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Strategic Partnerships,
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Press Release

For immediate release

Nabers keynotes local chamber meeting

Provides businesses info on breaking into \$1.7 trillion Texas government marketplace

IRVING (9/10/09) - “The \$1.7 trillion government marketplace in Texas is too large for any company - of any type, of any size - to ignore,” said Mary Scott Nabers, president and chief executive officer of Austin-based Strategic Partnerships, Inc., to a full house at Thursday’s “Breakfast of Champions” event hosted by the Greater Irving-Las Colinas Chamber of Commerce.

The event drew representatives of small businesses in the area as well as Fortune 500 companies with global headquarters in Irving to hear Nabers’ keynote address relating to contracting opportunities for which they can compete at the state and local levels of Texas government. Some of the officials of other area chambers of commerce on hand to hear Nabers’ update on government spending, contracting opportunities in Texas as a result of the American Recovery and Reinvestment Act and how best to compete in the government marketplace were Carter Holston, chairman of the board of the Greater Irving-Las Colinas Chamber, Bev Widner, chief executive of the Coppell chamber, Wes Jurey, president and CEO of the Arlington chamber and Roland Medina, chair of the Board of Directors of the Irving Hispanic Chamber.

Nabers, a former statewide elected official, has for the last 14 years served as president and CEO of Strategic Partnerships, Inc., a highly success government procurement consulting and national research firm which she founded. The firm has an enviable record of having partnered public and private entities over the years to help private sector firms secure billions of dollars in government contracts.

Much of Nabers’ comments were focused on the billions of dollars from the Recovery Act that are making their way into government entities at all levels in Texas – state and local governments, public and higher education and healthcare entities. Those dollars are translating into contracting opportunities for vendors and service providers of all types

and sizes – from multi-million-dollar transportation infrastructure projects to smaller weatherization programs for individual Texans’ homes.

“Many government entities are currently finalizing their budgets for the upcoming year,” said Nabers. “Their local funds as well as Recovery Act funds are part of those budgets – and they will be putting out Requests for Proposals for a variety of products and services soon. Now is the time for businesses to start making inroads into this huge marketplace.”

Nabers offered information on where stimulus funds are going, what contracting opportunities will be available and where, how businesses should register to do business with government and tips on how to successfully become a government contractor or increase government contracts. She also provided handouts with specific contracting opportunities among a variety of government entities in the Dallas-Fort Worth-Irving area.

“Small businesses power our local economy,” said Holston, who pointed to the six U.S. Small Business of the Year award winners in the area and nine U.S. Chamber Blue Ribbon award winning businesses in Irving. Today’s event was geared toward ensuring that economic activity in the area continues by introducing some of those businesses to a new marketplace they can be part of – a government marketplace with more than \$1 trillion to spend.

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About Strategic Partnerships, Inc.:

SPI (www.spartnerships.com) was founded in 1994 in Austin, Texas. Its staff of consultants, researchers and budget analysts are all former government executives who work in the area of government procurement.

NOTE TO EDITORS: For interviews with Mary Scott Nabers, please contact J. Lyn Carl at 512-531-3936 or jcarl@spartnerships.com.