts - this is it," Mary Scott Nabers, president and CEO of Strategic Partnerships, Inc. (SPI), told members of Austin's Downtown Rotary Club today, Tuesday. "Businesses selling to state and local governments today will find a very lucrative, \$1.7 trillion marketplace in which to do business."

Nabers, whose Austin-based government procurement consulting and national research firm has been successfully partnering public and private entities for the last 14 years, called the government marketplace exciting, robust and expanding. "It is simply too large to ignore," she said, "and government decision-makers like to do business with local firms that they know and trust."

"The public sector marketplace is stable and Texas has one of the healthiest economies in the nation," said Nabers, pointing to contracting opportunities made available to local businesses through budget appropriations of state and local governments and from the federal American Recovery and Reinvestment Act (ARRA). The state budget alone, said the procurement expert, is \$182.3 billion for the upcoming biennium and while \$14.9 billion has made its way to the state as a result of the ARRA, another \$30 billion in Recovery Act funding is expected over the next two years.

Additional dollars will circulate throughout Texas government entities as a result of bond packages, state and federal grant programs, disaster funds and the continual flow of homeland security funds. "The opportunities to do business with government

in Texas are almost staggering,” said Nabers. “Timing has never been better for selling to governmental entities.”

Some funding will come to Texas in the form of grants, such as those to be made from \$45.66 million to large cities and counties through the State Energy Conservation Office. These funds will be spent for energy retrofits, more efficient lighting, HVAC retrofits, weatherization projects, roof repairs and installation of solar panels.

State and local law enforcement agencies will share \$90.3 million that will be used for wireless technology and equipment, electronic document scanning, in-car computers, mobile videoconferencing equipment, information technology and more. Another \$225 million will be available to law enforcement agencies for similar expenditures.

Millions more will be available to Texas through Community Development Block Grants. These funds will be used to purchase new construction, build sidewalks and to expand workforce training facilities. Every project will create contracting opportunities for local companies, regardless of the size of the business.

“Local firms should not ignore the public sector marketplace,” says Nabers. “It is simply too large and lucrative. And, since government decision-makers in every jurisdiction are encouraged to do business with small, minority and local firms, small firms actually have a built-in advantage.”

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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.