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Strategic Partnerships, Inc.

Press Release

For immediate release

SPI, LBJ School partner on procurement training

Oct. 26 event designed for state, local government procurement officials

AUSTIN (10/1/10) – "Successful procurement efforts bring together the right vendor, at the right price, with the right solution," says Mary Scott Nabers, president and chief executive officer of Austin-based Strategic Partnerships, Inc. (SPI). SPI, a government procurement and national research firm that has been successfully partnering public and private entities for the last 15 years, is being joined by The University of Texas at Austin's LBJ School of Public Affairs in offering a one-day training session for state and local government procurement professionals.

The workshop, scheduled for 8:30 a.m. to 5 p.m. on Tuesday, Oct. 26, will feature best practices, trends, ideas and examples of successful sharing of information which ensures better competition and fewer problematic outcomes in the procurement process.

"The curriculum is designed with input from experienced public sector contractors, procurement experts and government executives," said Nabers. "The objective is to improve the overall quality of procurement efforts and to ensure better competitive proposals for governmental entities."

The training is intended for anyone involved with the commercial bidding and procurement process – proposal development teams, financial and business operations personnel, contract managers, purchasers, proposal evaluation team members and division directors. Among the topics for the training are a discussion of the vendor culture, how to overcome vendor obstacles, why vendors are reluctant to bid, vendor communications preferences, factors that affect the vendor process, how to communicate effectively with vendors and best practices for improving competition and proposal response.

For more information, go to www.spartnerships.com and view the "Results-oriented Procurement" section of SPI's Knowledge Transfer series, or contact Reagan Weil at 512-531-3917.

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About Strategic Partnerships, Inc.:

SPI (www.spartnerships.com) is a 15-year-old government procurement and national research firm based in Austin, Texas. Its staff of consultants, researchers and budget analysts are all former government executives.